

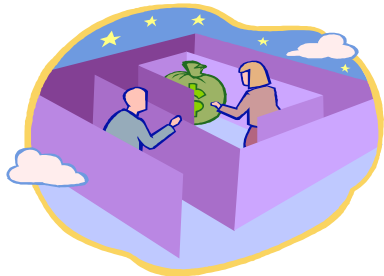
National Defense Industrial Association (NDIA) Small Business Conference

Faye Esaias

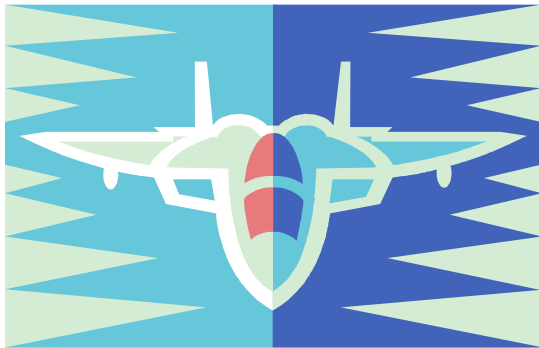
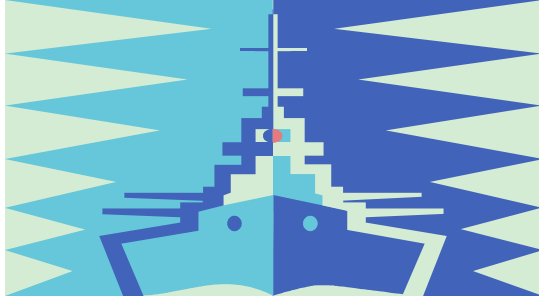
Space and Naval Warfare Systems

Center San Diego

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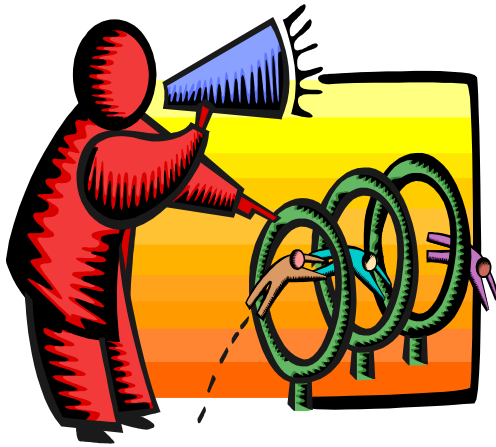


What is the government buying?



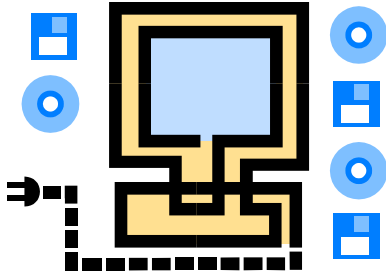
- Items to support our military forces in Iraq and Afghanistan.
- Also, items to support fighting the war against terrorism, and homeland security.
- Items to support other Agency specific programs.

What dictates the government procurement process?

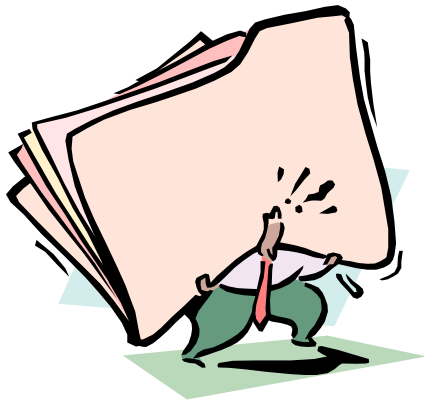


- Federal Acquisition Regulations (FAR)
- Defense Federal Acquisition Regulation Supplement (DFARS)
- Agency specific policies & procedures
- Activity specific Policies & Procedures

How is the Government buying?



- Mandatory sources
- Agency required sources
- Using electronic commerce
- New initiatives



Required Sources of Supplies

- (i) Agency inventories;**
- (ii) Excess from other agencies;**
- (iii) Federal Prison Industries, Inc.;**
- (iv) Supplies which are on the Procurement List maintained by the Committee for Purchase From People Who Are Blind or Severely Disabled;**
- (v) Wholesale supply sources, such as stock programs of the General Services Administration (GSA), the Defense Logistics Agency, the Department of Veterans Affairs, and military inventory control points;**
- (vi) Mandatory Federal Supply Schedules;**
- (vii) Optional use Federal Supply Schedules; and**
- (viii) Commercial sources (including educational and nonprofit institutions).**



Required Sources of Services

- (i) Services which are on the Procurement List maintained by the Committee for Purchase From People Who Are Blind or Severely Disabled;**
- (ii) Mandatory Federal Supply Schedules;**
- (iii) Optional use Federal Supply Schedules; and**
- (iv) Federal Prison Industries, Inc., or commercial sources (including educational and nonprofit institutions).**

Key Procurement Thresholds

- **Estimated dollar amount drives process**
 - **Actions under \$2,500 (Government Commercial Purchase Card, no competition required).**
 - **All actions over \$2,500 but under the Simplified Acquisition Threshold (SAT) are reserved for small businesses unless the Contracting Officer determines in writing there ARE NOT 2 or more responsible Small Business concerns that are competitive in terms of price, quality and delivery.**
 - **All actions above the SAT are processed in a manner which should promote competition while considering SB Preference programs.**

Procurement Process cont.

(Procurement strategy)

- ***“SPAWAR shall provide maximum practicable opportunity in its acquisitions to small business concerns. Such concerns shall have the maximum practicable opportunity to participate both as prime contractors and as subcontractors. Efforts to ensure small business participation in each particular acquisition shall be documented utilizing the DD2579.”***
- **FAR and DFARS require the Small Business representative to review all acquisitions exceeding \$10,000 and make recommendations as to how an acquisition shall be awarded. This review is required before synopsis, issuance of the solicitation, or contract modification for a new procurement over \$10,000, and shall be documented on the DD2579, which is maintained in the contract file.**

Procurement Process cont. (Market Research)

- Historical data
- Internet
- Dynamic Small Business Search (formerly known as PRO-Net)
- Used by procuring agencies and contracting officers as the authoritative source for vendors that are certified in SBA's 8(a) Business Development program, HUBZone Empowerment Contracting Program and Small Disadvantaged Business program. They access this information to conduct market research and confirm eligibility for SBA's procurement preference programs.



Procurement Process cont.

(Publicizing actions)

- **If using simplified acquisition procedures, and not posting a notice, competition ordinarily will be obtained by soliciting quotations or offers from at least 3 qualified sources within the local trade area**
- **All procurements over \$25K are required to be synopsisized unless waived by the Contracting Officer.**
- <https://e-commerce.spawar.navy.mil/>



- [E-CC Home](#)
- [Read Me First!](#)
- [Section 508](#)
- [Submitting A Proposal?](#)
- [Vendors Users Guide](#)
- [CMPG](#)
- [e-Commerce News](#)
- [Links](#)
- [Contact Us](#)

-  **HEADQUARTERS**
-  **SSC CHARLESTON**
-  **SSC SAN DIEGO**
-  **SSC NEW ORLEANS**
-  **SSC NORFOLK**
-  [i-Services](#)



**RADM
Kenneth Slaght**

Welcome

A Message from our Commander

"As the Navy's C4I experts, we listen to our customers and find the right solutions for their C4I challenges. In response, we emphasize providing information solutions versus just information systems." [Read more](#)

News

No news items posted or updated in the last 5 days.

[Older News Items](#)

Recently Issued Solicitations

- [N65236-05-R-0538](#) Navy Emergency Response Management System (NERMS)
- [N65236-05-R-0566](#) Servers
- [N68561-05-R-0001](#) VTC Upgrade

Soon-to-close Solicitations

- [N65236-05-R-0566](#) Servers
- [N68561-05-R-0001](#) VTC Upgrade

- <http://www.gsa.gov/>



The screenshot shows the GSA website's 'Acquisition Solutions' page. At the top, there is a navigation bar with links for Home, QuickLinks, For Citizens, Contacts, and Jobs. A search bar is present with the text 'Find a GSA Organization or Region...'. Below the navigation bar, there are tabs for BUILDINGS, PRODUCTS, SERVICES, TECHNOLOGY, POLICY, and ABOUT GSA. The breadcrumb trail reads: Home > About GSA > Acquisition Solutions > Getting Started > Getting Started. The main content area is titled 'Acquisition Solutions' and 'Getting Started Using GSA'. It includes a sidebar with a navigation menu and a main text area with sections for Buyers, Sellers, Policy Role, and Citizen Responsibility.

Home | **QuickLinks** | **For Citizens** | **Contacts** | **Jobs** Customize Your Visit | MyGSA

GSA U.S. General Services Administration

SEARCH

BUILDINGS | **PRODUCTS** | **SERVICES** | **TECHNOLOGY** | **POLICY** | **ABOUT GSA**

Home > About GSA > Acquisition Solutions > Getting Started > Getting Started

Acquisition Solutions

Getting Started Using GSA

GSA helps federal agencies acquire space, products, and services by contracting with federal and commercial sources.

Buyers

GSA simplifies federal procurement for other federal agencies. GSA negotiates large multi-user contracts and leverages the volume of the federal market to drive down prices.

Sellers

GSA offers businesses the opportunity to sell billions of dollars worth of products and services to federal agencies through contract vehicles.

Policy Role

GSA also has a vital role in developing and overseeing governmentwide federal policies. The Policy tab at the top of the page offers the full range of policy initiatives hosted and led by GSA.

Citizen Responsibility

Citizens are important to GSA. From purchasing [surplus government property](#) to [child care](#) to [FirstGov.Gov](#), GSA has tools and programs of interest to citizens. Visit the For Citizens tab at

Other Opportunities cont.

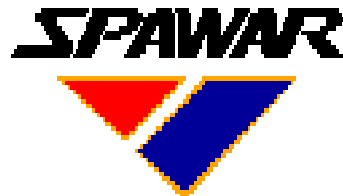
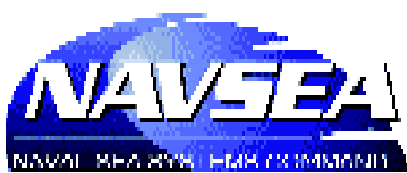
- DoD Email : WWW.EMALL.DLA.MIL
- Mission: The DOD EMALL Strives to be the single entry point for purchasers to find goods and services from the commercial marketplace and government services.
 - Currently 300+ commercial contracts (162 SB's)
 - NSN & commercial catalogs for 480 vendors
 - 25,000+ user accounts (adding 200 new users each week)
 - Users are DOD, Civil Agencies, National Guard, Reserves



Other Important Initiatives



SEAPORT *e*



Navy Wide Paradigm

- Thousands of contracts for similar services for various Navy activities scattered around the country
- No consistent acquisition policy or strategy across Navy enterprise
- Significant duplication in procurement costs
- Limited strategic relationships
- Business information is limited

Virtual SYSCOM (VS)

- A mechanism for cross collaboration between Navy System Commands

- Alignment of contracting functions across the VS is essential to:
 - reduce unnecessary overhead costs
 - improve productivity
 - eliminate redundant operations

SeaPort-e will be the acquisition vehicle of choice to competitively procure *Engineering, Financial and Program Management* contractor support services, with the exception of:

1. Contract support services which do not fit into Engineering, Financial or Program Management areas
2. When use of an alternate vehicle is in the best interest of the Government
3. Existing contract support services contracts which are authorized for continued use until the expiration of the performance period, including option periods

Use of SeaPort-e for other types of services is encouraged

Current Situation

- Seaport *e* consists of 151 MAC primes in 7 geographic zones
- Ordering activities with NAVSEA issued warrants place Task Orders against MACs
- Statement of work encompasses a broad range of engineering services subdivided into 21 areas aligned with NAVSEA Warfare Center product areas
- Place of performance indicates in which zone work is competed
- Web portal automates and streamlines process to generate requirements, compete and award Task Orders and monitor performance across NAVSEA enterprise

Current Contract Characteristics

- Five year base and two five year Award Terms - Total of 15 year period of performance.
- Task Orders that involve Service Contract Act provisions must limit that effort to five years.
- Limits on pass-through, fees and annual escalation. Guaranteed savings clause.
- Rolling Admissions clause to add primes (*now closed, new awards about to be announced*).
- Minimum guarantee at MAC Level, not by Zone.
- Cost and Fixed Price Task Orders permitted.
- No Time and Material Task Orders allowed.

Desired End Result

- Leverage the successes and efficiencies of the SeaPort *e* business model by expanding and designating SeaPort *e* as the vehicle of choice for future Engineering, Financial, and Program Management contractor support services for all Virtual SYSCOM ordering activities.
- Expand SeaPort *e* to include all Virtual SYSCOM ordering activities and the vendor base that supports them in a MAC that features streamlined processes and generates cost savings.

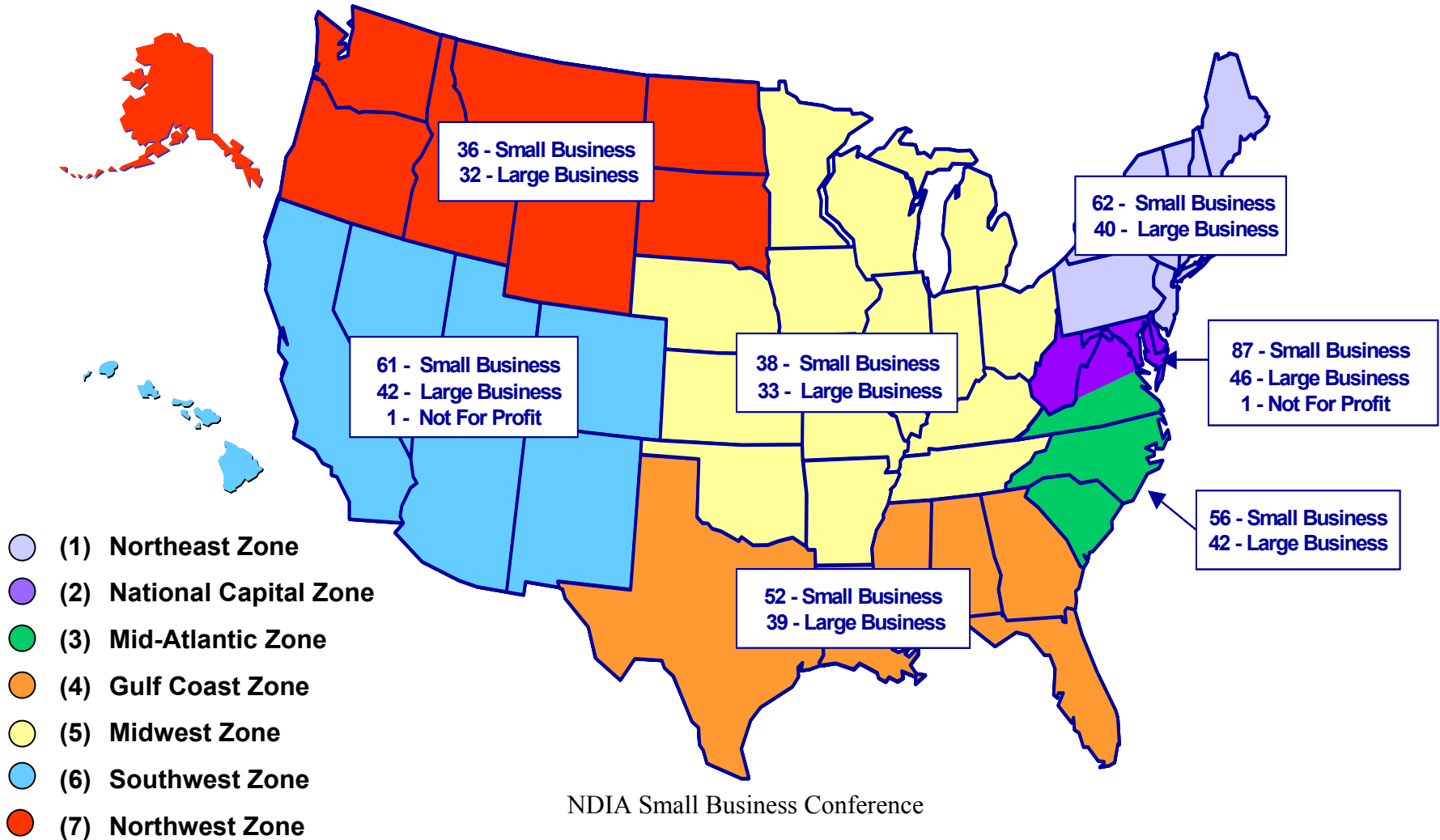
Benefits of Approach

- Consolidated contracts provide for consistent application of sound Acquisition Strategy, Business Rules and policy.
- Provides Virtual SYSCOM the ability to develop strategic commercial business relationships on a Corporate level.
- Web Portal provides a dependable information gathering vehicle.
- Reduction in total Acquisition costs.

Acquisition Strategy

- Solicit (in a single Rolling Admissions solicitation) the entire nation for Virtual SYSCOM requirements.
- Add additional prime contractors to Seaport *e* and allow current MAC primes to compete for additional zones.
- Contractors may be awarded contracts providing them the ability to compete for Task Orders in a single or multiple Zones.
- Each Task is competed by the ordering activity that has the requirement in the applicable Zone.

Geographic Zones and Current MAC Holders





MORE INFO



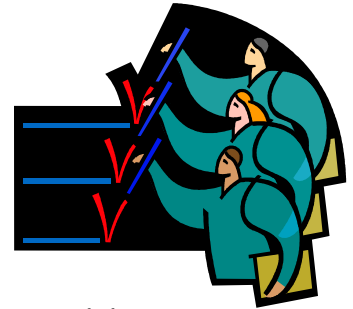
WWW.SEAPORT.NAVY.MIL

- Federal Acquisition Regulation Homepage
 - They have created the Acquisition News to keep you in the know about the FAR, new FACs, proposed rules, public meetings, and other FAR-related issues of interest.
- <http://www.arnet.gov/far/>



Helpful Hints

- Validate/update firm profile information in the CCR/Dynamic Small Business Search
- Use local resources available to help small businesses
 - Small Business Administration
 - Small Business Deputies at local activities
 - Vendor Small Business Liaison Officers



Helpful Hints cont.

- See handout for information and POC's for the Navy Southwest Region activities which includes...
 - *Who they are*
 - *Location*
 - *What they buy*
 - *Small Business Office information*
 - *Home Website*
 - *Business Opportunities Website*

Thank you for your attention and interest in becoming a federal industry partner.

