Acquisition Center for Support Services

FY2012 — ACSS Workshop

Paul Ortiz, Director
Pamela Gulick, Senior Analyst, PMP
Acquisition Center for Support Services
Agenda

- Overview of the ACSS Program
- Acquisition Center for Support Services Role
- Program Evolution
- CEOss/2011 Business Metrics
- Decision Memorandum
- What Is SeaPort?
- SeaPort Programmatic Approach
- Program Results
- Small Business Participation
- SeaPort Screen Shots
- QUESTIONS and ANSWERS/Helpful Hints
- Future Opportunities
# ACSS Staff FY12

<table>
<thead>
<tr>
<th>ACSS POC</th>
<th>Role</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paul Ortiz</td>
<td>Director</td>
<td>432.3787</td>
<td><a href="mailto:Paul.R.Ortiz@usmc.mil">Paul.R.Ortiz@usmc.mil</a></td>
</tr>
<tr>
<td>Sakeena Siddiqi</td>
<td>Lead PCO</td>
<td>432.3773</td>
<td><a href="mailto:Sakeena.Siddiqi@usmc.mil">Sakeena.Siddiqi@usmc.mil</a></td>
</tr>
<tr>
<td>Pam Gulick</td>
<td>Lead Analyst</td>
<td>432.5609</td>
<td><a href="mailto:Pamela.Gulick@usmc.mil">Pamela.Gulick@usmc.mil</a></td>
</tr>
<tr>
<td>Sherri Payne</td>
<td>Program Analyst</td>
<td>432.5612</td>
<td><a href="mailto:Sherri.Payne@usmc.mil">Sherri.Payne@usmc.mil</a></td>
</tr>
<tr>
<td>Dawn Wiley</td>
<td>Program Analyst</td>
<td>432.5611</td>
<td><a href="mailto:Dawn.Wiley@usmc.mil">Dawn.Wiley@usmc.mil</a></td>
</tr>
<tr>
<td>Kristin Gomez</td>
<td>Program Analyst</td>
<td>432.5610</td>
<td><a href="mailto:Kristin.Gomez@usmc.mil">Kristin.Gomez@usmc.mil</a></td>
</tr>
<tr>
<td>Stasia Baker</td>
<td>Deputy PCO</td>
<td>432.5140</td>
<td><a href="mailto:Stasia.Baker@usmc.mil">Stasia.Baker@usmc.mil</a></td>
</tr>
<tr>
<td>Adrian Reinharz</td>
<td>ALA Contract Specialist</td>
<td>432.5613</td>
<td><a href="mailto:Adrian.Reinharz@usmc.mil">Adrian.Reinharz@usmc.mil</a></td>
</tr>
<tr>
<td>Tammy Faulkner</td>
<td>BA Contract Specialist</td>
<td>432.5614</td>
<td><a href="mailto:Tammy.Faulkner@usmc.mil">Tammy.Faulkner@usmc.mil</a></td>
</tr>
<tr>
<td>Michael Richards</td>
<td>ES Contract Specialist</td>
<td>432.5615</td>
<td><a href="mailto:Michael.A.Richards@usmc.mil">Michael.A.Richards@usmc.mil</a></td>
</tr>
<tr>
<td>Penny Oneil</td>
<td>SE Contract Specialist</td>
<td>784.6457</td>
<td><a href="mailto:Penny.Oneil@usmc.mil">Penny.Oneil@usmc.mil</a></td>
</tr>
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Where Are They Located?

**Workforce Locations As of July 2011**

- **AVTB**
  - Camp Pendleton, CA
  - Military – 50
  - Civilian – 18

- **MCTSSA**
  - Camp Pendleton, CA
  - Military – 211
  - Civilian – 189

- **PM LW-155**
  - Picatinny, NJ
  - Military – 2
  - Civilian – 9

- **PM LAV**
  - Warren, MI
  - Military – 8
  - Civilian – 0

- **PM Robotic Systems**
  - Warren, MI
  - Military – 1
  - Civilian – 0

- **Quantico, VA**
  - Military – 328
  - Civilian – 1655

- **Albany, GA**
  - Military – 39
  - Civilian – 141

- **PM Training Systems**
  - Orlando, FL
  - Military – 10
  - Civilian – 60

**Command Onboard Workforce Total: 2788**

- 678 Military (24%)
- 2110 Civilian (76%) - Excludes Interns
What Programs Are Supported?

MARCORSYSCOM Develops, Fields & Sustains Weapon Systems & Equipment.
Overview of the ACSS
Acquisition Center for Support Services (ACSS)

- Manage a comprehensive Advisory & Assistance Services (A&AS) program for MCSC
- Central point for the consolidation and competitive negotiation of support services requirements
- Principal interface with professional services sector
Acquisition Center for Support Services

Mission

To maintain the Acquisition Center for Support Services (ACSS) for utilizing best practice for centralized acquisition of technical and professional services for MARCORSYSCOM using a Service Center approach.
Acquisition Center for Support Services

Objectives

- Focus on the Command’s Mission – Quality Services
- Emphasize ACSS’s Business Model to meet Regulations and Policy Changes using SeaPort as the support tool
- Improve Support Service Costs and Performance
  - Maintain continuous process improvement of templates, processes, etc.
  - Provide timely & accurate communication to Vendors
  - Provide comprehensive/constructive contractor evaluations (i.e. CPARS)
  - Provide detailed documentation for PWSs’ and RFQ’s
ACSS Overview

Underlying Principles

- Advisory and Assistance Services
- Maximum contract length of base year plus two option years
- Utilize a structured business model
- Target award timeline being assessed
Award Process

- Task Order Awards
  - Awarded against individual MAC’s
  - Competitive RFQ using PWS
  - Best value with tradeoff source selections
  - Firm-fixed price Labor with cost-reimbursable Travel
ACSS Interfaces
“Strategic Management of Support Services”

Small Center of Excellence having 10 - 12 personnel (PM/Contracts)

PG / PM Sponsors initiate Task Orders through ACSS Personnel

ACSS Office Manages the Business Interface and Task Order Processing Mechanics via SeaPort

Prime SeaPort Vendors Propose on Task Orders issued Within Geographical & Functional Area

May 3, 2012
Current ACSS Customer Process Model

Requirements Identification

PWS/SOW CDRL’s

Cost Estimate

Evaluation Criteria, Reviews

Cost Estimate is basis for Funding Document

Posting time of 5-10 days

Draft RFQ

Response period of 5-10 days

Final RFQ

Preparation & Source Selection 3-6 Days

Vendor Proposal

Award Documentation Preparation & Final Legal Review 2-5 days

Gov’t Evaluation

Award

Single Bid 30 Day Draft Solicitation Period

Requirements Definition - Generate Draft Documents, Contract, Operational Security & Final Legal Review

Vendor Q&A - Revisions - Post Final RFQ, Receipt of Proposals

Evaluation, Selection, Legal Review & Award

Expedited Award Process

Target Timeline < 30-40 Days

5 - 10 Days

Intake, Assessment & Final reviews

Draft & Final request for Proposals

5 - 10 Days

Preparation & Final Legal Review 2-5 days
Assistant Commander, Programs

MCSC Customer Base

- 1500 Task Orders to date (2002-12)
- $450M+ Annual Services FY11
- 34 - Prime Vendors FY 2011
- 400+ Participating Firms
- 200+ Task Orders Annually

Assistant Commander & PM Competency Director
Mr. Richard W. Bates
Supervisory Program Analyst, NH-4-0343

Operations
Ms. Verna Long
Program Analyst

Office Manager
Ms. Cathy Montgomery
Admin Officer

PM Community Management
PM Community Manager
Mr. John Cocowitch, NH-4-0340
Competency Realignment Lead
Mr. Dominic Foster, NH-4-0340
PM Developmental Program
Mr. James Dade
Mr. Fernando Pena
Mr. Patrick Murrie, Y

Assessments Branch
Mr. Steve Zoric
Program Analyst, NH-4-0343

Cost & Analysis Branch
Mr. Don Burlingham
Ops Research Analyst, NH-4-1515

POM Development Branch
Mr. Don Shirk
Ops Research Analyst NH-4-1515

Branch Members
Mr. Paul Causin, Program Analyst
Ms. Christine Huebner, Program Analyst
Ms. Elizabeth Miller, Program Analyst
Mr. Mark Neff, Program Analyst
Ms. Maggie Halloran, Program Analyst
Ms. Heather King, Program Analyst

Branch Members
Susan Wileman Operations Research Analyst
Mark Earnesty, Operations Research Analyst

Branch Members
Mr. John Olsavsky, Program Analyst
Ms. Phyllis Hurlock, Program Analyst
Ms. Jennifer Gibson, Program Analyst

Contracts Members
Ms. Sakeena Siddiqi, Contracting Officer
Ms. Stasia Baker, Contracting Officer
Ms. Tammy Faulkner, Contracting Specialist
Ms. Penny O’Neil, Contract Specialist
Mr. Adrian Reinharz, Contract Specialist
Mr. Michael Richards, Contract Specialist

Ms. Patty Mitchell
Program Analyst, NH-4-0340
Training/PM 402
PM Community Manager
Mr. John Cocowitch, NH-4-0340
Competency Realignment Lead
Mr. Dominic Foster, NH-4-0340
PM Developmental Program
Mr. James Dade
Mr. Fernando Pena
Mr. Patrick Murrie, Y

PG14 AFSS Vacant - Detail, NH-4-0340
PG15 GTES Andrew L. Rodgers, NH-4-0340
PG16 CESS Mr. Neal Justis, NH-4-0340
PM GCSS MC Ms. Kim Yarboro, NH-4-0340

PG13 ISI Mr. Keith Lockett, NH-4-0340
PG12 CINS Mr. James Solomon, NH-4-0340
PG11 MC2I Mr. John Maurer, NH-4-0340
PG10 IWS Mr. Robert Forrester, NH-4-0340

Operations
Ms. Verna Long
Program Analyst

Office Manager
Ms. Cathy Montgomery
Admin Officer

ACSS Branch
Mr. Paul Ortiz
Program Analyst, NH-4-0340

Branch Members
Ms. Pam Gallick, Program Analyst
Ms. Sherri L. Payne, Program Analyst
Ms. Kristin Gomez, Program Analyst
Ms. Dawn Wiley, Program Analyst

Ms. Sakeena Siddiqi, Contracting Officer
Ms. Stasia Baker, Contracting Officer
Ms. Tammy Faulkner, Contracting Specialist
Ms. Penny O’Neil, Contract Specialist
Mr. Adrian Reinharz, Contract Specialist
Mr. Michael Richards, Contract Specialist
2011 Business Metrics
FY 2011 CEOss Vendors by Domain

ES
- CENTURUM
- QinetiQ
- TASC
- SAIC
- CACI
- EVER VIGILANT
- BAE SYSTEMS
- JACOBS
- dcs corp
- Camber
- GENERAL DYNAMICS

SE
- Battelle
- The Business of Innovation
- TSC
- at&t
- STANLEY
- Technology Associates
- International Corporation

ALA
- Thomas Associates Inc
- Integrated Design Innovation Solutions
- CIC
- Logis Tech
- KRATOS
- DTI ASSOCIATES, INC.

BA
- FLATTER & ASSOCIATES
- serco
- MCR
- Critical Thinking, Solutions Delivered
- TECOLOTE RESEARCH, INC.
- KALMAN
- Kalman & Company, Inc.
- Booz | Allen | Hamilton
## FY11 Domain Players

### Specialty Engineering
- **FY11 Base**: 9 Prime Awards
- **Awards**: 37 TO’s / ~$50 M
- **Avg. No. Teammates per Prime**: 23
- **Primes**: AT&T, Battelle, CSC, MTCSC, RNB, Stanley, Survive, TAIC, TSC

### Business & Analytical
- **FY11 Base**: 6 Prime Awards
- **Awards**: 45 TO’s / ~$42.1 M
- **Avg. No. Teammates per Prime**: 24
- **Primes**: BAH, Flatter, Kalman, MCR, Serco, Tecolote

### Engineering & Scientific
- **FY11 Base**: 10 Prime Awards
- **Awards**: 56 TO’s / ~$124 M
- **Avg. No. Teammates per Prime**: 26
- **Primes**: BAE, CACI, Camber, Centurum, DCS, GDIT, Jacobs, QinetiQ, SAIC, TASC

### Acquisition, Logistics & Admn.
- **FY11 Base**: 9 Prime Awards
- **Awards**: 43 TO’s / ~$121.4M
- **Avg. No. Teammates per Prime**: 29
- **Primes**: TCG, CTC, DTI, EDO, INS/LM, L-3, Logis-Tech, Thomas Assoc., URS

## FY 2011 - 34 Prime Vendors/Over 350 Participating Firms
Overall 2011 CEOss Metrics

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<tr>
<th>Domain</th>
<th>Task Orders</th>
<th>Award Value</th>
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<td>ALA</td>
<td>63</td>
<td>$121,430,457</td>
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<tr>
<td>BA</td>
<td>45</td>
<td>$42,196,467</td>
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<tr>
<td>ES</td>
<td>56</td>
<td>$124,190,290</td>
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<tr>
<td>SE</td>
<td>37</td>
<td>$50,379,343</td>
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<td>Total</td>
<td>201</td>
<td>$338,196,557</td>
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* 2011 Does NOT include $111mil in Modifications

![Awarded Value by Fiscal Year](chart.png)
## 2011 Domain Facts

### Awarded Value by Fiscal Year

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<th>Fiscal Year</th>
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### ES

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<tr>
<td># Task Orders</td>
<td>56</td>
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<tr>
<td>Avg. Bid Rate</td>
<td>46%</td>
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<td>Avg. Proposal Score</td>
<td>83%</td>
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<td>Avg. Domain Rate</td>
<td>$95.57</td>
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<td>Small Business</td>
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### BA

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<td>Avg. Bid Rate</td>
<td>45%</td>
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<td>Avg. Proposal Score</td>
<td>86%</td>
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<td>Avg. Domain Rate</td>
<td>$102.20</td>
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<td>Small Business</td>
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### ALA

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<th>Item</th>
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<tr>
<td>Invested YTD</td>
<td>$121M</td>
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<tr>
<td># Task Orders</td>
<td>63</td>
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<tr>
<td>Avg. Bid Rate</td>
<td>46%</td>
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<tr>
<td>Avg. Proposal Score</td>
<td>84%</td>
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<td>Avg. Domain Rate</td>
<td>$90.50</td>
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<td>Small Business</td>
<td>3.6%</td>
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### Key Performance Indicators

- **Invested YTD**: $121M, $42.1M, $124M
- **# Task Orders**: 63, 45, 56
- **Avg. Bid Rate**: 46%, 58%, 46%
- **Avg. Proposal Score**: 86%, 84%, 83%
- **Avg. Domain Rate**: $102.20, $90.50, $106.18
- **Small Business**: 3.6%, 0%, 2.7%
FY11 CEOss Performance

CEOss FY11 Performance Report

FY11 Modification Order Value: $111,894,698
FY11 New Task Order Value: $338,196,557
FY11 Amount Awarded to Date: $450,091,254

Domain Task Orders FY11 to Date:
- ALA - 63 $121,430,457
- BA - 45 $42,196,467
- ES - 56 $124,190,290
- SE - 37 $50,379,343
Total TO's for FY11: 201

Avg. Percent of Competition: 49%
Avg. Days in Queue: 29

FY11 Weighted Avg. Hourly Rate: $98.29

FY11 SB Prime Award Volume: $5,754,146

Single Bids: 2% (4 of 201)

2002-2012 $3.2 bil
2012 55 days
...data as of 9Nov 11
# CEOss 2011 Marine Corps Customers

## Customer Information to Date

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<th>Office</th>
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**Total:** $338,196,557, 201 customers, 100%
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FY 2011 Awards by Domain
A Brief History of Support Services

1997-2002
Single award FFP IDIQ contracts that integrated common functional disciplines

2002-2014
CEOss – FFP multiple award GSA based contracts with services grouped into functional domains

2012- Present
SeaPort – SYSCOM WEB Based Enterprise solution to acquire Engineering, Financial, and Program Management support services, FFP

Prior to 1997
CPFF contracts developed around individual PM office requirements
Decision Memorandum
DEcision Memorandum

Subj: SERVICES ACQUISITION IN MARINE CORPS SYSTEMS COMMAND

Ref: (a) CECOs-SEAPORT Decision Meeting of 23 Apr 12

1. In consideration of the results of the trade-off analysis presented to me during the referenced meeting, I have determined that it is in the Marine Corps Systems Command’s (MARCOM'SCOM) best interests to transition our services acquisition buying vehicle from that of the Commercial Enterprise Omnibus Support Services (CEOs) acquisition model to that of the Department of the Navy SEAPORT model.

2. The CEOs acquisition model, introduced in MARCOM'SCOM nearly 10 years ago, has served the Command well in the critical area of support services acquisition. Since its inception, the Acquisition Center for Support Services (ACSS), using the CEOs model, has awarded over $3.1B in contracts that have provided vital services to our program managers and other command elements. In parallel with our introduction and use of CEOs, the Department of the Navy also developed and is using a similar sourcing model known as SEAPORT. SEAPORT has now evolved into a powerful services acquisition tool that offers many advantages over CEOs. It is a buying vehicle that is open and available to all Department of the Navy Systems Commands.

3. During the referenced decision meeting, I was presented with a detailed, side-by-side comparison of the features of CEOs and SEAPORT. What is clear from that trade-off study is that SEAPORT is equal to or better than CEOs in terms of the ability of its e-commerce tools and underlying contract instruments to provide the full range of support services this Command requires. In addition, the costs to the Marine Corps to use the SEAPORT contract vehicles are minimal, whereas CEOs has considerable costs of ownership for the Command. These are costs we can no longer continue to bear when there is a much less costly and equally capable alternative available to us. In addition, the ACSS Team, free from the burden of awarding and administering dozens of CEOs BRAs, will be able to fully focus on customer support for our PEOs, PMs and competencies. It is also noted that the vast majority of our current CEOs suppliers, along with hundreds of other companies across our region, have SEAPORT contracts providing us with a highly competitive environment in which to acquire contract support services.

4. Accordingly, during July 2012, we will begin a transition from our current use of CEOs basic purchase agreements to using task orders placed against SEAPORT contract vehicles. This transition will be seamless, well planned and carefully executed so as to ensure there is no interruption in the support services required by our supported PEOs, our PMs and other command organizations. Our ACSS Team will continue to provide a strategic sourcing customer service center for the command and our affiliated PEOs, and will also provide overall management of this important effort.

5. In the coming weeks, the ACSS and Assistant Commander for Contracts will be providing our Command, our external stakeholders and our current CEOs suppliers with detailed information regarding the transition plan.

DISTRIBUTION: A
SeaPort
Overview
2012
What Is SeaPort?

• SeaPort is a Set of Multiple Award Contracts:
  – Navy’s Virtual SYSCOM Enterprise solution to acquire Engineering, Financial, and Program Management support services
  – SeaPort Navy service procurement vehicle:
    • 2,540 prime contractors (83% small business) with a basic IDIQ MAC in SeaPort
    • Competitive Task Orders – Fair Opportunity (FAR 16.505)
    • Competed in one of seven geographic zones based upon principal place of performance

• SeaPort is a Web-Based Portal:
  – Provides a means for electronically competing & awarding Task Order solicitations
  – Facilitates the acquisition and management of services
# SeaPort Evolution

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<td>22</td>
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<td>Yes</td>
<td>Yes, incl. HUB Zone, SDVOSB</td>
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<td>Task Order’s Competed Nationally?</td>
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Data as of 4 Aug 2011
Programmatic Approach

• SeaPort Multiple Award Contract (MAC):
  – Five-Year Base ordering period w/Five-Year Award Term
  – Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas

• Allows for Small Business set-asides (restricted competition)
  – Task Order competitions may be restricted to small businesses and certain small business sub-categories (HUBZone, SDVOSB)
  – MOA with SBA for 8(a) set-aside restricted competitions

• Rolling Admissions conducted annually
  – Allows for base contract awards to new contractors
  – Allows existing primes to expand into other geographic zones
  – Allows refresh of the prime/source base
Rolling Admissions

• Basic MAC clause H.8 allows for additional IDIQ prime contract awards
• Rolling Admissions procurements conducted by NSWC Dahlgren
  – MACs administered by the PCO at NSWC Dahlgren
• Rolling Admissions procurements provide:
  – Contractors with the ability to obtain SeaPort prime contract
  – Existing SeaPort vendors with the ability to expand into additional zones
  – The ability to include new ordering activities under the contract
• The most recent Rolling Admissions were awarded in June 2011, adding an additional 340 companies and 199 8(a) companies, respectively
• The next Rolling Admission began in April 2012, with awards expected in late June
22 Functional SOW Areas

1. Research and Development Support
2. Engineering, System Engineering and Process Engineering support
3. Modeling, Simulation, Stimulation, and Analysis Support
4. Prototyping, Pre-Production, Model-Making, and Fabrication Support
5. System Design Documentation and Technical Data Support
7. Reliability, Maintainability, and Availability (RM&A) Support
8. Human Factors, Performance, and Usability Engineering Support
9. System Safety Engineering Support
10. Configuration Management (CM) Support
11. Quality Assurance (QA) Support
12. Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
13. Inactivation and Disposal Support
15. Measurement Facilities, Range, and Instrumentation Support
16. Logistics Support
17. Supply and Provisioning Support
18. Training Support
19. In-Service Engineering, Fleet Introduction, Installation and Checkout Support
20. Program Support
21. Functional and Administrative Support
22. Public Affairs and Multimedia Support

Programmatic Approach

- SeaPort Task Order Competition:
  - FAR Part 16 requires that each MAC holder be provided a Fair Opportunity to be considered for each order exceeding $3,000
  - Fair Opportunity exceptions (urgency, one source, logical follow-on) not recognized in SeaPort (except minimum guarantee Orders)
  - SeaPort policy requires ALL Task Orders be competed
  - All MAC holders registered in a zone automatically receive notification of the release of all solicitations issued in that zone
  - All proposals are electronically submitted within the portal
  - All post award task order administration is conducted within the portal
  - Task Order period of performance cannot exceed 3 years in length
SeaPort Acquisition Lifecycle

SeaPort Government Portal:
- Access Procurement
  - Create Draft Solicitation
  - Lock Solicitation / Amendment
- Bid Evaluation
  - Create / Modify Task Order
  - Execute Task Order / Mod

SeaPort Vendor Portal:
- Vendor Bid Submission
  - Questions & Answers
  - Release Solicitation
  - Distribute Award Notice

External System Interfaces:
- Obligate funding
- Receive CAR Data (FPDS-NG)
- Receive Award Documents (EDA)

= Industry User Function  = Government User Function
Future ACSS Customer Process Model

- **Requirements Identification**
  - PWS/CDRL’s/RFQ
  - Independent Government Cost Estimate
  - Evaluation Criteria, Reviews
  - IGCE is basis for Funding Document

- **Posting time of 30 days**
  - Final RFQ

- **Preparation & Source Selection**
  - 20 Days
  - Vendor Proposal

- **Award Documentation Preparation & Final Legal Review**
  - 10 days
  - Gov’t Evaluation

- **Award**

Expedited Award Process
- Target Timeline < 60-70 Days
- 30 Days: Final Request for Quote (RFQ)
- 30 Days: Source Selection
- 30 Days: Final Request for Quote (RFQ)
- 10-20 Days: Intake, Assessment & Final Reviews

Requirements Definition - Generate RFQ Documents, Contract, Operational Security and Final Legal Review

Vendor Q&A – RFQ Amendments, Receipt of Proposals

Evaluation, Selection, CT and Legal Review and Award
Program Benefits

• SeaPort streamlines the acquisition process via:
  – Flexible workflow & package administration
    • Electronic 1102 files for all procurement-related documentation
  – Ready-access to high-quality work samples & clause templates
    • Dashboard facilitates review of similar procurement efforts
    • Template library for solicitation preparation
  – Flexible Section B generation tools
    • CLIN/SLIN Entry Wizard
    • Timeline feature enables global period of performance updates
  – Vendor side portal integration
    • Ability to post advance notice of upcoming requirements to industry
    • Web-based Q&A
  – Automated task order award, including notification to unsuccessful offerors, along with posting of award documents to EDA
Program Benefits

• SeaPort improves service contract management via:
  – Competitive environment
  – Role-based management visibility into procurements
    • Oversight at Local, SYSCOM, and/or Enterprise level based on user role(s)
    • Ready-access to procurement history, Procurement Acquisition Lead Time, workload, etc.
  – On-demand Reports / Business Intelligence
    • Ability to assess procurement & program-level status & performance
    • Push or pull reporting platform
  – Provides foundation for achieving and reporting on small business goals & performance
# SeaPort Program Results

## SYSCOM Awards To Date:

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<tr>
<th>SYSCOM:</th>
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<th># of Actions / Mods:</th>
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*Note: As of August 9, 2011*
Small Business Participation

- Improved Small Business Participation
  - SeaPort Results:
    - Prime MAC awards: 2,193 of 2,540 (86%) (as of 16 July 2011)
    - Percent of total dollar obligations to small business concerns at the prime level: 31%
    - Percent of total dollar obligations to small business concerns at the subcontract level: 20%
      - Actual small business subcontracting reported by large businesses via the portal semi-annually
SeaPort Zones

Total Primes: 2,540  Total SB Primes: 2,193 = 86%
Basic Ground Rules
Administration

- Only the SeaPort Contracting Officer may make modifications to the SeaPort contract or represent the Navy on its behalf in regards to these contracts.
- The Deputy Commander/Executive Director for Contracts (SEA 02/02B) shall appoint the SeaPort Contracting Officer.
- The SeaPort Contracting Officer shall monitor the MAC ceilings to ensure that task orders are not placed in excess of the ceiling.
Rolling Admissions

• Annually, the Contracting Officer and the SeaPort council shall convene to review the performance of the SeaPort program in accordance with the Rolling Admissions clause.

• The Rolling Admissions criteria are:
  – Quality of performance by each IDIQ holder
  – The number, value, and complexity of work assigned to each holder
  – Amount of competition achieved
  – Internal transaction cost for issuing each task order
  – The amount of small business participation
  – Revise scope of the Statement of Work and the ceiling amount
  – Additional Ordering Offices
Subcontractor Teaming

- The SeaPort PCO is the only individual authorized to add team members to the SeaPort MACs
- Requests to add new team member(s) may be issued via the Vendor Portal
  - Only existing Prime Contractors may issue a teaming request
  - This can be accomplished at any time by clicking on the "Create Teaming Request" button found on the "Teaming" tab within the SeaPort Vendor Portal
  - This capability is available only to authenticated Vendor Portal users who have the "Vendor Admin" role
Security Concerns

• Facility clearances, if required, will be handled at the task order level, not at the basic IDIQ MAC contract level. The government ordering office, or cleared contractor in the case of subcontracting, is responsible for requesting the sponsorship letter from Defense Security Service (DSS) for new facility clearances.

• All classified task orders will require a facility security clearance issued by the DSS. The security classification and guidance of classified task orders will be specified in the Contract Security Classification Specification DD Form 254. The DD Form 254 will be prepared by the ordering activity and issued with the resulting task order.

• Unclassified task orders do not require a facility clearance issued by DSS, nor a DD Form 254.
Security Concerns (cont.)

• Contractor personnel shall be required to have a security clearance at the level required for each specific task order.

• The planned utilization of non-U.S. Citizens in task order performance must be identified by name and country of citizenship in the task order proposal. Foreign Nationals shall not be allowed access to classified or critical program information unless approved on a case by case basis by DSS.

• Since all SeaPort Task Order Solicitations are posted on the SeaPort Portal, Task Order Solicitations shall not contain any classified material. The Ordering Activity’s Local Security Managers should be consulted if there is a question relating to security issues.
SeaPort Screen Shots
Harnessing Power, Navigating Change . . .
Take the helm for professional service solutions

SeaPort-e: Rolling Admissions

Below please find information on the latest SeaPort-e Rolling Admissions process:
The Navy Virtual DISCOM may periodically decide to expand the existing SeaPort Enhanced Multiple Award Contracts (MACs). This expansion would take place via the Rolling Admissions clauses of the MAC contracts. In conjunction with Rolling Admissions, current MAC holders would have the opportunity to expand into additional zones. While NSWC Dahlgren serves as the Contracting Officer responsible for Rolling Admissions and MAC administration, ordering offices in the various Virtual DISCOM activities will be responsible for the completion of their own requirements at the task order level.

This web page will be the home of all official SeaPort Enhanced Rolling Admissions information, including the Solicitation, industry briefs, and other notices to industry. Please check this website frequently for the latest information.

Current Rolling Admissions Status:
FY12 - ROLLING ADOPTIONS SOLICITATION AMENDMENT 0001 ISSUED
FY12 Rolling Admissions Solicitation documents available for download:

- Form 33
- Form 33 Amendment 0001
- REPLACEMENT FILL-IN-PAGES_RA2012
- FILL-IN-PAGES_RA2012
- 2A ZONE PRESENCE FORM
- 1A SUMMARY OF FILL IN
- 25 FILLING FORM 4_11_2011
- Zoned Map

Registration Site:

Please continue to monitor this website for further updates.

Firms may also participate in SeaPort-e by becoming a team member to one or more of the existing prime contractors. To view a list of the prime contractors, go to https://seaport.navysupply.dla.mil/Sell/PPIContactList.aspx. You can refine your search by zone, business size, etc. There is no limit as to the number of teaming that your company can be on.

Please check the site for updates.

The following information is available from the most recent SeaPort-e Rolling Admissions:

- Click here to access our archive of reference materials concerning the previous (Spring 2011) Rolling Admissions process
- Click here to access our archive of reference materials concerning the previous (Spring 2010) Rolling Admissions process
- Click here to access our archive of reference materials concerning the previous (December 2008) Rolling Admissions process
- Click here to access our archive of reference materials concerning the previous (Spring 2008) Rolling Admissions process
- Click here to access our archive of reference materials concerning the previous (Spring 2007) Rolling Admissions process
- Click here to access our archive of reference materials concerning the previous (Spring 2006) Rolling Admissions process
- Click here to access our archive of reference materials concerning the previous (Spring 2005) Rolling Admissions process
- Click here to access our archive of reference materials concerning the previous (Spring 2004) Rolling Admissions process

Our Privacy Advisory applies.

You may need the following viewers in order to properly read some files on this website.
SeaPort-e Contractor Information Registration

If you have already registered, please login with your e-mail and registration number. If you have forgotten your registration number, please enter your e-mail address and click the "Send Me" button to receive an e-mail reminder.

E-mail: [ ]
Registration Number: [ ]

Send Me

If you are not registered for the 2013 SeaPort-e Contractor Information Registration site, please fill out the form below.

PLEASE NOTE: Registering on this site does not immediately provide access to the SeaPort Vendor Portal used by SeaPort-e contractors. If your company is awarded a contract during Rolling Admissions, the information that you enter in this Registration site will be used to generate accounts and establish access for your company. You will receive additional information and instructions upon contract award. The number identification that you receive as a result of registering is only used for the purpose of accessing the site.

Fields marked with * are required.
* E-mail: [ ]
* Confirm E-mail: [ ]
* Name: [ ]
* Phone Number: [ ]

Submit
Common Questions & Helpful Hints
Helpful Hints and Reminders

• You want to get a SeaPort MAC, where do you start?
  – Visit www.seaport.navy.mil and wait for the next Rolling Admissions announcement in order to become a Prime
  – Follow the requirements of the Rolling Admission solicitation
  – Teaming Arrangements
    • You do not have to be a Prime MAC holder to receive SeaPort work
    • Become an approved team member with an existing Prime MAC holder and become a subcontractor
Helpful Hints and Reminders

• You have won a SeaPort MAC, now what?
  – Monitor Opportunities available in your Zone
    • Emails are sent to all corresponding Zone MAC holders of business opportunities.
    • Team with larger businesses or other incumbent small businesses to get a foot in the door.
    • Simply winning a MAC will not bring work to your business, you must get out there and compete at the Task Order level.
  – Develop a relationship with procuring activities
    • Learn who the Navy procuring activities Deputies for Small Business are and contact them. DSBs help determine small business set-aside percentages in requirements.
    • Navy Program Offices are the requirements developers. Send capabilities statements so program managers are aware that businesses other than large can do the work to encourage small business set asides.
Helpful Hints and Reminders

• Submit proposals in the Vendor Portal
  – Read the solicitation thoroughly, follow the requirements as a prime or subcontractor.
  – If in doubt about a requirement, ask the question in the portal during the Q&A timeframe.

• Be aware of amendments issued
  – The amendment removes any drafts and proposals that were submitted under the solicitation. Even if the amendment didn’t cause you to alter your proposal submission, remember to reload your proposal. It is your responsibility to ensure all your information is received by the Government.

• Report any technical difficulties in uploading your proposal
  – This is an automated system. When the closing time arrives, late is late. Only the Contracting Officer can make the determination to accept a proposal outside of the portal. It is your responsibility to ensure you have enough time to upload your proposal and to report any technical downtimes with the vendor portal. 10 minutes before closing is not an adequate amount of time.
Frequently Asked Questions

Question: Will NSWC Dahlgren be the central contracting/processing authority after Contract Award?
Answer: Dahlgren is acting as the PCO on these multiple award contracts on behalf of the Virtual SYSCOM. After Award, each Site will have ordering authority and be responsible for the overall administration of the Task Orders they have Awarded. Bottom Line: Dahlgren awards the MACs, MCSC will award the individual task orders.

Question: Can my company be on more than one Team as a Subcontractor?
Answer: Yes, you may be on as many Teams as you think are appropriate. Only one Award as a Prime Contractor per Company will be permitted.

Question: As a Small Business am I required to have experience in all the technical disciplines of the SOW to qualify for Award?
Answer: As a Small Business you need only demonstrate that you satisfy one of the requirements areas of the SOW to qualify as technically acceptable.
Question: How many contracts will be Awarded?
Answer: The Government expects to Award multiple contracts. The exact number is unknown since it is impossible to predict the number of technically acceptable proposals received.

Question: Will the Government limit the number of Awards?
Answer: Although the objective is to broaden the scope and geography of the contractors available under Seaport e, the Government reserves the right to limit the number of Awards if it is determined that an adequate number of outstanding or good proposals that represent both Large and Small Businesses have been received.

Question: What happens to existing contracts or options currently in place at the various Virtual SYSCOM Sites?
Answer: At time of contract renewal or option exercise, the work will be analyzed to determine if the MAC’s are the appropriate contractual vehicle.
What if 541330 isn't the size standard? That is an engineering services NAICS, so not always the one we will use.

stasia.baker, 4/26/2012
Question: What happens to existing contracts or options currently in place at the various Virtual SYSCOM Sites?

Answer: At time of contract renewal or option exercise, the work will be analyzed to determine if the MAC’s are the appropriate contractual vehicle.
Questions

Approximately 800 questions were formally received from industry and documented during the initial award of Seaport e MACs in 2004. These questions and answers are categorized by the areas of the original solicitation that they pertain to, and are posted along with the original solicitation under the rolling admissions link on the www.seaport.navy.mil homepage. Please review these materials.
SeaPort Contact Information

Sharon Rustemier
SeaPort Policy Branch Head
sharon.rustemier@navy.mil
202-781-2325

SeaPort Portal Technical Assistance
seaportsupport@aquilent.com

Rolling Admissions Questions
SEAPORT_EPCO@navy.mil
Way Ahead – Future Opportunities
The Economy

Past

Future
# Work Forecast - ALA

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<tr>
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Questions?

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