



# Space and Naval Warfare Systems Center Atlantic

## Making IT Count Through Contracts

Small Business and Industry  
Outreach Initiative (SBI/OI)

Thirty-fourth Symposium  
November 20, 2014

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SSC Atlantic Contracts 2.2  
Competency Lead

# Agenda

- ▼ Contracting Statistics FY14
- ▼ Pillar Follow-on Contract Strategy
  - Lessons learned
  - SPAWAR MAC Working Group
  - Drivers and Approach
  - Pillar expiration dates
  - Next steps
- ▼ End-to-end contracting process
  - Project Procurement Strategy Meetings (PPSMs)
  - Task Order Forecasting for industry
- ▼ Contracting Initiatives and Metrics

# Contracts Stats

## ▼ Competition Rate

- FY12: 83.8%
- FY13: 82.7%
- FY14: 85%

## ▼ # Contracts

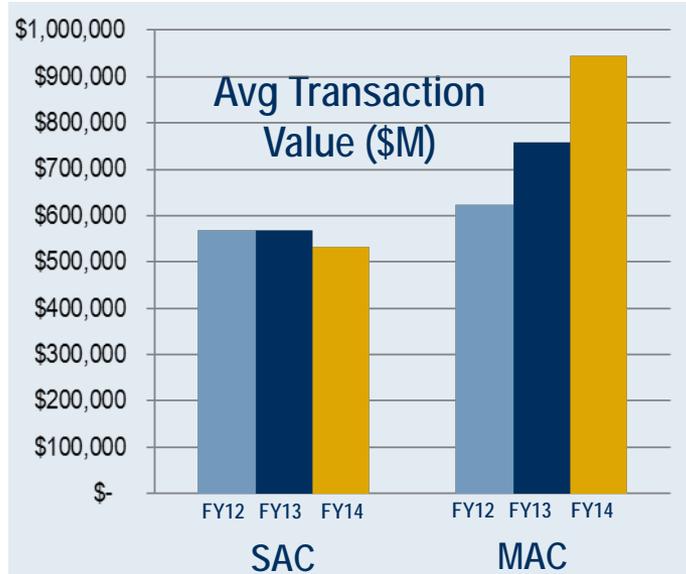
- FY12: 267
- FY13: 224
- FY14: 190

## ▼ # Awardees

- FY12: 479
- FY13: 536
- FY14: 562

## ▼ \$ New Orders (Total Ceiling)

- FY12: \$3.10M
- FY13: \$2.65M
- FY14: \$2.32M



## ▼ # SAC Actions

- FY12: 2,731
- FY13: 1,814
- FY14: 1,108

## ▼ # MAC Actions

- FY12: 2,495
- FY13: 2,144
- FY14: 1,832

## EOM October

### ▼ Existing Contracts

- 191 Contracts
  - 67 MACs (460 Awards)
  - 124 SAC
- \$23.0B Total Ceiling
- \$13.2B Ceiling Remaining
- \$121M Average Contract Size

## Small Business

### ▼ 80 Contracts

- 35 MACs (276 Awards)
- 45 SACs
- \$7.4B Ceiling (32% of Total Ceiling)
- \$92M Average Contract Size

### ▼ Contracts in Process

- 17 Contracts
- \$3.6B Total Ceiling
- \$213M Average Contract Size

# Pillar Lessons Learned Feedback from Industry

- ▼ Limit number of awardees
- ▼ Stagger solicitation release
- ▼ Provide different scopes for Unrestricted and SB set-asides
- ▼ Evaluation methodology was inadequate to discriminate between proposals and identify the companies “most qualified” to perform
- ▼ Define PWS more so offerors can select their team based on capabilities needed
- ▼ Contract reference thresholds and the # of references allowed were considered effective and realistic

# SPAWAR Implementation of Multiple Award Contracts (MACs) Working Group

## ▼ Purpose:

- SPAWAR strategy for Multiple Award Contracts (MACs) - identifying best practices, process improvements, standardization and streamlining initiatives.
- Kick-Off Meeting held 5 November
- Feedback solicited from Industry Representatives (including two CDCA Representatives)

## ▼ Next Steps:

- Review input from industry in regards to current processes or policies that potentially impact competition, affordability, procurement action lead time, resources and small business participation. Develop written recommendations, issue final report

## ▼ Charter and Minutes: <https://e-commerce.sscno.nmci.navy.mil> "News"

# Pillar Replacement Strategy Drivers and Approach

## ▼ Drivers

- Lessons learned from award of pillar contracts
- Clear differentiation in Sections C, L, and M of RFPs
- Maintain small business goals
- Incorporate single award contracts
- Where appropriate deliver full capabilities/solutions (materials and services) under the same contracting vehicle

## ▼ Approach

- Combination of Internal and External Contracts
- Internal Contracts ceiling based on historical usage and future projections
- Staggered RFP Release for Internal Contracts

# Pillar Follow-on Strategy Next Steps

- ▼ Continue to gather and analyze data to determine
  - Number of contracts
  - Size of contracts
  - Small business mix
  - Single award mix
  - Transition Plan (Staggered RFP Release Dates)
- ▼ Finalize Strategy - Obtain Local and HQ Approval of Concept – 2<sup>nd</sup> Qtr FY15
- ▼ 1<sup>st</sup> Future Opportunity Announcement ~ 3<sup>rd</sup> Qtr FY15
- ▼ 1<sup>st</sup> Industry Day ~ 4<sup>th</sup> Qtr FY15
- ▼ Solicitations Issued ~ 1<sup>st</sup> Qtr FY16 thru 2<sup>nd</sup> Qtr FY18

# Contract Strategy Working Group (CSWG) Contracting Initiatives FY15

- ▼ Institutionalizing COR processes /post award trip wires
  - COR file reviews
  - IPT resourcing model for COR function
- ▼ Task Order Process Refinement/Training
  - Source selection process
  - Market survey process
- ▼ Metrics for end-to-end contract process at Task Order level
  - Targets and measures for each segment of process
  - Revised target milestones for task orders
- ▼ Staffing model for end-to-end contract process at TO level
- ▼ Project Procurement Strategy

**Increase responsiveness and comply with regulations and policy**

# Task Order Forecasting for Industry



## e-Commerce

- ▼ Advance notification: Task Orders identified during PPSMs
- ▼ Advance notification: Task Orders WIP (pre-RFP, RFP issued, RFP closed/award phase)



- ▼ Advanced Notification and/or Market Survey for MAC Services
- ▼ RFP released

# MAC Task Order Forecast (6 Months)

## Pillars

SPAWAR Contract Vehicle Description	Count of Upcoming Actions	Total Estimated Dollar Value
+ Pillar - BFS 8(a)	1 \$	1,748,916.35
+ Pillar - BA 8(a)	1 \$	4,985,244.25
+ Pillar - BA Preferred	2 \$	1,030,198.70
+ Pillar - BA SBSA	3 \$	7,271,041.48
+ Pillar - BA Unrestricted	7 \$	47,068,824.65
+ Pillar - BFS Unrestricted	4 \$	207,498,000.00
+ Pillar - BFS Preferred	1 \$	29,582,670.26
+ Pillar - DS Preferred	1 \$	258,080.67
+ Pillar - DS SBSA	1 \$	9,983,000.00
+ Pillar - DS Unrestricted	6 \$	17,068,690.52
+ Pillar - PII Preferred	2 \$	9,320,992.59
+ Pillar - PII SBSA	1 \$	4,098,114.48
+ Pillar - PII Unrestricted	4 \$	53,426,067.23
+ Pillar - TCI 8(a)	2 \$	27,028,567.03
+ Pillar - TCI SBSA	1 \$	900,000.00
+ Pillar - TCI Unrestricted	4 \$	25,020,525.62
<b>Grand Total</b>	<b>41 \$</b>	<b>446,288,933.83</b>

# MAC Task Order Forecast (6 Months)

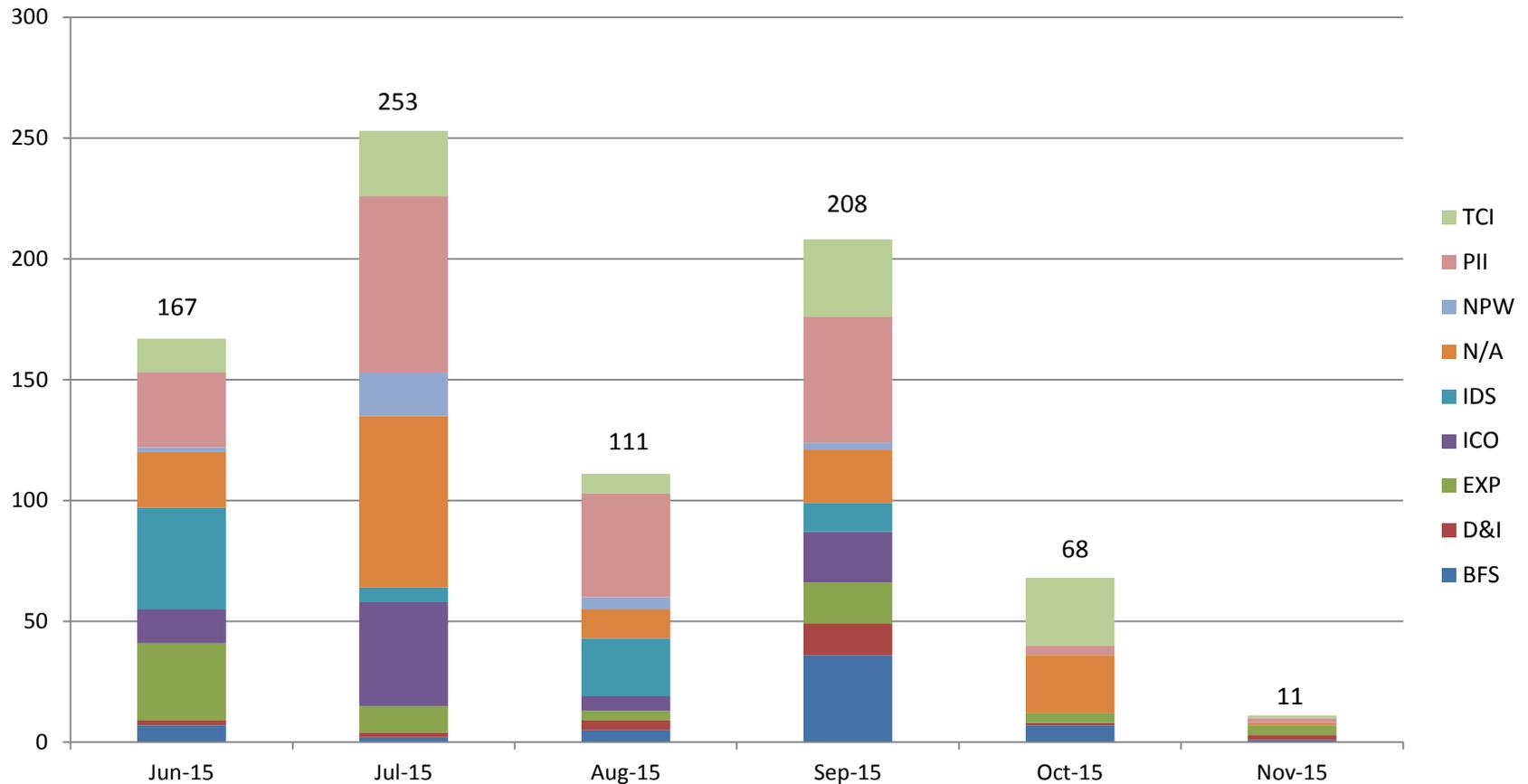
## Non-Pillars

SPAWAR Contract Vehicle Description	Count of Upcoming Actions	Total Estimated Dollar Value
⊕ AFHE Engineering, Installation and Maintenance	7	\$ 20,866,143.48
⊕ Ashore Systems Engineering	3	\$ 2,289,530.82
⊕ AV SYSTEMS EQUIPMENT AND RELATED SUPPORT SERVICES	2	\$ 517,000.00
⊕ Aviation C2 Operations and Maintenance Support Svcs	1	\$ 4,141,679.19
⊕ C2 MISSION AREA SUPPLY MAC	3	\$ 1,875,000.00
⊕ C4ISR - ENGINEERING & SOFTWARE INTEGRATION	1	\$ 1,700,000.00
⊕ C4ISR TACTICAL VEHICLE ENGINEERING & PROTOTYPING	4	\$ 90,162,309.84
⊕ COMMS MISSION AREA SUPPLY MAC	7	\$ 1,710,000.00
⊕ COMMS TECHNICAL SUPPORT SERVICES (ISEA)	6	\$ 3,211,609.39
⊕ ESS Life Cycle Sustainment Support	5	\$ 5,595,000.00
⊕ Infrastructure Protection Solutions Security Engineering	4	\$ 7,408,788.44
⊕ Integrated C2 Support for Command Centers	1	\$ 2,243,476.00
⊕ INTEGRATED ELECTRONIC SECURITY SYSTEMS SUSTAINMENT SERVICES (SBSA)	2	\$ 319,000.00
⊕ ISR and Security Mission Area Supply MAC	3	\$ 777,000.00
⊕ Joint Basing and Technology Transition Support	3	\$ 5,282,573.24
⊕ MULTIPLE PLATFORM MATERIAL/EQUIPMENT PROCUREMENT	16	\$ 994,300.00
⊕ NCR Security Engineering Support	1	\$ 250,000.00
⊕ OCONUS ELECTRONIC SECURITY SYSTEM (ESS) ENGINEERING	4	\$ 2,611,058.82
⊕ PBX, ROUTERS & SWITCHES	7	\$ 1,234,000.00
⊕ Program and Financial Management Support	3	\$ 3,684,971.05
⊕ RADIO & TELEPHONE EQUIPMENT	4	\$ 1,338,651.00
⊕ SSCLant Europe C4ISR IT Support Services	2	\$ 1,740,000.00
⊕ WORLDWIDE C4ISR SYSTEMS SUPPORT	1	\$ 12,243,000.00
<b>Grand Total</b>	<b>90</b>	<b>\$ 172,195,091.27</b>

# Expiring Task Orders (6-12 Months)

**Task Orders Expiring in 6-12 Months  
by Month**

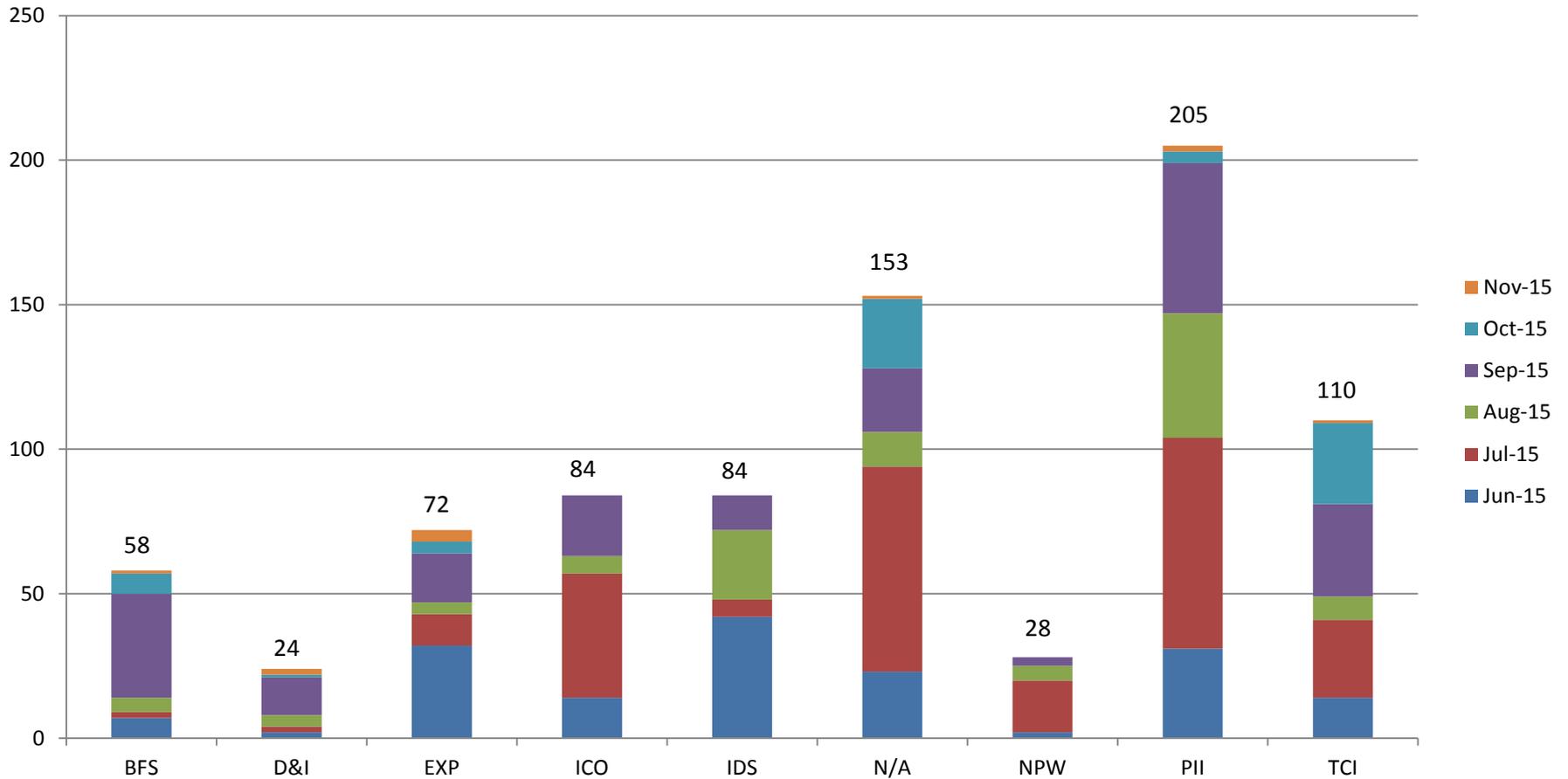
Total: 818



# Expiring Task Orders (6-12 Months)

**Task Orders Expiring in 6-12 Months  
by Portfolio**

Total: 818





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