



NAWCAD Services Acquisition Team (SAT) Overview and Highlights

April 6, 2018

Presented to:

Small Business Roundtable






Presented by:

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Acquisition Team Lead**



Initiatives to Reduce PALT-Pre RFP

Pre-RFP

-  **Acquisition Cells** Improve quality of services acquisition, reduce cycle time, assist in returning the technical workforce to direct support of Fleet readiness and sustainability (Projected reduction: 2 months—reduction in rework necessary due to policy changes/learning curve)
-  **Acq Strategy Stability** The contracting strategy is now finalized at the AIR 2.5 Acquisition Review Board. Changes to the contracting strategy must be approved by the NAWCAD Leadership Team and remain stable. NOTE: ARB includes “Competitive Level-Set” meeting content
-  **L&M Sections Streamlined** Reduced requirements for proposal information, more discrimination in technical factors, and overall push for a reduction in evaluation time, improvement of proposal quality, and more discrimination in non-price factors. Seeing improved RFP quality and much less rework from Board reviews
-  **SOW Standardization** A Standard Work Package for SOWs has been developed to incorporate contract, comptroller, legal, and technical regulations and requirements. (Projected reduction: 2 month—reduction in rework necessary for policy changes. SOW also incorporates funds traceability requirements)
-  **New STD Labor Categories (SLC)** Replaced old legacy spreadsheet with SLC Guide using DoL BLS Standard Occupational Classifications (SOC) (Projected reduction: 14 Days) Professional Labor categories better aligned across competencies and SOW descriptions more concise NOTE: BLS data aids Post-RFP Cost Realism analysis – Seeing less rework on labor quals from review boards and industry feedback positive
-  **Joint Boards** The Pre-RFP Procurement Peer Review Board (PPRB) and Legal Review Board (LRB) have been combined to one board. (Projected reduction: 42 Days)

 Indicates NAWCAD SAT involvement



Initiatives to Reduce PALT (cont.)

Pre-RFP

AD Industry Days

Starting in March 2017, NAWCAD leadership will host semi-annual Industry Day with local companies

AD LRAF

Starting in March 2017, NAWCAD began publishing its own Qlty Long Range Acquisition Forecast for NAWCAD contract requirements. Much higher fidelity status information on upcoming business opportunities

P/T/A Guide

NAWCAD 3Cs drafted the Purpose/Time/Amount compliance Guide to instruct AD requirements owners on "How-to" ensure PTA Compliance on CLINs and SOW Alignment. Has reduced Section B and SOW rework and aided less rework from review boards

Draft RFPs

Greater use of draft RFPs with Section L & M – revised Source Selection Instruction will further emphasize including draft Section L & M.

Post-RFP

Award On Initials

Continue to award majority of services contracts on Initial Proposals – eliminates avg 2-3 month "Discussions" process

Technical Evaluation Process

Further involvement from contracts and legal during the upfront portion of technical evaluations. Objective is to prevent rework and streamline the evaluation process. (Reduction: 33% to Technical Evaluation Process – reduction due to guidance provided upfront by legal and PCO)

Tripwires

Revision of NAVAIR Tripwire rates to more closely match other Navy SYSCOM best practices. Reduction in National L1 review and approvals.



NAWCAD SAT Pre-Award Facilitation

Phase	NAWCAD SAT Facilitation
<p>PLANNING/ REQUIREMENT GENERATION</p>	<ul style="list-style-type: none"> • Provide business advice toward acquisition strategy; market research, recommend options, and navigate templates and checklists. Emphasize importance of NAICS and impacts to the process. • Participate in Procurement Planning Conference (PPC); schedule follow on drumbeats • Assist targeted points: <ul style="list-style-type: none"> ○ <u>PWS/SOW</u> - Navigate Standard Work Package, clarify/interpret guidance & reference docs ○ <u>LCATS</u> - Navigate NAVAIR Standard Labor Category (SLC) Guide, discuss limits & flexibilities, assist with LCAT mapping, apply Professional & SCA scenarios appropriately ○ <u>IGCE</u> – Provide templates and hands-on demonstration of Bureau of Labor Statistics (BLS) Standard Occupation Classification (SOCs) applicability and options. Support scenario analysis and recommend IGCE build up approaches ○ <u>QASP/SAC</u> – Support needs assessment, review applicable examples, recommend approach ○ <u>L&M</u> – Navigate templates and guidance, provide recommendations and alternatives, help identify true discriminators. Ensure RO understands options , risks, and overall impacts to source selection.
<p>ACQUISITION STRATEGY / SOLICITATION</p>	<ul style="list-style-type: none"> • Provide support in completing Acquisition Strategy (MOPAS) documentation. Clarify guidance, apply lessons learned, and provide sample verbiage as needed. • Facilitate on-going collaboration among stakeholders as solicitation is being developed and refined. • Provide assistance in answering industry questions and modifying draft/final RFP accordingly.

The NAWCAD SAT will serve as facilitators only and will NOT perform the role of the RO. Each RO must provide a requirements SME and/or Acquisition Lead for each effort.



NAWCAD SAT Pre-Award Facilitation (cont.)

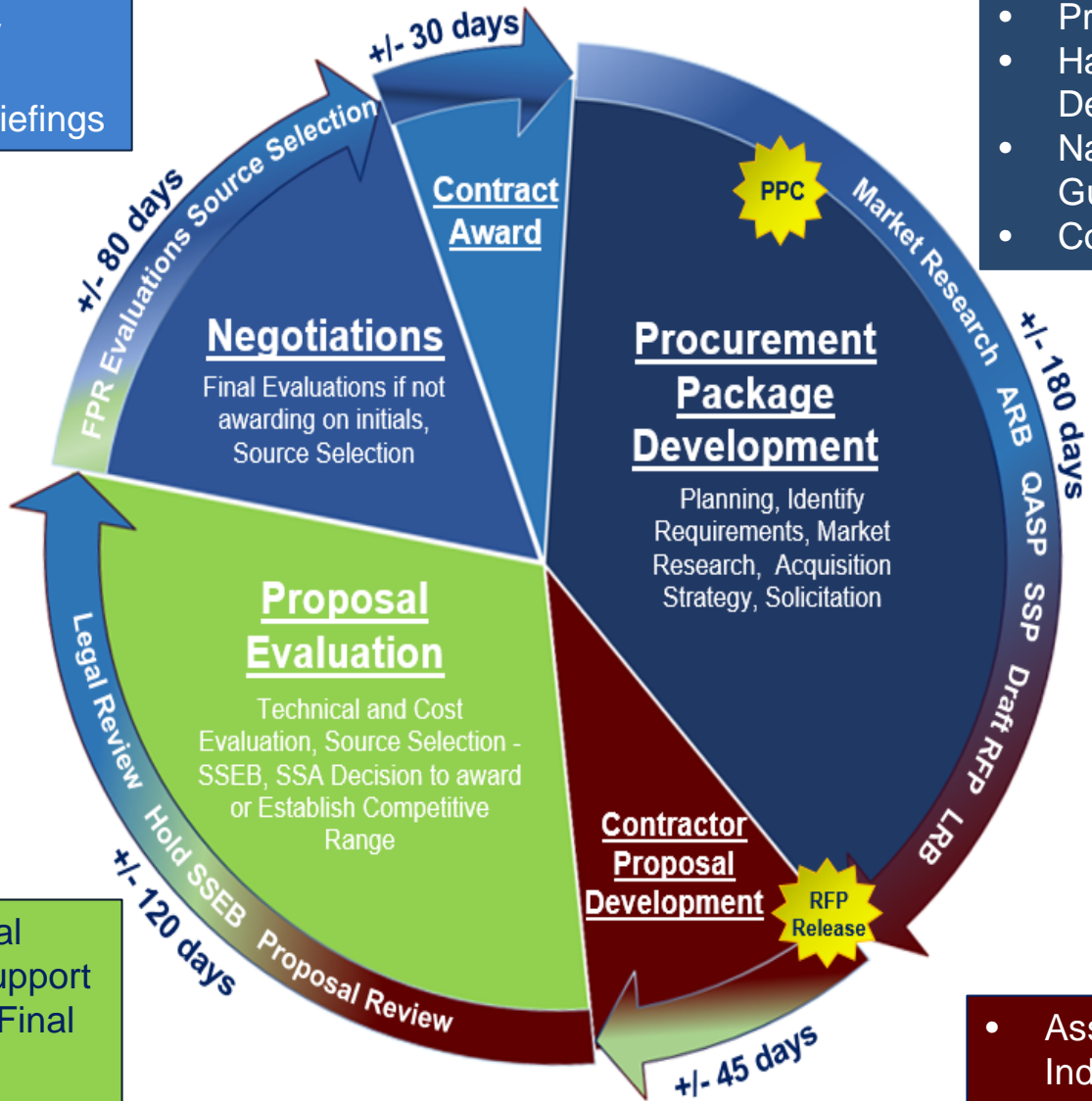
Phase	NAWCAD SAT Facilitation
EVALUATIONS	<ul style="list-style-type: none">• Attend kick-off meeting and support preparation as needed with follow on drumbeats (stay on pace)• Ensure teams evaluate IAW Sections L (Proposal Instructions) & M (Basis of Award)• Provide clarification on Ratings and Definitions as needed • Assist <u>Technical Team</u> in documenting thorough technical findings (strengths, weaknesses, etc.) that fully support solicitation definitions and provide clear traceability to Sections L & M • Assist <u>Past Performance Team</u> in collecting, summarizing, interpreting, and documenting information to support individual Relevancy Ratings and overall Confidence Ratings<ul style="list-style-type: none">○ Retrieve CPARs and other data from Past Performance Information Retrieval System (PPIRS), contract documentation from Electronic Documents Access (EDA)○ Organize Questionnaires and obtain any missing forms / data○ Create Past Performance binders and charts summarizing findings as necessary • Attend SSEB & SSA briefings to provide context as necessary• Support competitive range determination and documentation and Evaluation Notices, as applicable • Provide similar evaluation support, as noted above, throughout the Discussion and Final Proposal Review (FPR) processes (if unable to award on initials).
SOURCE SELECTION BRIEFS DEBRIEFS	<ul style="list-style-type: none">• Assist in drafting Final SSEB recommendation and attend Final SSEB & SSA briefings• Assist in drafting industry feedback and attend debriefs when applicable

NAWCAD SAT will serve as facilitators and NOT determine technical findings and/or perform the role of evaluators.



Acquisition Cycle/ SAT Facilitation

- Draft Industry Feedback
- Support Debriefings



- Provide Business Advise
- Hands-On PID Package Development Support
- Navigate Templates and Guides
- Conduct Drumbeats

- Advisory/ Final Evaluation Support
- Review/ Edit Final Findings and Reports

- Assist with Responses to Industry



NAWCAD SAT

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