

A collage of military imagery including a soldier in the foreground, a warship, a fighter jet, and a missile launch.

HARNESSING THE POWER OF TECHNOLOGY  
for the  
**WARFIGHTER**

*CAPT JT Elder, USN  
Commanding Officer  
NSWC Crane*

***Doing Business With NSWC Crane***

***Presented By: Jason Greer***

*Crane Small Business Office*

Distribution Statement A. Approved for public release: unlimited

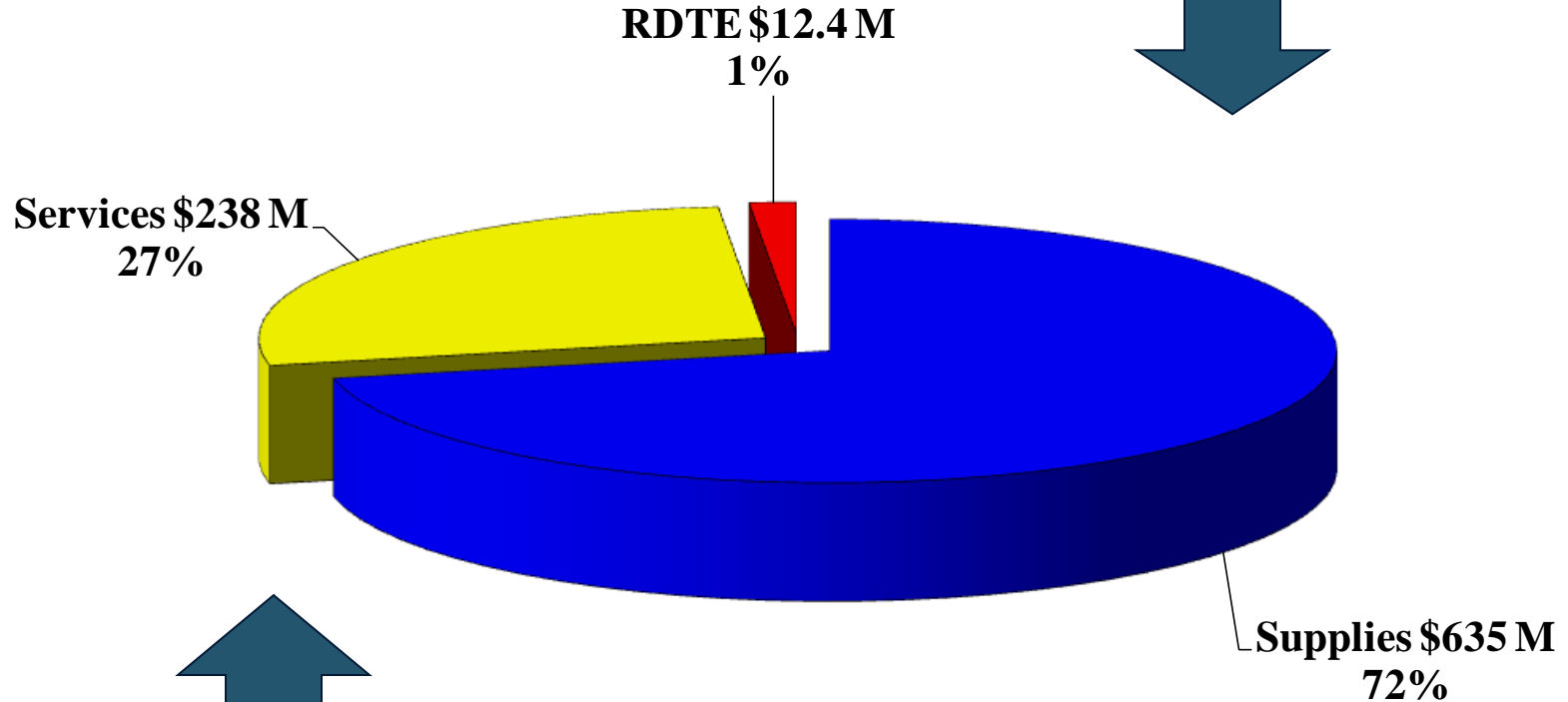


# Naval Surface Warfare Center Crane

- Commissioned in 1941
- Tenant Activity of Naval Support Activity Crane
  - NSA Crane  $\approx$  64,000 acres
  - 3<sup>rd</sup> Largest Navy installation in the world
- 3200+ Navy Employees
  - 2/3 scientists, engineers & technicians
  - 270 buildings / 3.1M Total Square Feet
- Fallbrook, CA Expeditionary Systems Evaluation Division

# Contracts Overview FY15

66% of this material goes FORWARD!



~2000 support contractors to supplement the Crane team





# Top NAICS by ACTIONS

FY	NAICS	ACTIONS
2014	<b>541330</b> (ENGINEERING SERVICES)	<b>1,467</b>
	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	<b>862</b>
	<b>332710</b> (MACHINE SHOPS)	<b>346</b>
2015	<b>541330</b> (ENGINEERING SERVICES)	<b>1,529</b>
	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	<b>970</b>
	<b>334419</b> (OTHER ELECTRONIC COMPONENT MANUFACTURING)	<b>332</b>
2016	<b>541330</b> (ENGINEERING SERVICES)	<b>915</b>
	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	<b>554</b>
	<b>332710</b> (MACHINE SHOPS)	<b>188</b>



# Top NAICS by DOLLARS

FY	NAICS	\$ in Millions
2014	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	<b>\$442M</b>
	<b>541330</b> (ENGINEERING SERVICES)	<b>\$210M</b>
	<b>333314</b> (OPTICAL INSTRUMENT AND LENS MANUFACTURING)	<b>\$27M</b>
2015	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	<b>\$388M</b>
	<b>541330</b> (ENGINEERING SERVICES)	<b>\$212M</b>
	<b>332992</b> (SMALL ARMS AMMUNITION MANUFACTURING)	<b>\$50M</b>
2016	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	<b>\$178M</b>
	<b>541330</b> (ENGINEERING SERVICES)	<b>\$135M</b>
	<b>333314</b> (OPTICAL INSTRUMENT AND LENS MANUFACTURING)	<b>\$22M</b>



# Contracting Processes

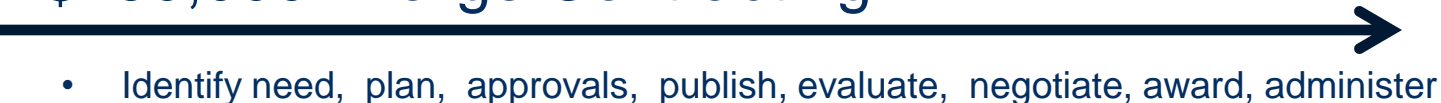
- < \$3,500      Micro Purchase



- \$3,500-\$150,000 Simplified Acquisitions Process



- >\$150,000      Large Contracting

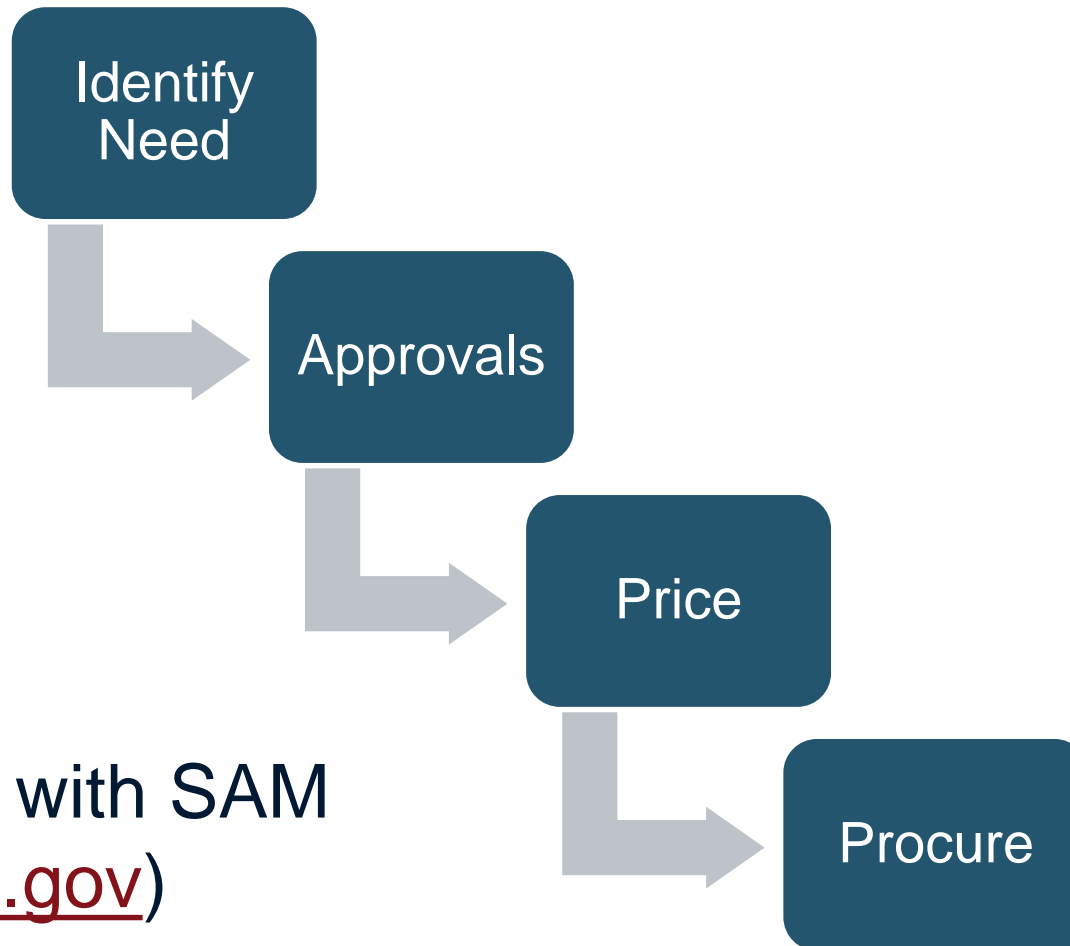


- >\$150,000      SeaPort-e Services Contracting



# Micro-Purchase

< \$3,500 Micro-Purchase (Purchase Card)

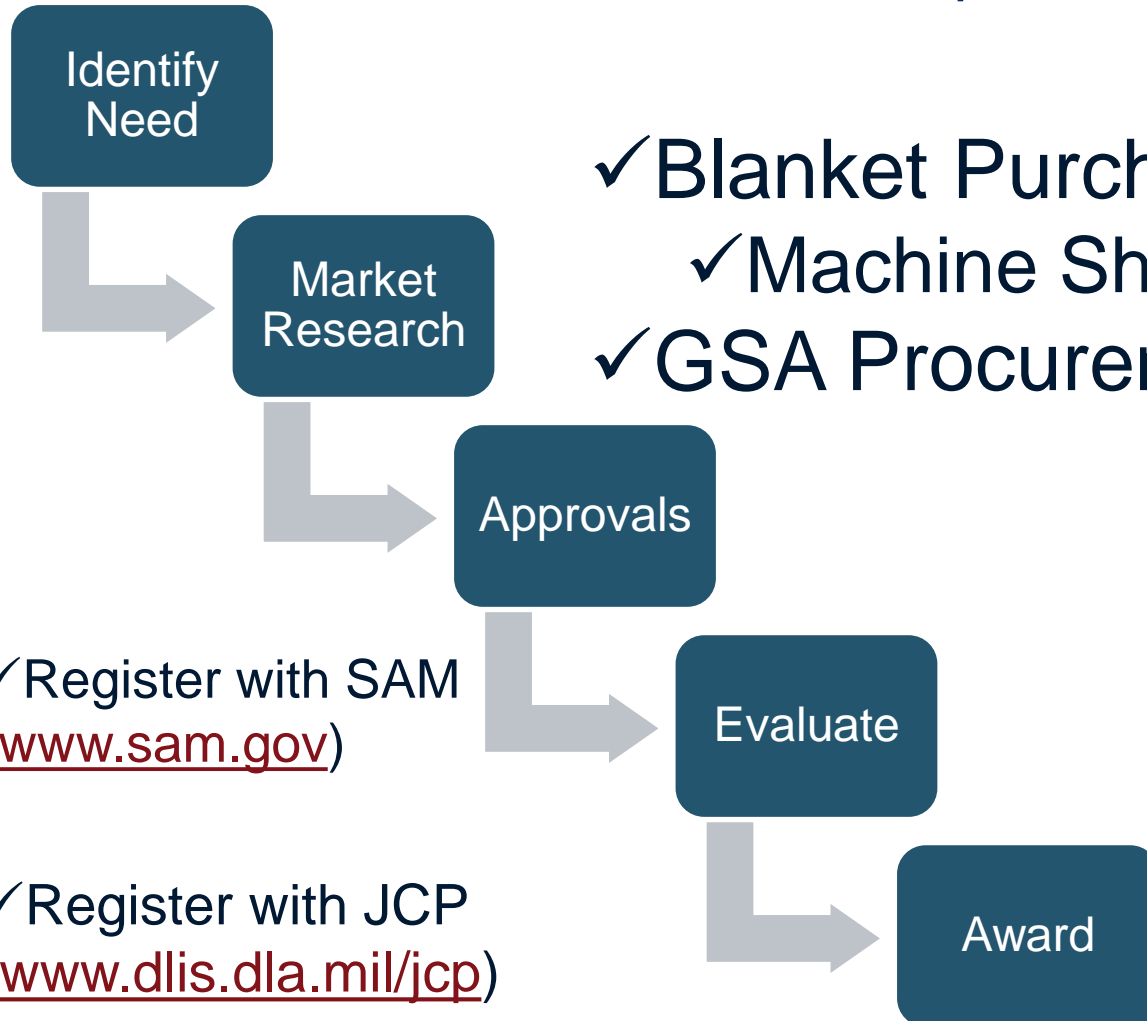


✓ Register with SAM  
([www.sam.gov](http://www.sam.gov))



# Simplified Acquisition

\$3,500 - \$25,000 Simplified Acquisitions



- ✓ Blanket Purchase Agreements
  - ✓ Machine Shop, Circuit Board
- ✓ GSA Procurements <\$150,000

✓ Register with SAM  
([www.sam.gov](http://www.sam.gov))

✓ Register with JCP  
([www.dlis.dla.mil/jcp](http://www.dlis.dla.mil/jcp))

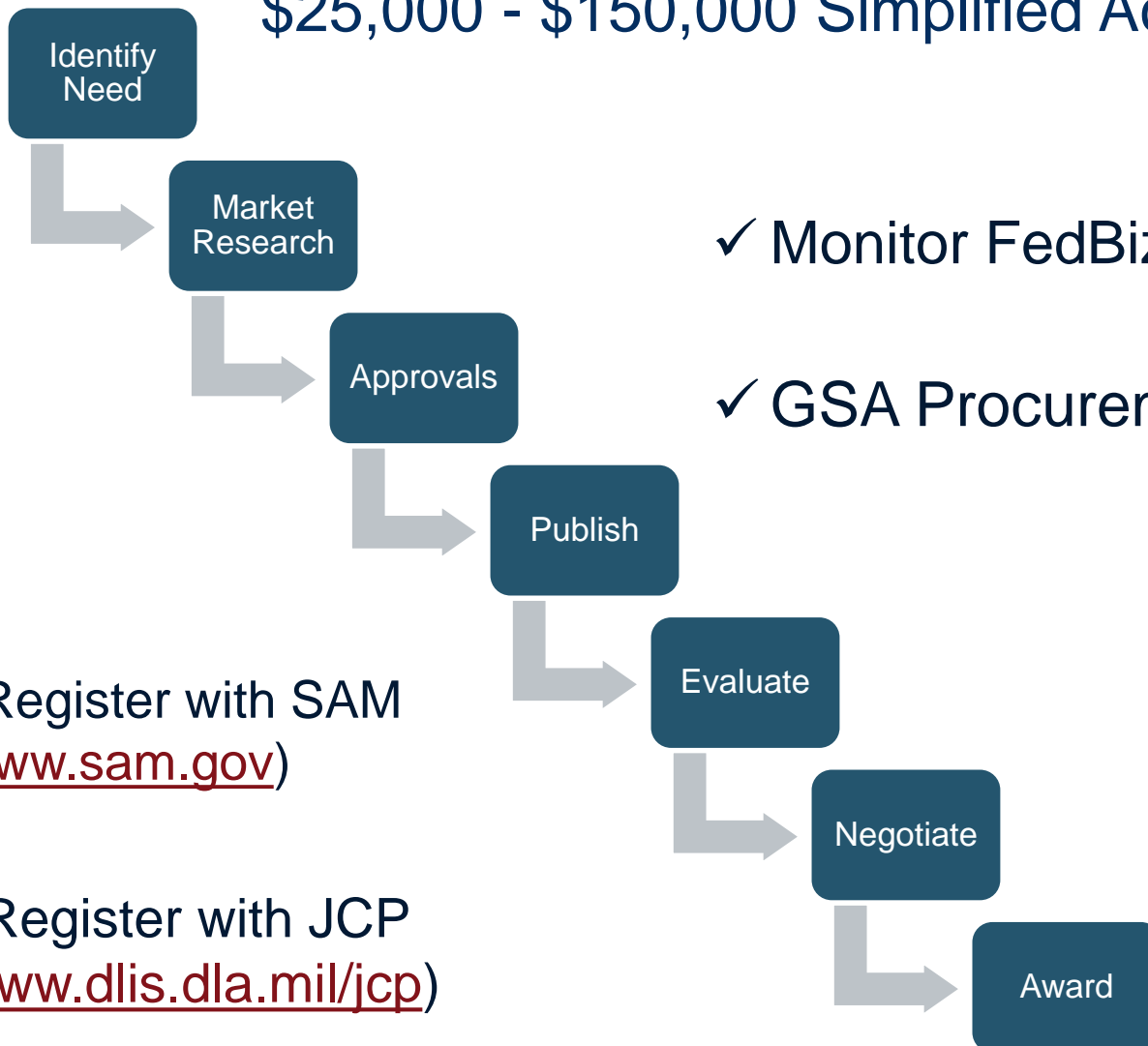
Distribution Statement A. Approved for public release: unlimited





# Simplified Acquisition

\$25,000 - \$150,000 Simplified Acquisitions



✓ Monitor FedBizOpps ([www.fbo.gov](http://www.fbo.gov))

✓ GSA Procurements >\$150,000

✓ Register with SAM ([www.sam.gov](http://www.sam.gov))

✓ Register with JCP ([www.dlis.dla.mil/jcp](http://www.dlis.dla.mil/jcp))

Distribution Statement A. Approved for public release: unlimited

# LARGE CONTRACTS

## > \$150,000

# Large Contracts

- **Process starts with Market Research**
  - RTA conducts informal web searches, contacts potential sources
  - **Request for Information (RFI)**
  - **Sources Sought (SS)**
    - **Sole Source/restricted competition**
      - *Government will advertise intent to award on other than full and open competition basis*
    - **Competitive**
      - *Government will request information on technical capabilities, delivery timeframes, pricing strategies, etc.*

- **Synopsis**
  - **Draft RFP/Requirements Docs/Proposal Requirements**
- **Responses to RFI/SS/Synopsis**
  - **Provide details of company capabilities and/or products**
    - **If stating company can provide an item that is being planned as sole source must show how you can meet the requirement**
      - **Specification Sheets, Test Data, etc.**
      - **Proof of Form/Fit/Function**

# Large Contracts

- **Request for Proposal (RFP) issuance**
  - **Contract Line Items (CLINs)**
  - **Requirements (SOW, Specification, Drawings, Data)**
  - **Instructions to offerors on proposal requirements**
  - **Award evaluation criteria**
    - **Low Priced Technically Acceptable**
    - **Best Value – Trade Off**
  - **Submit questions/request for clarification within timeframe required by RFP**



# Large Contracts

- **RFP closes, proposals due**
- **Evaluation which addresses the RFP criteria**
- **Negotiations (if required)**
- **Source Selection decision**
- **Small Business Challenge Letters**
- **Notification to Successful & Unsuccessful firms (includes debrief)**
- **Award Synopsis in FEDBIZOPs**

# Large Contracts

## Sample Time Line

<b>Sources Sought/RFI</b>	<b>15-30 day response</b>
<b>Gov't Finalize Req't</b>	<b>60 days</b>
<b>Issue Synopsis</b>	<b>15-30 day response</b>
<b>Issue RFP</b>	<b>30-60 day response</b>
<b>Evaluation of Proposals</b>	<b>60-90 days</b>
<b>Negotiations</b>	<b>15-45 days</b>
<b>Award Decision &amp; Docs</b>	<b><u>15-45 days</u></b>
<b>Estimated Timeframe</b>	<b>210-360 days</b>

# SeaPort-E

> **\$150,000 (Services)**





# Seaport-e

- **Multiple Award Contracts (MACs)**
  - MACs issued/awarded by NSWC Dahlgren
- **All aspects of Engineering, Technical, & Programmatic Support Services**
- **All actions are competitive**
- **[www.Seaport.navy.mil](http://www.Seaport.navy.mil)**
  - Rolling Admissions (currently closed)
  - MAC Scope
  - Partners
  - FAQ



# Seaport-e

- **MAC Scope (22 areas)**
  - **R&D Support**
  - **Engineering, System Engineering and Process Engineering Support**
  - **Modeling, Simulation, and Analysis Support**
  - **System Design & Technical Documentation Support**
  - **Software Engineering, Development, Programming and Network Support**
  - **Reliability, Maintainability, and Availability**



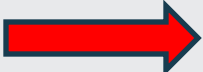


# Seaport-e

- **MAC Scope (22 areas)**
  - **Configuration Management Support**
  - **Quality Assurance Support**
  - **Information System Development, Information Assurance**
  - **Supply and Provisioning Support**
  - **Training Support**
  - **Functional and Administration Support**
  - **Note: Do not have to be qualified in all of these areas to receive a MAC**



# Top NAICS by DOLLARS

FY	NAICS	\$ in Millions
2014	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$442M
	<b>541330 (ENGINEERING SERVICES)</b>	\$210M
	<b>333314</b> (OPTICAL INSTRUMENT AND LENS MANUFACTURING)	\$27M
2015	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$388M
	<b>541330 (ENGINEERING SERVICES)</b>	\$212M
	<b>332992</b> (SMALL ARMS AMMUNITION MANUFACTURING)	\$50M
2016	<b>334511</b> (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$178M
	<b>541330 (ENGINEERING SERVICES)</b>	\$135M
	<b>333314</b> (OPTICAL INSTRUMENT AND LENS MANUFACTURING)	\$22M



# Seaport-e

- **Total Service Contract FTE's: 1,300**
  - **Engineer/Scientist**
  - **Logistician**
  - **Program/Project Management**
  - **IT/Computer Specialist**
  - **Admin/Business Ops**
  - **Technician**



# Seaport-e

- Offerors are requested to identify in their MAC proposals the geographical zone or zones for which they wish to be considered during the Task Order/Fair Consideration Process
  - 7 Geographical Zones
  - **Crane is in Zone 5**
  - RFP's are issued and typically identify the Zone where the principal place of performance will take place.



# Seaport-e

- **Best Value Evaluations**
- **Incumbent Capture Rate (approx. 50%) last 3 yrs**
- **Large Business MACs have minimum 20% Small Business Goal of \$ obligated**
- **Small Business Considerations**
  - **Advance Notice/Sources Sought Importance**
  - **Rule of 2**



# Seaport-e

- **Sample Procurement Administrative Lead Time (PALT)**

**Task Order <\$50M**

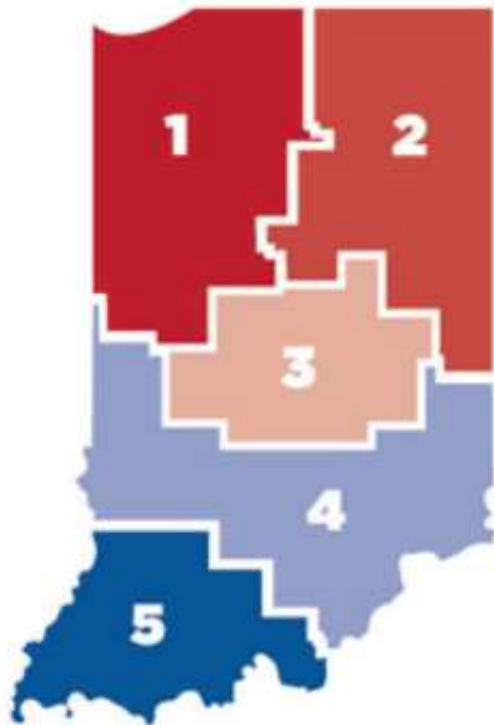
**210-350 Days**

**Task Order >\$50M**

**>365 Days**



- Procurement Technical Assistance Center



- 1** Northwest PTAC 219.644.3516  
9800 Connecticut Drive, Crown Point, IN 46307
- 2** Northeast PTAC 260.481.0491  
4312 Hobson Road, Fort Wayne, IN 46815
- 3** Central PTAC 317.464.2265  
111 Monument Circle, Suite 1950 Indianapolis, IN 46204
- 4** South Central PTAC 812.340.4342  
101 W. Kirkwood Avenue, Bloomington, IN 47404
- 5** Southwest PTAC 812.492.4320  
318 Main Street, Evansville, IN 47708

- **Procurement Technical Assistance Center**
  - **Checklist**
    - **SAM.gov**
    - **JCP (DD-2345)**
  - **Workshops**
    - **Intro to Government Contracting**
    - **Responding/Understanding Government Solicitations**
    - **Webinars**
  - **SBIR/STTR Coaching**



- **Procurement Technical Assistance Center**
  - **7 Steps to Federal Contracting**
    - **Self Assessment**
    - **Initial Registrations**
    - **Small Business Certifications**
    - **Developing a Marketing Strategy**
    - **Searching for Bid Opportunities**
    - **Submitting a Bid**
    - **Performing**





# Business Development

- **Small Business Administration**
  - Resources on Starting/Running a business
  - Guarantee Loans
  - **Government Contracting**
    - **Qualifying as a small business**
      - 8(a) Business Development
      - HUBZone Program
      - Service-Disabled Veteran
      - Small Disadvantaged Business
      - Woman-Owned Small Business
    - **Set-Asides**
  - **Workshops**

Distribution Statement A. Approved for public release: unlimited



# Business Development

- **Federal Procurement Data System (FPDS.gov)**
  - Awarded contracts; great for market research
  - Search: Contracting Office Name - "NSWC CRANE"
  - Look at the different work we are awarding within your wheelhouse. (NAICS)
  - Will include BPA Call awards
- **FedBizOps (FBO.gov)**
  - Solicited contracts out for proposals
- **Subcontracting**
  - Build past performance
- **Vendor Display Program**
  - Crane Cafeteria during lunch

Distribution Statement A. Approved for public release: unlimited

# QUESTIONS?

Distribution Statement A. Approved for public release: unlimited