Advanced Planning Briefings for Industry

APBI 2015

“Collaborating for Innovative, Lasting Solutions”
SeaPort Enhanced
Program Overview
Primary Topics

• What Is SeaPort-e?
• Program Evolution
• How Does SeaPort-e Operate
• SeaPort-e Approach
• SeaPort-e Zones
• SeaPort-e Program Results
• SeaPort-e Small Business Participation
• What is SeaPort-o
What Is SeaPort-e?

• Navy’s Enterprise solution to acquire Engineering, Financial, and Program Management support services
  • 2,420 prime contractors (89% small business) with a basic IDIQ MAC
  • Each MAC contains a Base ordering period along with Award Term option ordering periods
  • Only authorized ordering activities (DON) can solicit and award task orders under SeaPort-e
  • All Task Orders are competed under Fair Opportunity (FAR 16.505) like GSA
  • Task Orders competed in one of seven geographic zones based upon principle place of performance
  • Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
  • Allows for all types of small business set-asides (restricted) competitions
# Program Evolution

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<thead>
<tr>
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<tbody>
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<td>Portal Components</td>
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<td>Program Website</td>
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<td>All NAVSEA</td>
<td>All Navy Virtual SYSCOM</td>
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<td># of Prime MACs</td>
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<td>151</td>
<td>2,420</td>
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<td># of Functional Service Areas</td>
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<td>21</td>
<td>22</td>
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<td>SB Consideration?</td>
<td>No</td>
<td>Yes</td>
<td>Yes, incl., HUB Zone, SDVOSB</td>
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<tr>
<td>Task Order’s Competed Nationally?</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
</tbody>
</table>

Data as of March 2015
How does SeaPort-e Operate?

- Rolling Admissions conducted annually
  - Allows for base MAC awards to new contractors
  - Allows existing MAC holders to expand into other geographic zones
  - Allows existing MAC holders to voluntarily re-certify size status
  - FY13 Rolling Admission awards made November 2013 adding 446 vendors, 418 of which are small businesses

- All MACs are managed by a contracting officer at NSWC Dahlgren, therefore all SeaPort MACs are N00178-XX-D-XXX

- In order to maintain continuity, all MACs are modified, at least annually, to baseline clauses to most current versions

- Each Navy authorized ordering activity has unique ordering code, as specified in DFARS, designating who owns which task orders issued against the common MACs.
  - For example, EH is the NAVSEA HQ ordering code. All task orders beginning with EH belong to NAVSEA HQ
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

Vendor Base by SeaPort-e Zones

Data Current As of March 2015
Ordering Activities by SeaPort-e Zones

ZONE 1
- SUPSHIP Bath
- SUPSHIP Groton
- NSWC Carderock Philadelphia
- NUWC Newport
- NAVAIR Lakehurst
- FLC Norfolk Contracting Dept., Phil
- NAVSUP Contracting Management Dir

ZONE 2
- NSWC Carderock
- NSWC Dahlgren
- NSWC Indian Head
- EOD Tech Division
- NAVSEA Logistics Center, Indianhead
- NAVAIR, Pax River
- NAVFAC Washington
- NAVSEA HQ
- SPN
- HQMC, Installation and Logistics
- RCO Quantico
- MCRS SYSCOM

ZONE 3
- SUPSHIP Newport News
- SUPSHIP MARMC
- USMC Parris Island
- USMC Norfolk
- USMC Camp Lejune
- USMC Cherry Point
- SPAWAR SSC Charleston
- FLC Norfolk.

ZONE 4
- SUPSHIP Gulf Coast
- SUPSHIP SCRM
- SUPSHIP SERMC
- NSWC Panama City
- Navy Expert Diving Unit
- NAVAIR Training Systems Division, Orlando
- FLC Jacksonville, Contracting Dept
- SPAWAR SSC New Orleans
- USMC Albany
- USMC New Orleans
- USMC Blount Island

ZONE 5
- NSWC Crane

ZONE 6
- SUPSHIP SWRMC
- Pearl Harbor Naval Shipyard
- Port Hueneme
- NAVAIR Weapons Division, China Lake
- NAVAIR Weapons Division, Point Magu
- Southwest Division, NAVFAC
- FLC San Diego Regional Contracts
- SPAWAR HQ
- SPAWAR SSC San Diego
- USMC Camp Pendleton
- USMC Yuma
- USMC Miramar
- USMC 29 Palms
- USMC Kaneohe Bay

ZONE 7
- FLC Everett Washington
- SUPSHIP NWRMC
- NUWC Keyport

(1) Northeast Zone
(2) National Capital Zone
(3) Mid Atlantic Zone
(4) Gulf Coast Zone
(5) Midwest Zone
(6) Southwest Zone
(7) Northwest Zone
SeaPort-e Approach

• SeaPort-e Task Order Competition:
  – SeaPort-e policy requires ALL Task Orders be competed
    • No bridges, no additional scope or other changes in ceiling
  – 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 can not exceed 5 years in length
Program Benefits

• SeaPort-e 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, PALT calculations, 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
Small Business Participation

• Improved Small Business Participation

  – SeaPort-e Results:

  • Prime MAC awards: 2,098 of 2,420 (87%) (as of March 2015)

  • Percent of total dollar obligations to small business concerns at the prime level: 25%

  • Percent of total dollar obligations to small business concerns at the subcontract level: goal: 20%, actual: 15%

    – Actual small business subcontracting reported at the task order level by large businesses via the portal semi-annually, in addition to requirement to report at the contract level in eSRS
What is SeaPort-o?

- SeaPort-o provide SeaPort functionality for use with other types of multiple award contracts (MACs)
  - The MACs are solicited and the contracts are awarded outside SeaPort

- Once the awards are made, the contracts are loaded into the portal along with the vendor information for each set of MACs

- The ordering activities associated with those MACs, utilizing the approved acquisition strategy for those specific contracts,
  - Drafts and issues the solicitation to either all the MAC holders associated with that set of MACs, or some subset
  - Receives proposals through the portal
  - Evaluates and makes award through the portal
  - Performs all post award administration utilizing the portal
What is SeaPort-o?

• SeaPort-o solicitations are not open to all SeaPort-e MAC holders
  – A vendor does not need to hold a SeaPort-e MAC in order to participate in SeaPort-o
  – Vendors must respond to the specific opportunities, which are advertised in FedBidOps by the ordering activity, in order to participate in SeaPort-o efforts
  – Currently, NAVSUP utilizes SeaPort-o for the Global Business Solution MACs as does SPAWAR SYSCEN LANT for other services
  – If a vendor is interested in participating in SeaPort-o efforts, they would need to contact the contracts office associated with the effort of interest
SeaPort-e Acquisition Lifecycle

SeaPort-e/o Government Portal:

- Access Procurement Data
- Create Draft Solicitation
- Lock Solicitation / Amendment
- Bid Evaluation
- Create / Modify Task Order
- Execute Task Order / Mod

SeaPort-e/o Vendor Portal:

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

External System Interfaces:

- Obligate ERP – generated funding
- Receive FPDS-NG Data
- Receive Award Documents (EDA)
- Receive Award Documents (MOCAS)

= Industry User Function  = Government User Function
Contact information

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sharon.rustemier@navy.mil
Advanced Planning Briefings for Industry

APBI 2015

“Collaborating for Innovative, Lasting Solutions”
Agenda

• SeaPort-e Overview
  – How Do SeaPort-e MACs Operate?
  – How Are Task Orders Awarded in SeaPort?

• How Do I Become A SeaPort-e MAC Holder?

• You Won A SeaPort-e MAC – Now What?
  – Lessons Learned
  – Helpful Hints

• What is SeaPort-o

• Whatever Else You Want To Discuss…
What Is SeaPort-e?

- Navy’s Enterprise solution and to acquire Engineering, Financial, and Program Management support services

- Electronic platform to solicit, award, and administer Task Orders to SeaPort-e MAC holders
SeaPort-e Programmatic Approach

- **SeaPort-e Multiple Award Contract (MAC):**
  - Up to a five-year Base ordering period w/Five-Year Award Term
  - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
  - 2,420 MAC Holders as of March 2015 (87% small businesses)

- **Allows for small business set-asides (restricted competition)**
  - Task Order competitions may be restricted to small businesses and certain small business sub-categories (HUB Zone, SDVOSB)
  - MOA with SBA for 8(a) set-aside restricted competitions

- **Rolling Admissions conducted annually to refresh vendor 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
  – Existing SeaPort Vendors to recertify status
  – The ability to include new ordering activities under the contract

• Last Rolling Admissions awards made in Dec 2013 added 446 companies, 420 of which were small businesses

• Next Rolling Admission will be announced on SeaPort home page and via FedBizOpps.
How do SeaPort-e MACs Operate?

- Rolling Admissions conducted annually
- All MACs are managed by NSWC Dahlgren, therefore all SeaPort MACs are N00178-XX-D-XXX
- In order to maintain continuity, all MACs are modified, at least annually, to baseline clauses to most current versions
- Most All Navy Contracting Activities have ordering authority to utilize SeaPort-e MACs
  - Each Navy authorized ordering activity has unique ordering code, per DFARS, designating who owns which task orders issued against the common MACs. For example, EH is the NAVSEA HQ ordering code. All task orders beginning with EH belong to NAVSEA HQ

Centralized Program Management – Decentralized Ordering Authority
How Are Task Orders Awarded?

• SeaPort-e policy requires **ALL TASK ORDERS COMPETED 100%**
  
  – Fair Opportunity exceptions (urgency, one source, logical follow-on) not recognized in SeaPort-e
  
  – No bridges, no additional scope or other changes in ceiling

• Task Orders may be either Fixed Price, Cost Type, or both

• Task Orders competed in one of seven geographic zones

• All MAC holders (and their subcontracting team members) 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 can not exceed 5 years in length
Ordering Activities by SeaPort-e Zones

ZONE 1
SUPSHIP Bath
SUPSHIP Groton
NSWC Carderock, Phil
NUWC Newport
NAVAIR Lakehurst
FISC Norfolk Contracting Dept., Phil
NAVSUP Contracting Management Dir

ZONE 2
NSWC Carderock
NSWC Dahlgren
NSWC Indian Head
EOD Tech Div
NAVSEA Logistics Center, Indianhead
NAVAIR, Pax River
NAVFAC Washington
NAVSEA HQ
Naval Medical Logistics Command
SPN
HQMC, Installation and Logistics
RCO Quantico
MARCORSYSCOM

ZONE 3
SUPSHIP Newport News
SUPSHIP MARMC
USMC Parris Island
USMC Norfolk
USMC Camp Lejune
USMC Cherry Point
SPAWAR SSC Charleston
FISC Norfolk.

ZONE 4
SUPSHIP Gulf Coast
SUPSHIP SCRMC
SUPSHIP SERMC
NSWC Panama City
Navy Expert Diving Unit
NAVAIR Training Systems Division, Orlando
FISC Jacksonville, Contracting Dept
SPAWAR SSC New Orleans
USMC Albany
USMC New Orleans
USMC Blount Island

ZONE 5
NSWC Crane

ZONE 6
SUPSHIP SWRMC
Pearl Harbor Naval Shipyard
Port Hueneme
NAVAIR Weapons Division, China Lake
NAVAIR Weapons Division, Point Magu
Southwest Division, NAVFAC
FISC San Diego Regional Contracts
SPAWAR HQ
SPAWAR SSC San Diego
USMC Camp Pendleton
USMC Yuma
USMC Miramar
USMC 29 Palms
USMC Kaneohe Bay

ZONE 7
FISC Everett Washington
SUPSHIP NWRMC
NUWC Keyport

(1) Northeast Zone
(2) National Capital Zone
(3) Mid Atlantic Zone
(4) Gulf Coast Zone
(5) Midwest Zone
(6) Southwest Zone
(7) Northwest Zone
# SeaPort-e Program Results

## Navy Virtual SYSCOM Awards To Date:

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<thead>
<tr>
<th>SYSCOM:</th>
<th># of Task Orders:</th>
<th># of Actions / Mods:</th>
<th>TPV @ Award:</th>
<th>Funded To Date:</th>
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<td>339</td>
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<td>NAVFAC</td>
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<td>NAVSEA</td>
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<td>NAVSUP</td>
<td>1,063</td>
<td>4,021</td>
<td>$2,569,207,254</td>
<td>$1,630,525,331</td>
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<td>SPAWAR</td>
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<td>$9,283,079,351</td>
<td>$5,981,430,507</td>
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<td>$30,134,278</td>
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<td>$1,105,199,109</td>
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<td>SeaPort-o</td>
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<td><strong>Totals:</strong></td>
<td><strong>6,105</strong></td>
<td><strong>84,985</strong></td>
<td><strong>$77,710,661,417</strong></td>
<td><strong>$40,779,010,640</strong></td>
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Data Current as of April 2014
Small Business Participation

• SeaPort-e Results:
  – Prime MAC awards: 2,105 of 2,428 (87%) (as of Jun 2014)
  – Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 31%
  – Percent of total dollar obligations to small business concerns at the subcontract level: goal: 20%, actual: 20%
    • Actual subcontracting reported via the portal semi-annually
  – 50% of all SB MAC Primes have submitted Task Order proposals as a prime
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<th>PSC</th>
<th>Description</th>
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<th>SB $</th>
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<td>Submarines</td>
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<tr>
<td>4470</td>
<td>Nuclear Reactors</td>
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<td>1990</td>
<td>Miscellaneous Vessels</td>
<td>$686,632,405</td>
<td>$28,751</td>
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</table>

Command Focus On SB Opportunities - Especially In Support Services
How Do I Become A SeaPort-e MAC Holder?

• You want to get a SeaPort-e MAC, where do you start?
  – Teaming Arrangements
    • You do not have to be a Prime MAC holder to view SeaPort-e solicitations and participate in SeaPort. Find a current SeaPort-e MAC holder (prime contractor) and request the MAC holder add your company as an approved team member
    • All approved team members receive notice from the system whenever a solicitation is released in the zone associated with that particular prime contractor
  – Visit [www.seaport.navy.mil](http://www.seaport.navy.mil) and review previous Rolling Admissions solicitations in preparation for the next Rolling Admissions announcement
  – Follow the requirements of the Rolling Admission solicitation
You Won a SeaPort-e Mac – Now What?

• Simply winning a MAC will not bring work to your business - you must get out there and compete at the Task Order level!

• Monitor Opportunities available in your Zone
  • Emails are sent to all corresponding Zone MAC holders (and their team members) when solicitations are issued.
  • Team with larger businesses or other incumbent small businesses to get a foot in the door.
  • Capitalize on networking opportunities

• Develop a relationship with procuring activities
  • Get to know Navy procuring activities Deputies for Small Business and contact them. DSBs review all requirements and help determine small business set-aside opportunities
  • Navy Program Offices are the requirements developers - send capabilities statements so program managers are aware of the market place and help facilitate small business set asides
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<tr>
<th>Location</th>
<th>Email Address</th>
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<tr>
<td>NSWC Panama City</td>
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<td>Puget Sound Naval Shipyard</td>
<td><a href="mailto:brenda.lancaster@navy.mil">brenda.lancaster@navy.mil</a></td>
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</tbody>
</table>
Lessons Learned

• Own Your MAC!
  – Keep your SeaPort accounts active!
  – Sign your bilateral MAC modifications
  – Check your junk email files & change your settings if necessary

• Actively pursue business system approvals
  – NAVSEA & DCAA coordination & assistance is available
  – When you win a MAC, you will receive an email regarding a pre-award survey questionnaire. If you are interested in pursuing cost type work, complete the questionnaire and return as instructed in the email
– Once responses are vetted by our internal auditor, we are achieving a success rate on first time pre-award audits of approximately 90%. The audit nominally takes 60 days but is contingent upon existing workload at the DCAA office.

– An approved accounting system is not required to bid on cost type work, a positive pre-award determination that your accounting system is adequate to handle cost type work is

– Your accounting system will be reviewed again by DCAA once you have obtained cost type work.
Helpful Hints - Task Order Proposals

• Submit task order proposals in the Vendor Portal
  – Read solicitation thoroughly and follow requirements
  – If in doubt about a requirement, ask questions in the portal during Q&A timeframe

• Be aware of amendments issued
  – Amendments can be issued both before the closing time or after the solicitation has closed
  – Issuance of an amendments removes both draft proposals and proposals that were submitted under a solicitation
    • You MUST reload your proposal – even if the amendment does not cause you to alter your proposal submission
    • If you do not reload- your proposal will not be available for the Government to evaluate, even if you submitted it by the closing time.

• It is your responsibility to ensure all your information is received by the Government.
Helpful Hints-Proposal Uploading

- Your proposal must be signed and all Section B pricing must be completed prior to the closing time.
- This is an automated system. When the closing time arrives, the portal will close and boot you off, regardless of where you are in the process of uploading proposal documents. REMEMBER – LATE IS LATE!
- The system tracks both log in and activity information automatically.
- Do not assume that because you logged into the system and uploaded draft proposal documents before the closing time that your proposal will be accepted. The system will not allow you to finalize your draft documents after closing time.
- It is your responsibility to ensure you have enough time to upload your proposal and to report any technical problems via both the help desk within the vendor portal and notification to the cognizant Contracting Officer prior to the closing time. DON’T WAIT TO UPLOAD!
What is SeaPort-o?

• SeaPort-o solicitations are not open to all SeaPort-e MAC holders
  – A vendor does not need to hold a SeaPort-e MAC in order to participate in SeaPort-o
  – Vendors must respond to the specific opportunities, which are advertised in FedBidOps by the ordering activity, in order to participate in SeaPort-o efforts
  – Currently, NAVSUP utilizes SeaPort-o for the Global Business Solution MACs as does SPAWAR SYSCEN LANT for other services
  – If a vendor is interested in participating in SeaPort-o efforts, they would need to contact the contracts office associated with the effort of interest
SeaPort Information

• SeaPort home page – www.seaport.navy.mil
• General SeaPort contracting questions – SEAPORT_EPCO@navy.mil
• Portal operational support – seaportsupport@aquilent.com
QUESTIONS??
Back-up
## Program Evolution

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Portal Components</td>
<td>“Buy” site for Gov’t, “Sell” site for Industry</td>
<td>Same</td>
<td>Same</td>
</tr>
<tr>
<td>Program Website</td>
<td>Yes – <a href="http://www.seaport.navy.mil">www.seaport.navy.mil</a></td>
<td>Same</td>
<td>Same</td>
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<tr>
<td>Navy Users</td>
<td>NAVSEA HQ</td>
<td>All NAVSEA</td>
<td>All Navy Virtual SYSCOM</td>
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<tr>
<td># of Ordering Offices</td>
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<td>118</td>
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<tr>
<td># of Prime MACs</td>
<td>21</td>
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<td>2885</td>
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<tr>
<td># of Functional Service Areas</td>
<td>4</td>
<td>21</td>
<td>22</td>
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<tr>
<td>SB Consideration?</td>
<td>No</td>
<td>Yes</td>
<td>Yes, incl., HUB Zone, SDVOSB</td>
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<tr>
<td>Task Order’s Competed Nationally?</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
</tr>
</tbody>
</table>

Data as of 20 July 2012
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

SeaPort-e Acquisition Lifecycle

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

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

External System Interfaces:
- Create Purchase Request (Navy ERP)
- Receive Award Data (SPS)
- Receive CAR Data (FPDS-NG)
- Receive Award Documents (EDA)

= Industry User Function  = Government User Function
Advanced Planning Briefings for Industry

“Collaborating for Innovative, Lasting Solutions”