Naval Surface Warfare Center
Philadelphia Division (NSWCPD)
Industry Day 2016
Contracts

presented by

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Distribution Statement A: Approved for Public Release: Distribution is unlimited.
NSWCPD Contract Obligations

Source: FPDS-NG

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What We Buy – NSWCPD

Millions

Source: FPDS-NG

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NSWCPD Competition Performance

Effective competition
- A market condition that exists when more than one offer is received in response to a solicitation issued using competitive procedures
- A new measure as of FY 2011 - Better Buying Power Initiative for promoting competition.

Source: FPDS-NG Standard "Competition report"
How To Stay Competitive

• Innovation in your technical approaches and solutions
  ➢ Technical innovation still counts in best value contracting
  ➢ Be specific and realistic about what you are proposing
• Cost is important in best value procurements
  ➢ Technical approaches need to take that into account
• Your proposal and contract performance should reflect labor market trends
• After award:
  ➢ Do what you proposed
  ➢ Government monitoring may link to past performance ratings
• Reduce costs that drive your indirect rates
Top 15 NSWCPD
FY15 Industry Partners

Total FY15 Obligations Philadelphia Site - $730M
FY15 Top 15 Contractors Philadelphia Site - $466M (64%)

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How We Communicate

Largest Procurements ($5M+):
• FedBizOpps (FBO) special announcements
• Seaport-e advance notices
• Draft solicitations - GOAL

Above $25K:
• Synopsis in FBO

All:
• Industry Days Events
• Deputy for Small Business and Contracting Officers
• Long Range Acquisition Forecast (LRAF) for all services and supplies to be published on the NAVSEA public website
Acquisition Environment and Trends

• 1984 – Competition in Contracting Act (CICA)
• 1994 – Federal Acquisition Streamlining Act
• 1995 – Federal Acquisition Reform Act
• 1990s – Drawdown in acquisition workforce
• 2000s – Building up of acquisition workforce
• 2009 – Weapon System Acquisition Reform Act
• 2010-2014 – DOD Better Buying Power I, II, III
  (See detailed description)
• 2012 – Tripwires (See detailed description)
...and the list goes on...

Where are these documented?
• Federal Acquisition Regulation (FAR)
• Defense Federal Acquisition Regulation Supplement (DFARS)
• Navy Marine Corps Acquisition Regulation Supplement (NMCARS)
• DOD and Navy instructions
• NAVSEA Contracting Handbook
Acquisition Environment and Trends


Focus Areas:

- Achieve Affordable Programs
- Achieve Dominant Capabilities While Controlling Life Cycle Costs
- Control costs Throughout the Product Lifecycle
- Incentivize Productivity & Innovation in Industry and Govt
  - Better define value
  - Better define what is acceptable to the Govt
  - Increase the use of incentive-type contracts
- Eliminate Unproductive Processes and Bureaucracy
- Promote Effective Competition
  - Enforce open system architecture and effectively manage technical data rights
- Improve Tradecraft in Acquisition of Services
  - Expand use of requirements review boards and tripwires
- Improve the Professionalism of the Total Acquisition Workforce
Better Define Value: What is important to the Government in making an award?

- If non-cost factor such as technical, there is a limit to how valuable technical superiority can be
- Technical proposals need to contain clearly articulated benefits
- While budget is impacting consideration of cost, best value is still a continuum (meaning, it’s more than just low priced, technically acceptable – LPTA)

Better Define What is Acceptable to the Government:

- Calibrate expectations so that performance/product is reasonably priced
- Leave room to exceed expectations – important when collecting, reporting, and using performance information
Pre/Post-Award Contracting Oversight: NAVSEA Tripwires

Commander, Naval Sea Systems Command Memo of 4 April 2012, Revised 6/2013

Subj: NAVSEA HEAD OF THE CONTRACTING ACTIVITY (HCA) SERVICES CONTRACTING TRIPWIRES, INTERIM POLICY

Selected tripwires:

• Hourly labor rates exceeding rate of $156
• Excessive variation between proposed and actual rates
• Subcontracts - monitor proposed addition of subcontractors beyond what was included as part of the initial award
• Excessive ODCs on a services contract (>10%)
• Lack of effective competition (when only one offer is received, it’s going to get a closer look and require headquarters approval)
Contracting Points of Contact

Seaport (Services) - http://www.seaport.navy.mil/default.aspx

Federal Business Opportunities (FBO) - https://www.fbo.gov/

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