Naval Surface Warfare Center
Industry Day 2015
Contracts

presented by

Tariq Al-Agba
Contracts
NSWC Division Carderock

August 2015
Carderock Contracts Departments
(Transitional Organization)

• **West Bethesda Contracting Officers/Specialist**
  - 26 Large Contracts (4 planned for Little Creek)
  - 12 Simplified Acquisition (3 planned for Little Creek)

• **Chief of Contracting Office**
  - CCO Authority currently with our Philadelphia office
  - West Bethesda CCO designation imminent
Services We Buy – Carderock Division

- Technology development
- Technical and business data collection, entry & support
- Software development & maintenance
- Systems development
- Systems maintenance & installations
- Industrial trades
- Technical writing & graphics
- Material Management
- Hazardous waste Management
- Hazardous waste disposal
- Personnel development & training
- Facilities maintenance
- Transportation
- Communications

<table>
<thead>
<tr>
<th>Services Portfolio</th>
<th>Services Sub-Portfolio</th>
<th>% Service Contracts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Knowledge Based Services</td>
<td>Engineering</td>
<td>78%</td>
</tr>
<tr>
<td></td>
<td>Program Management &amp; Other</td>
<td>3%</td>
</tr>
<tr>
<td>Equipment Related Services</td>
<td>Equipment Modification</td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>Maintenance &amp; Other</td>
<td>1%</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>Systems Development</td>
<td>12%</td>
</tr>
<tr>
<td></td>
<td>Technology Base</td>
<td>1%</td>
</tr>
<tr>
<td>Electronic &amp; Comms Services</td>
<td>Telcom Services</td>
<td>2%</td>
</tr>
</tbody>
</table>

Distribution Statement A: Approved for Public Release: Distribution is unlimited.
NSWC Carderock
Total Contract Obligations

Obligated Dollars
Obligated Actions

FY10  FY11  FY12  FY13  FY14

$846.9  $1,049.8  $760.4  $716.2  $981.4

Millions

ACTIONS

$0  $500  $1,000  $1,500  $2,000  $2,500  $3,000  $3,500  $4,000  $4,500  $5,000  $5,500  $6,000  $6,500

Distribution Statement A: Approved for Public Release: Distribution is unlimited.
NSWC Carderock
Code 83 Contract Obligations

Obligated Dollars

FY10
FY11
FY12
FY13
FY14

$658 K
$51,037 K
$112,372 K
$7,812 K
$21,933 K

Distribution Statement A: Approved for Public Release: Distribution is unlimited.
Top 15 Carderock West Bethesda FY14 Industry Partners

- SAIC: 27%
- GDIT: 19%
- MANTECH Systems: 10%
- DDL OMNI: 7%
- ADVANCED TECHNOLOGY & RESEARCH: 6%
- APPLIED PHYSICAL SCIENCES CORP: 5%
- SEAWARD SERVICES: 3%
- COMPUTER SCIENCES CORP: 3%
- SPECTRUM TECHNOLOGY: 3%
- ORBIS SIBRO: 4%
- ABBOTT-ON-CALL: 4%
- UNIVERSITY OF WASHINGTON: 2%
- NTI CORP: 2%
- EG&G TECHNICAL SERVICES: 2%
- VISION POINT SYSTEMS: 3%

Distribution Statement A: Approved for Public Release: Distribution is unlimited.
Top 10 Code 83 FY10-14 Industry Partners

- CDI MARINE: 50%
- SEAWARD SERVICES: 23%
- Gibbs and Cox: 8%
- Qinetiq North America: 5%
- Scripps Inst: 5%
- Cummins Atlantic: 4%
- Hamiltonjet: 2%
- Mack Boring & Parts: 1%
- Donatini: 1%
- Prof Software Eng'r: 2%
- Hamilton Jet: 2%

Distribution Statement A: Approved for Public Release: Distribution is unlimited.
Competition Performance

- 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
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
• Forecast for all services and supplies to be published in October in FBO
• Forecasted services also to be published in Seaport-e
The Process of Buying Goods & Services

**Planning & Requirements Definition**
- Requirements Identified:
  - Communications w/Industry through market research by the Contracting Officer or Deputy for Small Business
  - Continual scan of industry capabilities
  - Program budgeting & planning
  - Acquisition plans and work statements
  - Evaluation factors and criteria

**Solicitation & Evaluation**
- Reach to Industry:
  - Issue synopsis & Sources Sought
  - Requests for quotes & solicitations
  - Technical & Cost evaluations
  - Past performance evaluations
  - Small Business plan evaluation

**Award & Administration**
- Award Decision:
  - Generally - awards based on Best Value
  - Issue award synopsis
  - Ensure successful contract execution
  - Collect and Report performance information
  - Payments generally through Wide Area Work Flow

*Distribution Statement A: Approved for Public Release: Distribution is unlimited.*
Understanding the Lay of the Land

**Requirements & Budget**

- When can I talk to an end user?
- How do I put together a technical proposal?
- What is Best Value?
- Should I get a Seaport contract?
- What are the acquisition policies?
- Who can answer my other questions?

*Distribution Statement A: Approved for Public Release: Distribution is unlimited.*
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) – 1885 pages
- Defense Federal Acquisition Regulation Supplement (DFARS) – 1362 pages
- Navy Marine Corps Acquisition Regulation Regulation Supplement (NMCARS) – 174 pages
- DOD and Navy instructions
- NAVSEA Contracting Handbook

Distribution Statement A: Approved for Public Release: Distribution is unlimited.
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
Ashton Carter–
Productivity and Innovation Strategies

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/hr (burdened rate)
- 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/

NSWC West Bethesda Contracting Department:
Tariq Al-Agba
Naval Surface Warfare Center, West Bethesda
9500 MacArthur Blvd
West Bethesda, MD 20817-5700
Email: Tariq.Al-Agba@navy.mil
Phone: (301) 227-3487

NSWC West Bethesda Small Business Deputy:
Amy Kim (Incoming)
Naval Surface Warfare Center, West Bethesda
9500 MacArthur Blvd
West Bethesda, MD 20817-5700
Email: TBD
Phone: (301) 227-TBD

NSWC Philadelphia Small Business Deputy:
Irene Katacinski
Naval Surface Warfare Center, Philadelphia Naval Business Center
5001 South Broad St.
Philadelphia, PA 19112-1403
Email: Irene.Katacinski@navy.mil
Phone: (215) 897-7596