



Naval Surface Warfare Center Industry Day 2015 Contracts

presented by

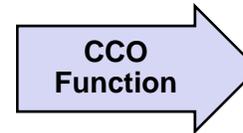
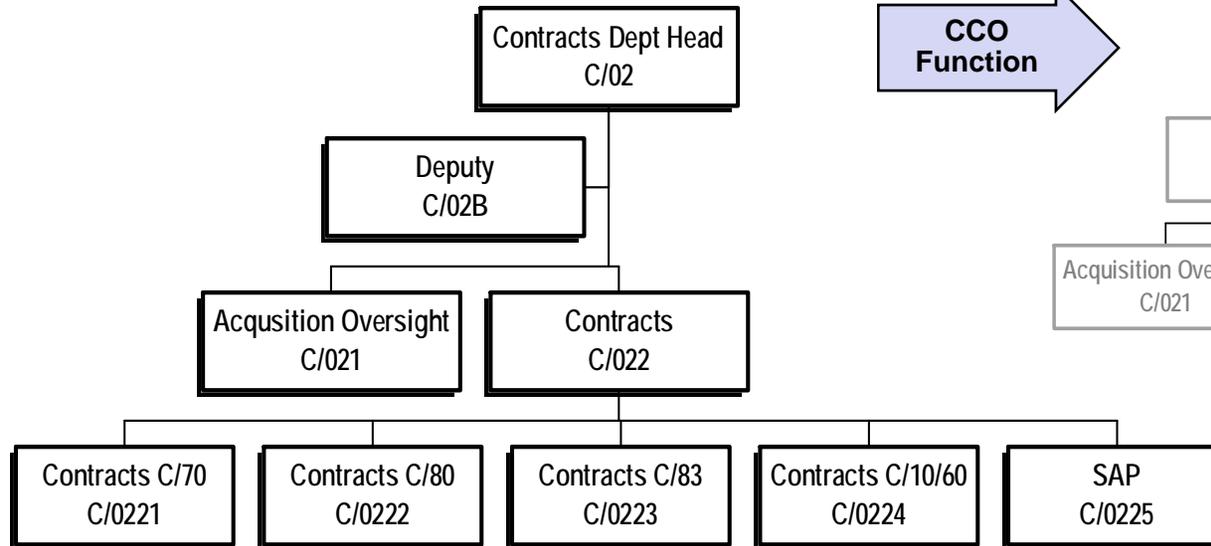
**Tariq Al-Agba
Contracts
NSWC Division Carderock**

August 2015

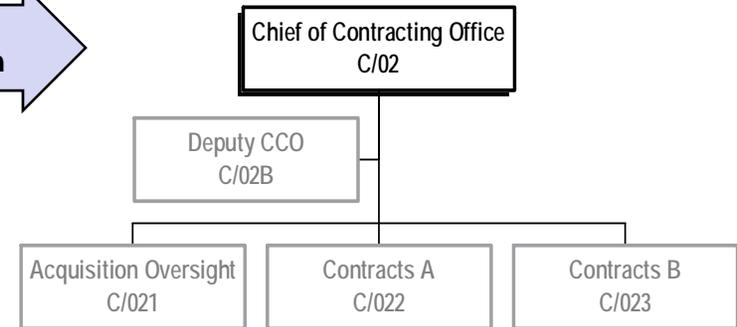


Carderock Contracts Departments (Transitional Organization)

West Bethesda Contracting Department



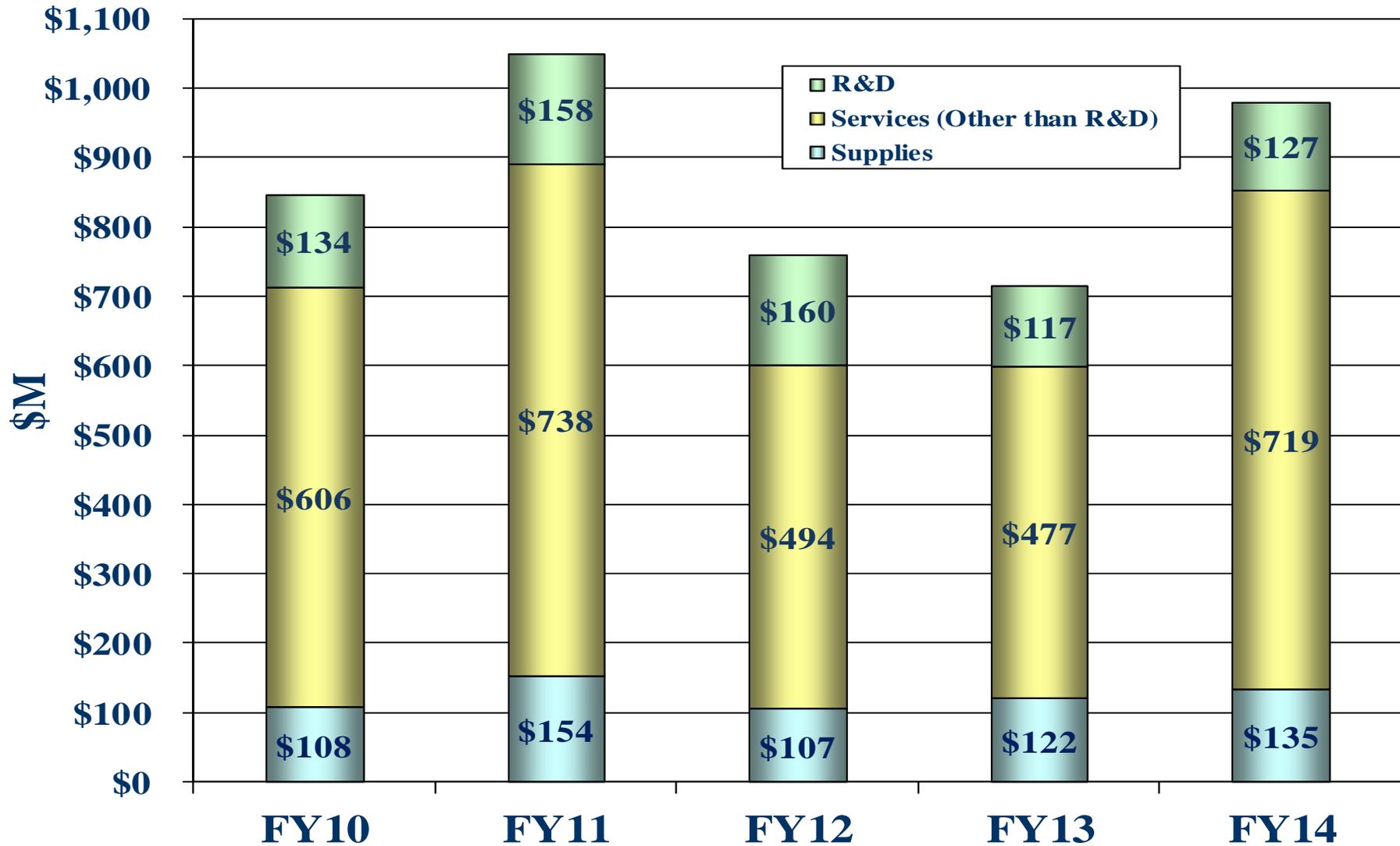
Philadelphia Chief of Contracting Office



- **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



What We Buy – Carderock Division





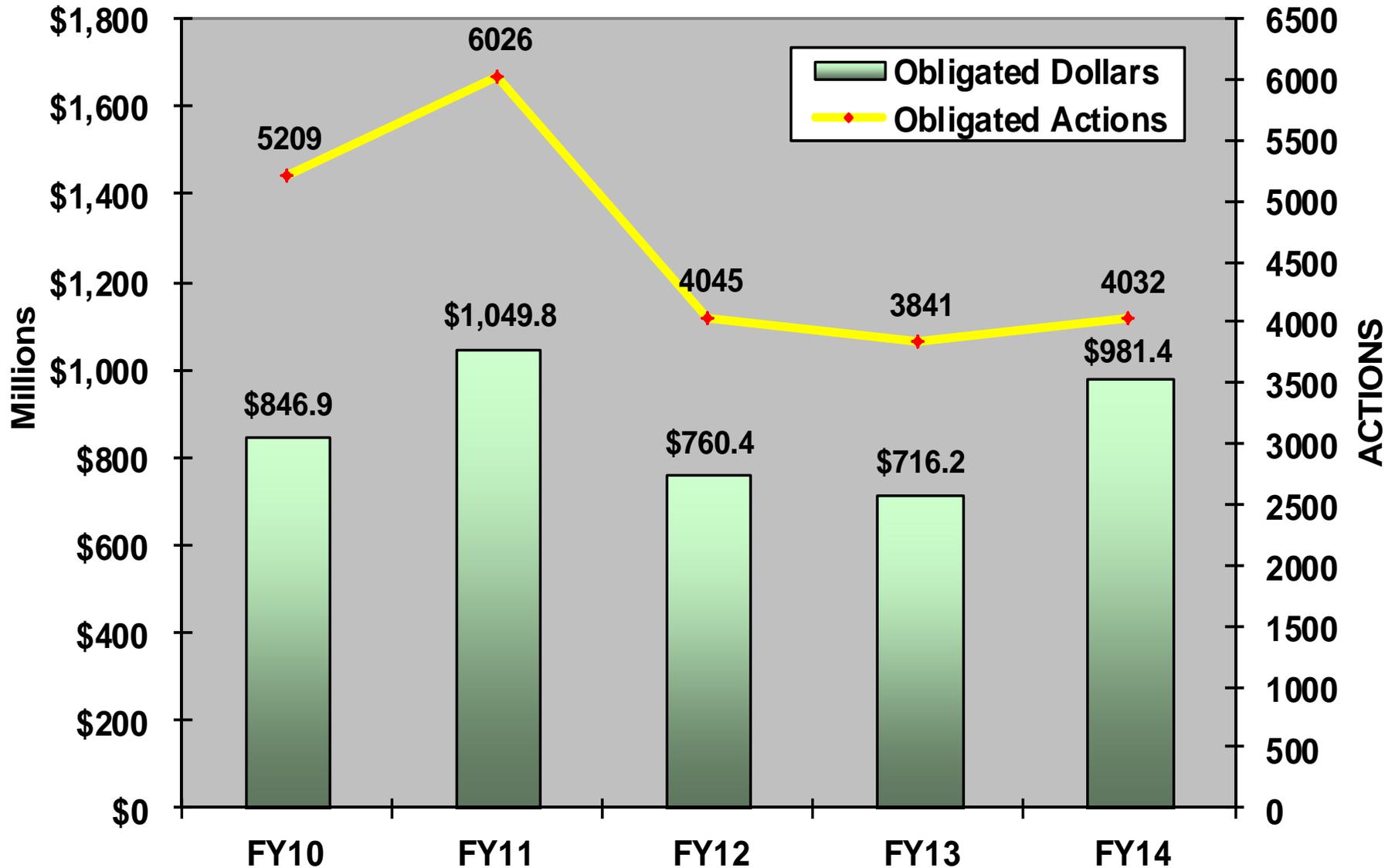
Services We Buy – Carderock Division

- 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

| Services Portfolio | Services Sub-Portfolio | % Service Contracts | |
|-----------------------------|----------------------------|---------------------|-----|
| | | | |
| Knowledge Based Services | Engineering | 78% | 81% |
| | Program Management & Other | 3% | |
| Equipment Related Services | Equipment Modification | 3% | 4% |
| | Maintenance & Other | 1% | |
| Research & Development | Systems Development | 12% | 13% |
| | Technology Base | 1% | |
| Electronic & Comms Services | Telcom Services | 2% | 2% |



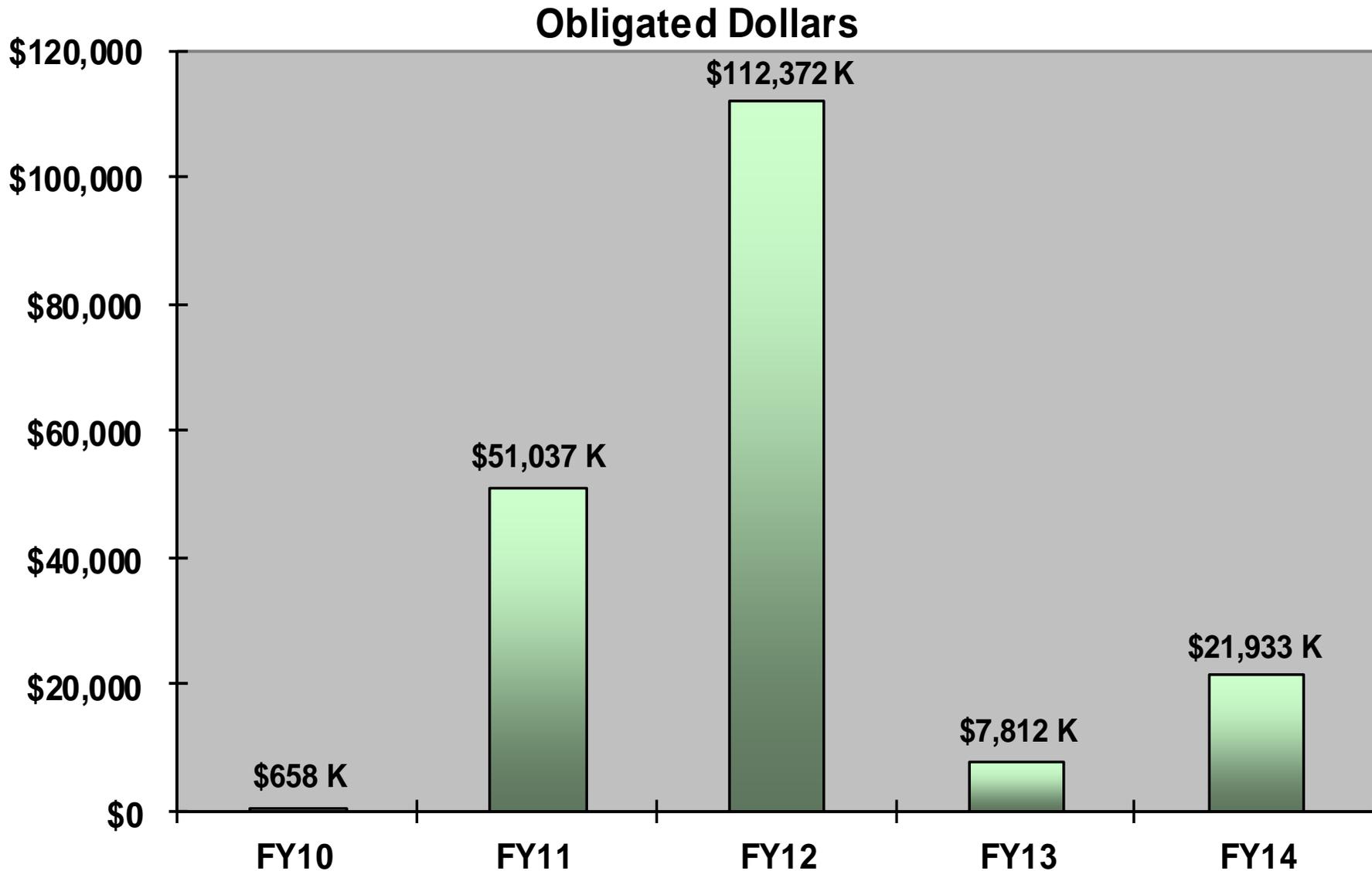
NSWC Carderock Total Contract Obligations



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

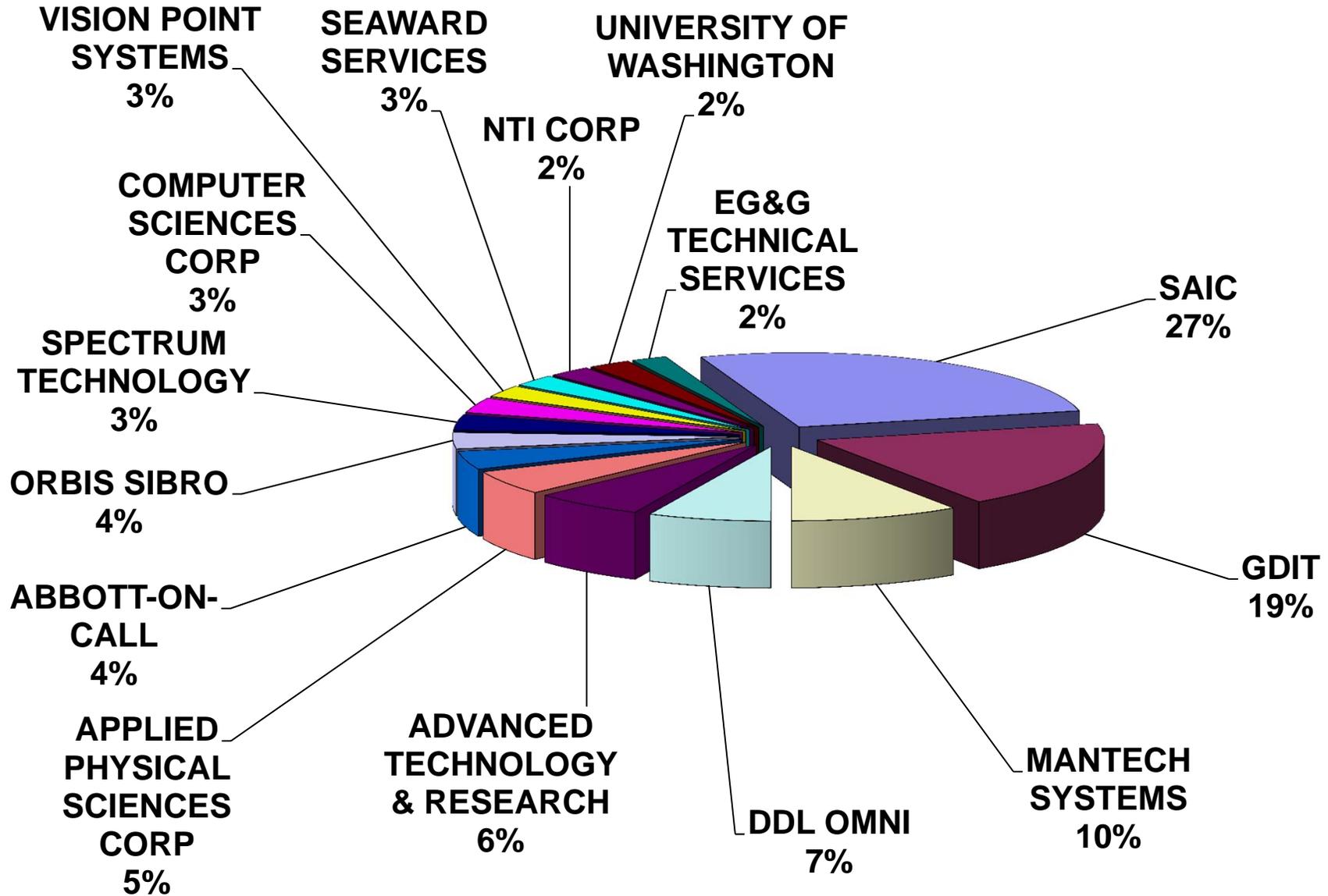


NSWC Carderock Code 83 Contract Obligations



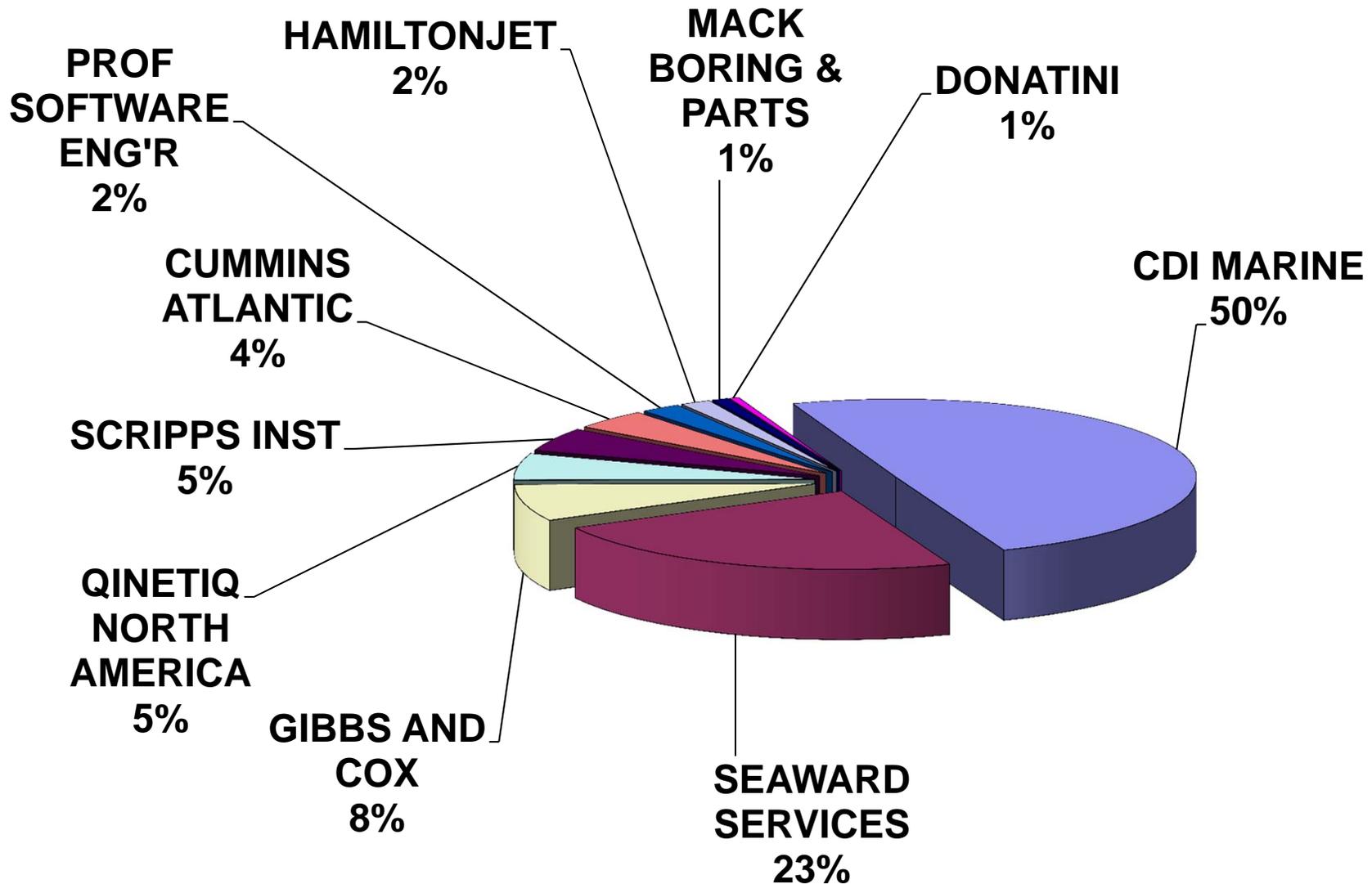


Top 15 Carderock West Bethesda FY14 Industry Partners



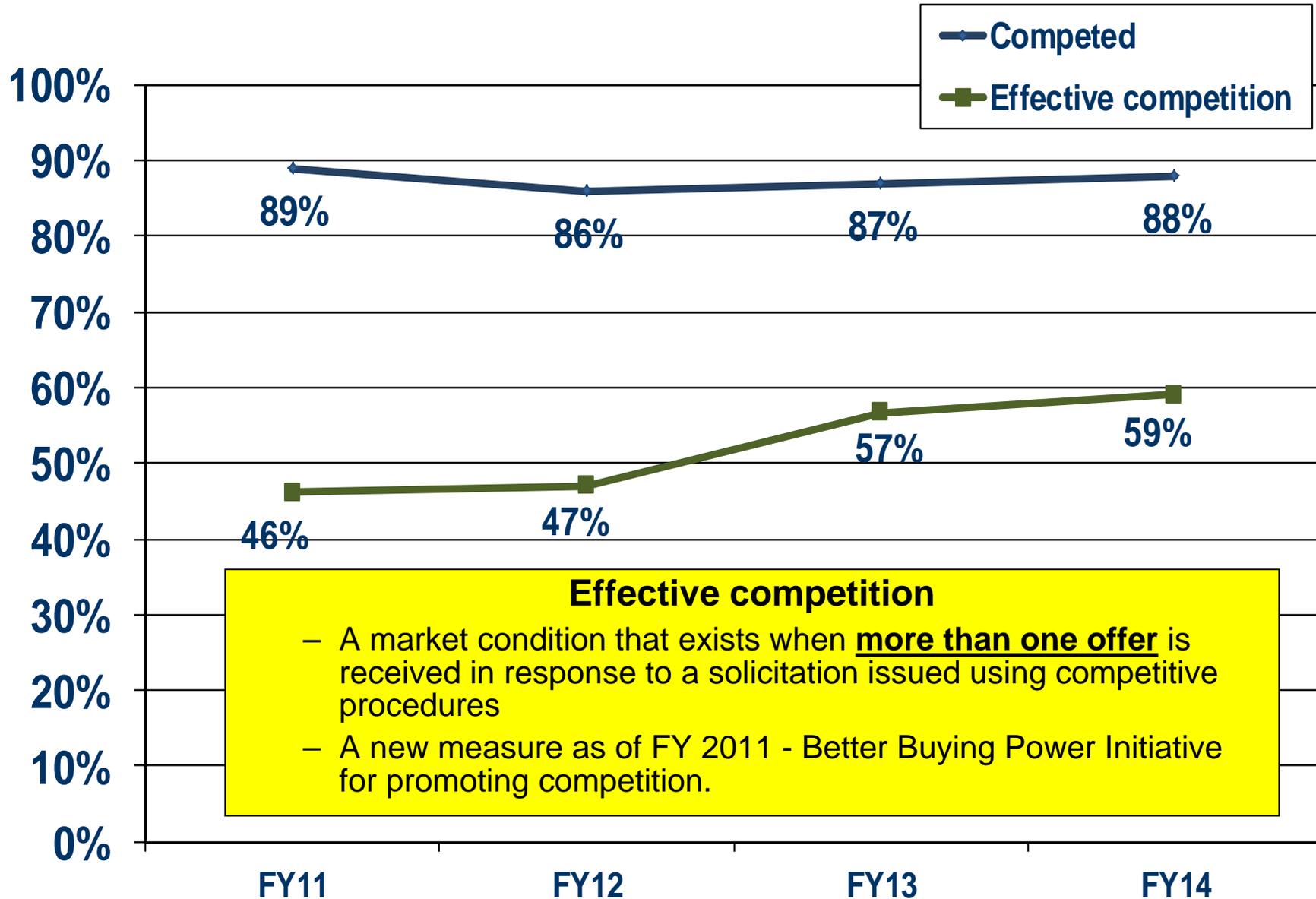


Top 10 Code 83 FY10-14 Industry Partners





Competition Performance



Source: FPDS-NG Standard "Competition report"

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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



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

Reach to Industry:

- Issue synopsis & Sources Sought
- Requests for quotes & solicitations
- Technical & Cost evaluations
- Past performance evaluations
- Small Business plan evaluation

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

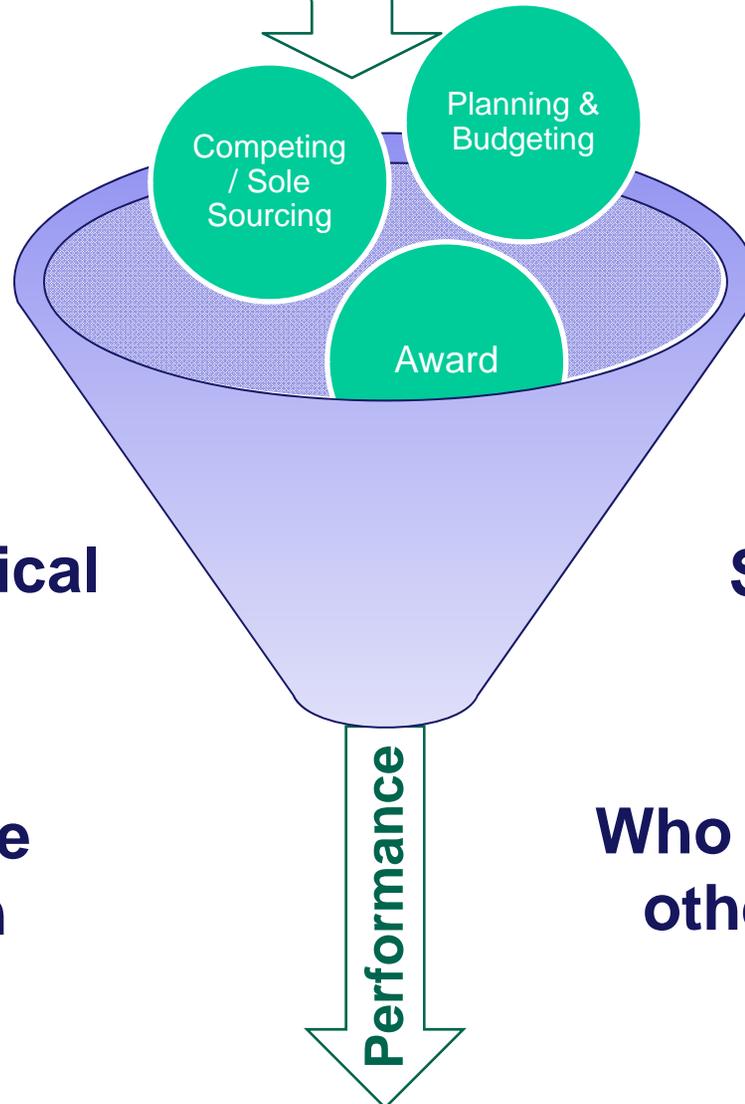
Understanding the Lay of the Land

Requirements & Budget

When can I talk to an end user?

How do I put together a technical proposal?

What are the acquisition policies?



What is Best Value?

Should I get a Seaport contract?

Who can answer my other questions?



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 Supplement (NMCARS) – 174 pages
- DOD and Navy instructions
- NAVSEA Contracting Handbook



Acquisition Environment and Trends

Ashton Carter Memos – 2010, 2012, 2014 – Better Buying Power: Deliver better value to the taxpayer and warfighter

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)



DEPARTMENT OF THE NAVY
NAVAL SEA SYSTEMS COMMAND
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WASHINGTON NAVY YARD DC 20375-0001

4200
Ser 00/073
4 Apr 12

MEMORANDUM

From: Commander, Naval Sea Systems Command

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

Ref: (a) DASN memorandum of 15 May 07
(b) OUSD (AT&L) memorandum of 14 Sep 10

Encl: (1) NAVSEA Services Contracting Tripwires, Interim Policy

1. The purpose of this memo is to express my intent as HCA to ensure NAVSEA services requirements are properly planned, acquired, and managed. As a result of NAVSEA's Service Requirements Review Board process, I have identified several areas of vulnerability (or tripwires) which require greater visibility and conscious decisions by higher levels of management. Tripwires are not intended to preclude execution, but do require higher level concurrence and notifications before continuing to execute. These tripwires apply to all types of service contracts executed by NAVSEA headquarters and its field activities with the exception of services contracts under the cognizance of the Naval Nuclear Propulsion Program (SEA 08). This interim policy is in effect as of the date of this memorandum.
2. Enclosure (1) provides a complete outline of these tripwires and is provided as interim policy until it is superseded by a revised NAVSEA Services Contract Instruction (NAVSEAIN 4200.19 series).
3. SEA 02 is responsible for ensuring that I have an opportunity to review any necessary documentation and concur with the approach as required per enclosure (1).
4. The standard time for my review is no more than three (3) business days unless additional time is specifically necessary due to the level of detail. If a longer review is required, the



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:

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NSWC Philadelphia Small Business Deputy:

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