



NUWCDIVNPT SeaPort-e Council Meeting

December 8, 2014



Industry Questions and Answers

- **Q1: We are currently working to determine if our company must be CMMI Level 3 certified. Does NUWCDIVNPT anticipate that CMMI Level 3 certification will be required for businesses to compete in future solicitations?**
 - If so, when does NUWCDIVNPT see this requirement as being a mandatory requirement?
 - If it would only be needed for a subset of solicitations, what would the criteria be to determine if CMMI Level 3 would be required and when would the certification requirement likely be made mandatory for bidders?
- **ASN Memorandum of 17 NOV 2006, Software Process Improvement Initiative Contract Language and ASN Memorandum of 13 JUL 2007 requires CMMI Level 3 certification or equivalent. If equivalent, vendors need to show how their proposed processes are equivalent.**
- **NUWCDIVNPT includes NAVSEA clause HQ L-2-0016 SOFTWARE DEVELOPMENT PLAN (NAVSEA) (DEC 2006) in its Request for Proposals whenever Software Development is required.**
- **Any procurement that involves software development will require CMMI Level 3 or equivalent be included. Software development is considered “developing or delivering new source code, modifying existing source code, coding computer instructions and data definitions, building databases schema and performing other activities needed to implement the design of a noncommercial computer software product.”**



Industry Questions and Answers

- **Q2: Hiring veterans is an important issue to NAVSEA and to the Country as a whole; and NAVSEA has undertaken many efforts to assist veterans find jobs in our community. The government typically gives veterans preferred status when hiring for civil service positions.**
 - **Would the government consider implementing incentives for industry to increase veteran hiring? Some examples of ways that the Government could help increase industry veteran hiring are:**
 - **giving additional evaluation points (or make a separate evaluation criteria) for the number of veteran personnel that are included in a proposal**
 - **adding an evaluation criteria for a “Veteran Hiring Plan” and including performance to this plan as part of CPARS evaluation**



Industry Questions and Answers

- **Q2: (Continued)**
 - provide an incentive fee/incentive award for maintaining a percentage of veteran employees during performance of contract
 - Relaxing educational requirements or equalizing military experience to college degrees within a similar military occupation to labor categories
- **A2: We are not aware of any incentives at this time and believe such incentives would be a statutory requirement initiated at a higher level in the Government than NUWCDIVNPT.**
- **However, vendors have the ability to support service disabled veteran owned small businesses in accordance with FAR Part 19.**



Industry Questions and Answers

- **Q3: During the previous Seaport Conference (Question #27) you stated that you would contact Dahlgren about adding an “interested vendors list” to the Seaport Portal. What is the result of this conversation with Dahlgren?**
- **A3: The recommendation was forwarded on; however at this time no decision has been made as to whether this feature will be added or not.**



Industry Questions and Answers

- **Q4: During the previous Seaport Conference you stated that time constraints prohibited face to face debriefings. As you know, offerors spend thousands of dollars to propose millions of dollars of technical expertise to improve services at NUWC. In the spirit of transparency and open communication; don't you think offerors deserve a face to face debriefing?**
- **A4: In accordance with FAR 15.505 (c) Debriefings may be done orally, in writing or by any other method acceptable to the Contracting Officer.**
- **The written debriefs provide the same information as what would be provided during an oral debrief, therefore providing the same transparency and open communication.**
- **Given the number of resources we have, we feel the better use of those resources is to use the time in evaluating your proposals.**



Industry Questions and Answers

- **Q5: During the previous Seaport Conference you responded to a question (#25) by stating that pre-award surveys are used to approve contractor accounting systems. I do not believe this is the purpose of pre-award surveys. If an offeror proposes under a NUWC CFFF task order, how does that offeror receive “approval” for its accounting system if it has not been approved previously?**
- **A5: Part of the responsibility determination when awarding a CFFF task order is to find the prime contractor’s accounting system acceptable for award in accordance with the standards listed at DFARS 209.104-1(e). An accounting system adequacy determination from DCMA acts as a blanket approval. If no DCMA adequacy determination exists, preaward surveys are used to assist in making this responsibility determination, including finding the accounting system acceptable for award of a CFFF task order.**



Industry Questions and Answers

- **Q6: The issues we have are involved with the process in submitting proposals; We are lost as to:**
 - Filing process
 - Tracking
 - Submission of attachments
 - Documentation required and linkage to proposals
 - Contract deliverables
 - Technical questions and review contact process.
- **A6: The Seaport portal provides “Seaport Vendor Portal User Guide”. Vendors are referred to the following website :**
<http://www.seaport.navy.mil/Sell/Sell.aspx>

Points of contact are available at this site



Industry Questions and Answers

- **Q7: As NUWC transitions back to 5-year contracts, many 3-year contracts are being extended. As a non-incumbent, it's very difficult to plan for an opportunity not knowing that it has been extended. Would NUWC consider providing regular updates on contracts that have been extended?**
- **A7: NUWCDIVNPT provides advance notices as early in the procurement process as possible by way of sources sought , industry days, pre-solicitation conferences and/or the advance notices. In addition, we continue to update such notices when delays occur.**



Industry Questions and Answers

- **Q8: What is the best way to cost out a proposal when you have subcontractors on your team? What has happened in the past when we have a subcontractor providing a percentage of the LOE is that we put their response to our RFQ (their cost) under the Other Direct Cost (ODC) on the bottom of page one of the cost template. It is not under Travel, Material, or Material shipping. It is In the yellow shaded area. We input their name, hours, cost amount, and we put our pass through percentage under “MISC IND RATE”. In the far right column it tallies the Total Cost. When the Task Order (TO) is issued, the fee table will show our fee amount (just the prime and not the subcontractor’s fee) against 100% of the hours (Prime and subcontractor hours). This greatly reduces/dilutes the amount of fee we can bill. We have submitted vouchers that have been rejected when our vouchers show fee as we bid it as opposed to how it shows in the fee table in the TO.**



Industry Questions and Answers

- **Q8: (Continued)**

- **Can you please advise the best way to show our subcontractors cost so as not to have our fee amount and percentage reduced? As a small business, this hurts us badly especially if the subcontractor has a large LOE.**

- **A8: The Government will not determine or recommend the appropriate way for offerors to “cost out” their proposals beyond the proposal requirements contained in section L. SeaPort-e is established with separate CLINs for labor and ODCs for each year of performance, therefore it would not be appropriate to account for subcontracted labor under the ODC CLIN. In accordance with Clause HQ B-2-0015 (Alternate I) payment of fixed fee is on a per hour basis. The base for this application is rightly prime and subcontractor labor. If your company performs all hours under the CLIN you will be paid the full CLIN fee. Therefore, we disagree that this “greatly reduces/dilutes” the CLIN fee owed the contractor.**

The standard way NUWC operates, is as provided in the example below:

Cost = \$1000 (prime labor) + \$1000 (sub labor) + \$100 (sub fee on labor) = \$2100

Fee = \$100 (prime fee on labor) = \$100

Hours = 100 (prime hours) + 100 (sub hours) = 200

In this case, prime would bill out fee for any hour expended, prime or sub, at a rate of \$.50/hr. Assuming all hours are expended, you would earn your full \$100 fee (200 hrs. x \$.50 = \$100).

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Industry Questions and Answers

- **Q9: Can you please explain the function of the TDAA's? On the NCMA Industry Day presentations, the TDAA had a functional email address shown on the last page of each Technical Code's slides. I have contacted (using these email addresses) every TDAA and have only heard back from two. My inquiries were right from the Code's slides as to potential release dates for solicitations to come out. Both responses were to contact the negotiator. Should contractors be in contact with these TDAA's?**
- **A9: The TDAA's serve as the Department's Project Manager for contractual requirements. As Project Managers they work with Technical Program Managers and technical Subject Matter Experts (SMEs) to identify the technical and business requirements which the Department plans to execute via the acquisition process. The purpose of the functional email address is to ensure adequate internal communication resulting in:**
 - **Correct and complete answers to questions are provided.**
 - **Correct handling of questions that cannot be answered due to procurement sensitive data restrictions, other restrictions on information release, or the sensitive nature of a topic.**
 - **Compliance with applicable laws, rules and regulations.**
- **Therefore, depending on the specific question, the appropriate answer may be to contact the negotiator. Each question is reviewed and coordinated with the TDAA and applicable Code 02 Branch Head.**
- **We have reminded the TDAA's to check the inbox regularly.**



Industry Questions and Answers

- **Q10: When is it anticipated that contractors will need to respond to the next version of the SPe prime contract? If I am not mistaken, the final option that we are in for this SPe contract expires April of 2019. What does the future hold on the next option?**
- **A10: No plans for the future have been finalized. Questions should be addressed to: SEAPORT_EPCO@navy.mil**



Industry Questions and Answers

- **Q11: Has NSWC contemplated a different recertification process for Small Businesses matriculating to Large Business/Unrestricted status? As I understand it, if a Small Business exceeds the threshold (38.5m in revenue averaged out over the past 3 years) and it is the first year of a Seaport option, that company can continue to bid on Small Business Set Asides for the remaining four years of that Seaport option. Perhaps there is a recertification process every year within an option?**
- **A11: NUWCDIVNPT follows Clause H5 of the Seaport-e MAC, and is not aware of any changes to the current process at this time. In accordance with Clause H5, Offerors must have had SB status at the time of award of the Seaport-e MAC or at the beginning of each award term. Any change to the current process would need to be initiated at the basic contract level administered by NSWC.**



Conclusion

- **Thank you NCMA for coordinating the questions for this SeaPort-e Council meeting**
- **Once approved by PAO, this Briefing will be posted to the DIVNPT Electronic Reading Room at:**
<http://www.navsea.navy.mil/nuwc/newport/pages/ElectronicReadingRoom.aspx>
- **Upcoming Events**
 - **Code 85 EMATT Pre-Sol Conference: Dec 11, 2014**
 - **Small Business Roundtable “Reverse Matchmaker”: April TBD, 2015**
 - **Next SeaPort-e Council Meeting: May TBD, 2015**