Naval Surface Warfare Center
Philadelphia Division (NSWCPD)
Industry Day 2018
Contracts

presented by

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Contracts Department
NSWC Philadelphia Division

4 April 2018
NSWCPD Contract Obligations

- **Obligated Dollars**
- **Obligated Actions**

### Obligated Dollars

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### Obligated Actions

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Source: FPDS-NG
# What We Buy – NSWCPD

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- **R&D**
- **Services (Other than R&D)**
- **Supplies**

Source: FPDS-NG

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

Distribution Statement A: Approved for Public Release: Distribution is unlimited.
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 FY17 Industry Partners

Total NSWCPD FY17 Obligations - $647M

ADVANCED INTERNET MARKETING, INC., $15,378,842.73, 4%

GIBBS & COX, INC., $16,218,121.91, 4%

AMSEC LLC, $64,539,142.63, 15%

LIFE CYCLE ENGINEERING, INC, $24,753,413.72, 6%

MTU MAINTENANCE BERLIN-BRANDENBURG GMBH, $22,873,059.00, 5%

OCEANEERING INTERNATIONAL, INC., $22,498,425.86, 5%

TECNICO CORPORATION, $37,479,467.09, 9%

Q E D SYSTEMS INC, $38,142,654.89, 9%

Source: FPDS-NG
How We Communicate

Largest Procurements ($5M+):
- FedBizOpps (FBO) special announcements
- Seaport-e advance notices
- Draft solicitations – GOAL
- Solicitations open minimum of 30 days – FAR 5.203
- SeaPort award announcements not required – DFARS 205.303

Above $25K:
- Synopsis in FBO

All:
- Industry Day Events
- Pre-Proposal Conferences – Large Complex MACs
- Deputy for Small Business and Contracting Officers
- Long Range Acquisition Forecast (LRAF) for all services and supplies published on the NAVSEA public website
• All current SeaPort-e MACs will expire on 31 December 2019.

• 5 year Period of Performance for new SeaPort Task Order awards.
  ➢ Period of Performance will expire on 31 December 2024 at latest.

• Task Orders awards will continue to occur up until MAC expiration.

• SeaPort NxG update
  ➢ Presolicitation synopsis released in Feb 2018
  ➢ Draft RFP compete in March 2018
  ➢ Final RFP released in April 2018
  ➢ Proposals will be due at the end of June 2018
• In order to provide responses to all interested parties, a mail-box has been established specifically for the purpose of collecting questions regarding SeaPort-NxG. Please submit your question to seaportnextgen.fct@navy.mil. All responses will be posted via FedBizOpps under Solicitation Number N00178-18-R-7000. Responses to individual emails will not be provided.

• No rolling admission to add new vendors in FY18

• Waivers required by NAVSEA to use vehicle (MAC IDIQ) outside Seaport
Pre/Post-Award Contracting Oversight: NAVSEA Tripwires

Commander, Naval Sea Systems Command Instruction 4200.19A of 1 July 2016

Subj: PLANNING, USE, AND CONTROL OF SERVICE CONTRACTING

Selected tripwires:

• Pre-Award hourly labor rates exceeding rate of $156
• Subcontracts - monitor proposed addition of subcontractors beyond what was included as part of the initial award
• Excessive ODCs on a services contract (>5%)
• Lack of effective competition (prior one bids, and when only one offer is received, it’s going to get a closer look and require headquarters approval)
• Post-Award proposed bid labor rates to actual labor rates (>10% monthly; >15% for 3 consecutive months)
• Bridge Contracts – SEA 00 Approval by VADM Moore
• Post Award Ceiling Increases (>10%)
Fraud, Bribery, Kickbacks, and Phantom Vendors, Oh My!

- **January 15, 2017** - “Two Former Army Officials and Contractor Indicted for Bribery Scheme Involving Contracts at Aberdeen Proving Ground”

- **February 27, 2018** – “Former Army contractor Indicted for “No Show” Job Involving Contract at Aberdeen Proving Ground”

- **August 10, 2017** - “Navy Contractor Admits Accepting Funds from Port Engineer Administering Contracts Involving his Company”

- **September 25, 2017** - “Huntsville Defense Contractor Sentenced for Defrauding DTRA, NASA”

- **October 20, 2017** - “Business Owner Sentenced to 20 Months in Prison for Fraudulent Billing Scheme Against Federal Government”

- **December 1, 2017** - “North Carolina Defense Contractor Sentenced for $15 Million Fraud” for fictitious invoices

- **February 23, 2018**- Prime contractor at Charleston Naval Weapons Station Sentenced to Prison for demanding that subcontractors pay him kickbacks to approve their work

*Distribution Statement A: Approved for Public Release: Distribution is unlimited.*
Effective, March 2017, eCRAFT required for all service contracts over SAP threshold.

The following information can be found on NUWC Newport Division’s website:


- Download eCRAFT Period Report Utility (EPRU) Report Utility (ensure that you are using the latest version by checking periodically)
- Review the latest EPRU User’s Manual
- Access the latest eCRAFT professional labor categories and the SCA Directory of Occupations.

***Please note that SCA requirements will not be invoked. The labor categories are utilized for reporting purposes only.
Overview

- Contractors do not have access to the eCRAFT system.
- Contractor cost data is submitted via the eCRAFT Periodic Report Utility (EPRU) Microsoft Excel tool.
- ePRU tool generates an XML file that will be loaded to eCRAFT.
- XML file is submitted via email to the eCRAFT database management system (nuwc_npt_ecraft.fct@navy.mil).
- XML file is submitted simultaneously with each WAWF submission. (WAWF and eCRAFT are separate systems).
- XML file is loaded to the eCRAFT system in order to support the invoice submission.
Quick Tips

• CPARS Guide can be found on the CPARS website
  https://www.cpars.gov/

• Ensure that the Contractor Representative (CR) listed in the CPARS system is current as this person will receive notice of an evaluation awaiting review.

• There can be more than one CR assigned to a contract/order.

• Please notify the Contracting Officer’s Representative (COR) of any changes to the CR role.

• CR will receive an email from the CPARS system confirming that he/she has been granted access to the contract/order in CPARS.

CPARS Threshold

<table>
<thead>
<tr>
<th>Business Sector</th>
<th>Dollar Threshold</th>
</tr>
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<tbody>
<tr>
<td>*Systems</td>
<td>&gt; $5M</td>
</tr>
<tr>
<td>Non-Systems</td>
<td></td>
</tr>
<tr>
<td>Operations Support</td>
<td>&gt; $5M</td>
</tr>
<tr>
<td>Services</td>
<td>&gt;$1M</td>
</tr>
<tr>
<td>Information Technology</td>
<td>&gt;$1M</td>
</tr>
<tr>
<td>Ship OverHaul and Repair</td>
<td>&gt;$500K</td>
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*Supply contracts basically fall into the Systems sector.
CPARS Ratings

- “Exceptional” - exceeds contractual requirements
- “Very Good” - exceeds contractual requirements
- “Satisfactory” - meets contractual requirements
- “Marginal” – does not meet contractual requirements
- “Unsatisfactory” – does not meet most contractual requirements

***Please note that in order to justify a rating above Satisfactory, the CPARS narrative must address the significant event(s) performed by the contractor and the resulting benefit(s) received by the Government.

***Attachment 2 of the CPARS guide contains the evaluation ratings definitions.
New & Forthcoming Acquisition Policy Changes

• Micro-purchase card threshold increased from $3K to $10K
  (FPI and Small Business considerations over $2500 required; unit prices of $5K processed via purchase order)

• Simplified acquisition threshold increase from $150K to $250K (forthcoming FAR/DFARS implementation)

• Command authorities for approval of MOPAS, J&A, Business Clearance at certain $ thresholds

• Certified Cost and Pricing threshold increase from $750K to $2M (forthcoming FAR/DFARS implementation)
Contracting Points of Contact

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

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

NSWC Philadelphia Division Chief of Contracting Office:
Karen Gutmaker
Naval Surface Warfare Center, Philadelphia Naval Business Center
5001 South Broad St.
Philadelphia, PA 19112-1403
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