



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

presented by

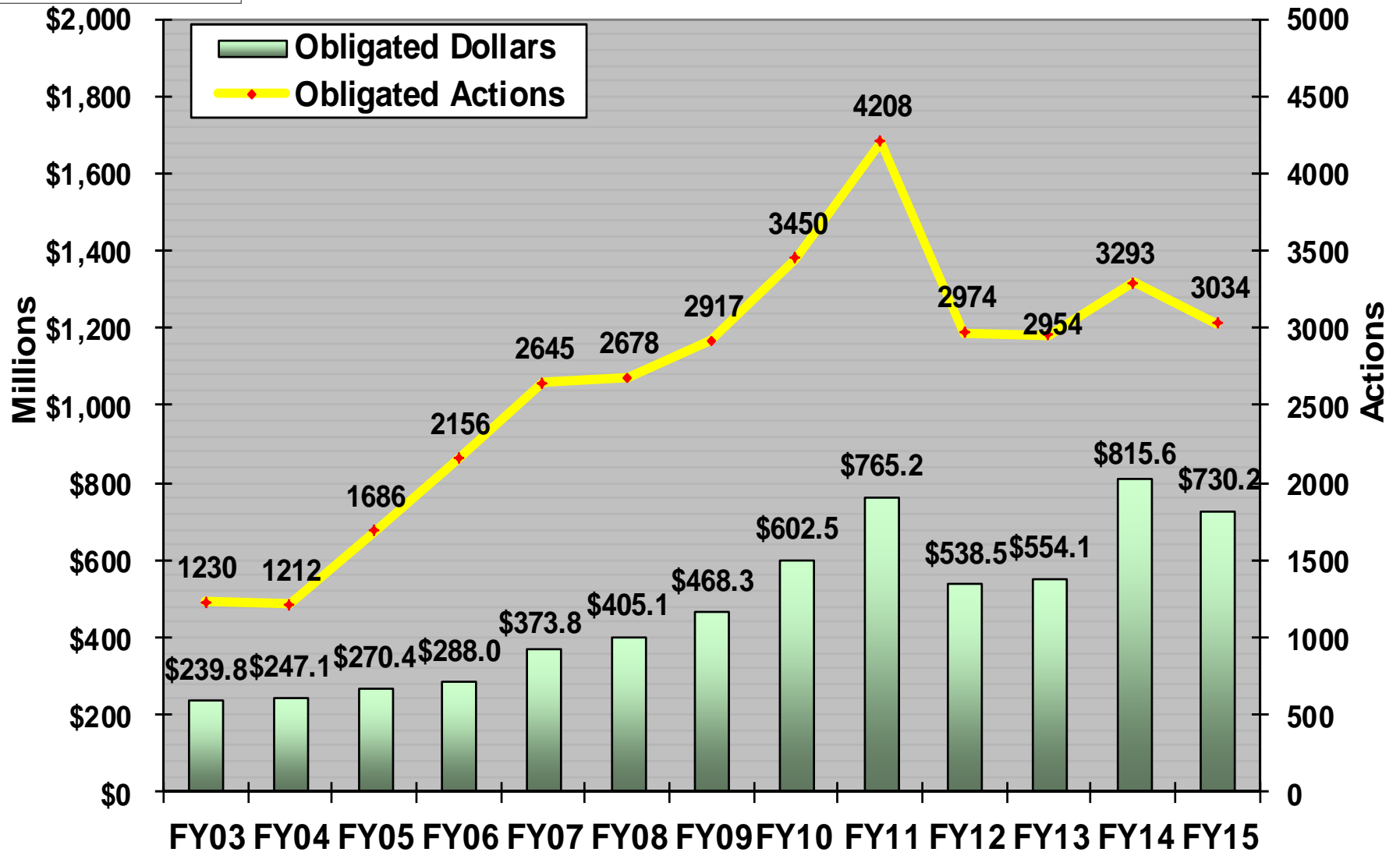
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NSWCPD Contract Obligations

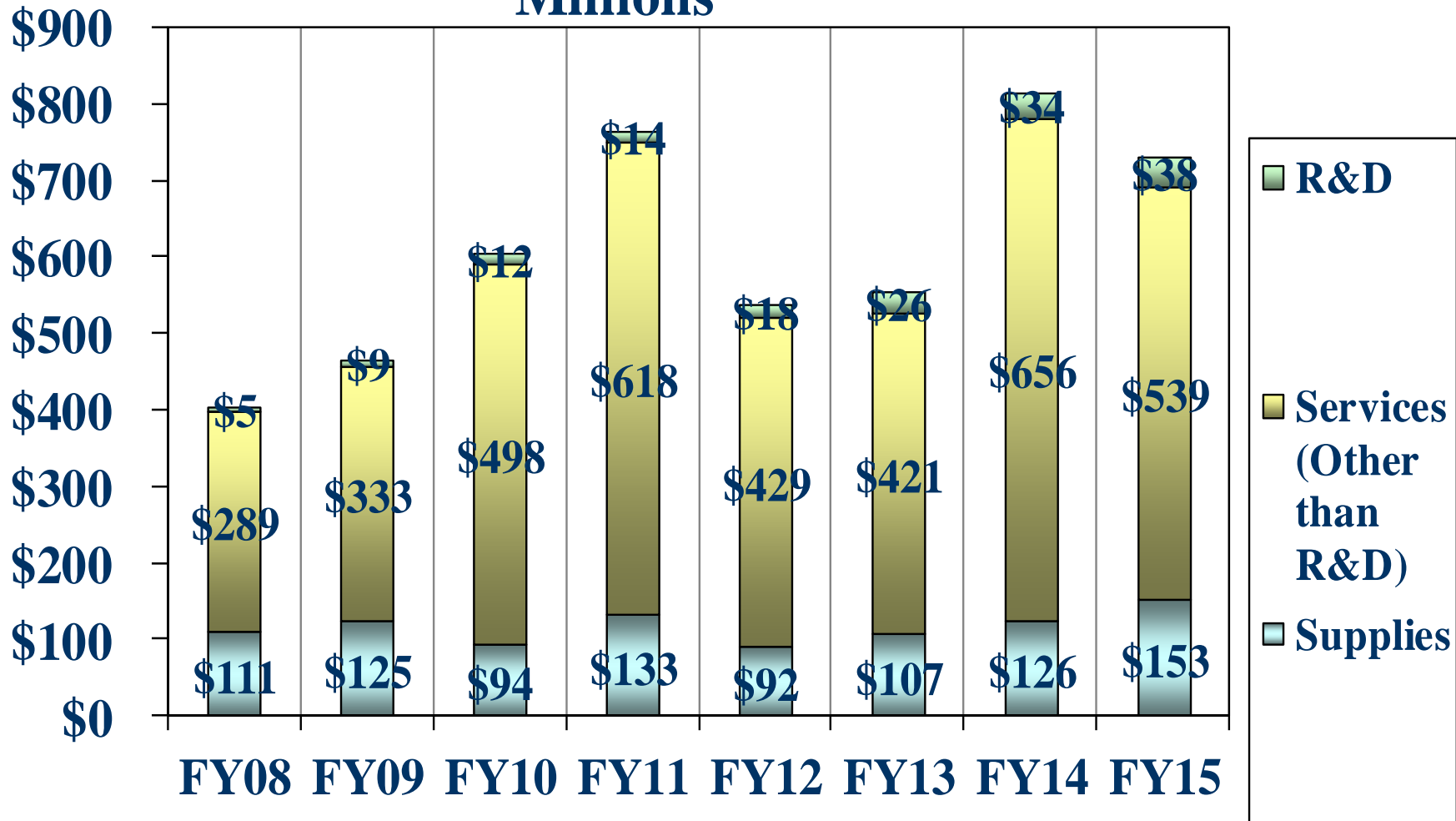


Source: FPDS-NG



What We Buy – NSWCPD

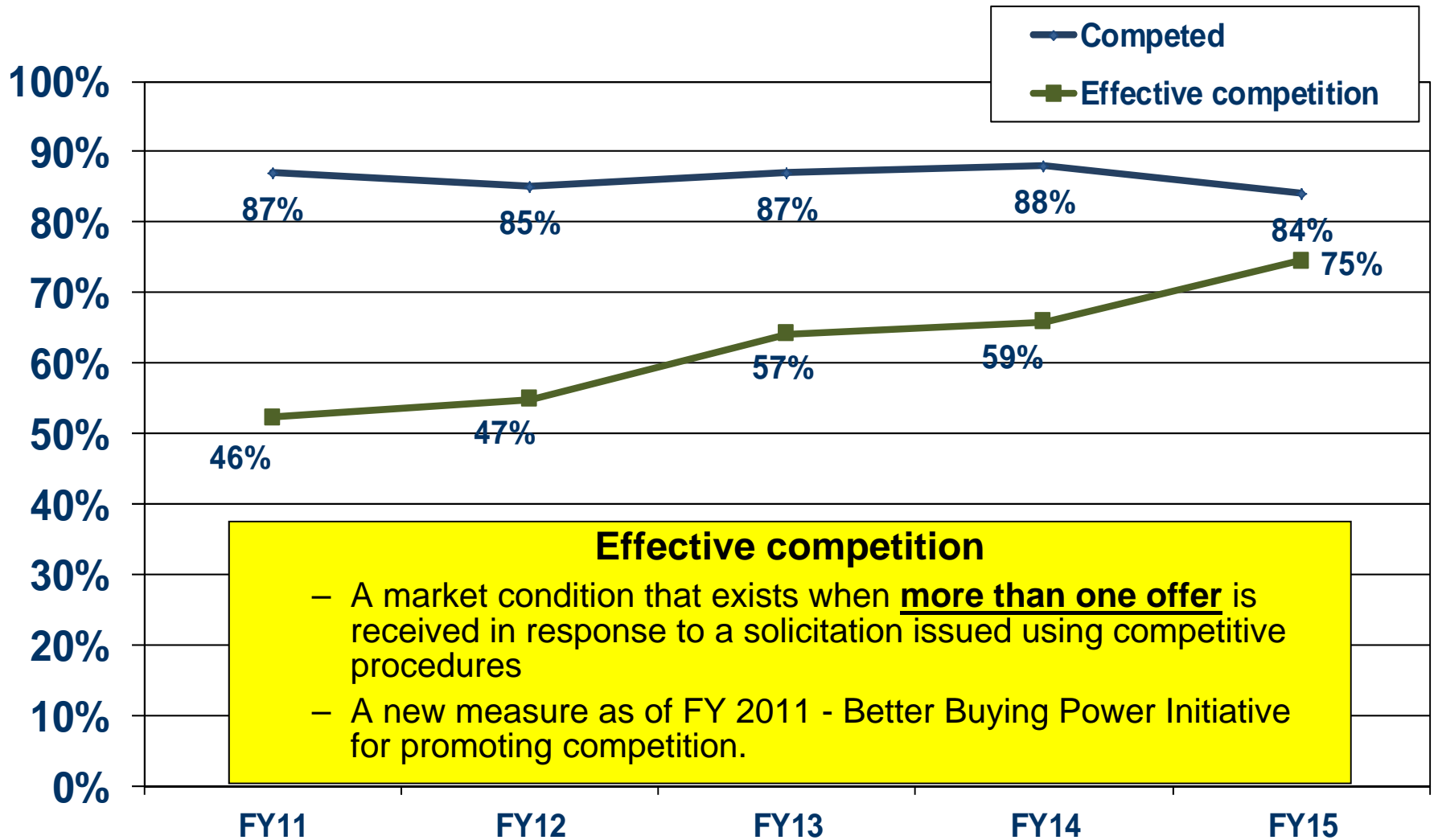
Millions



Source: FPDS-NG



NSWCPD Competition Performance





How To Stay Competitive

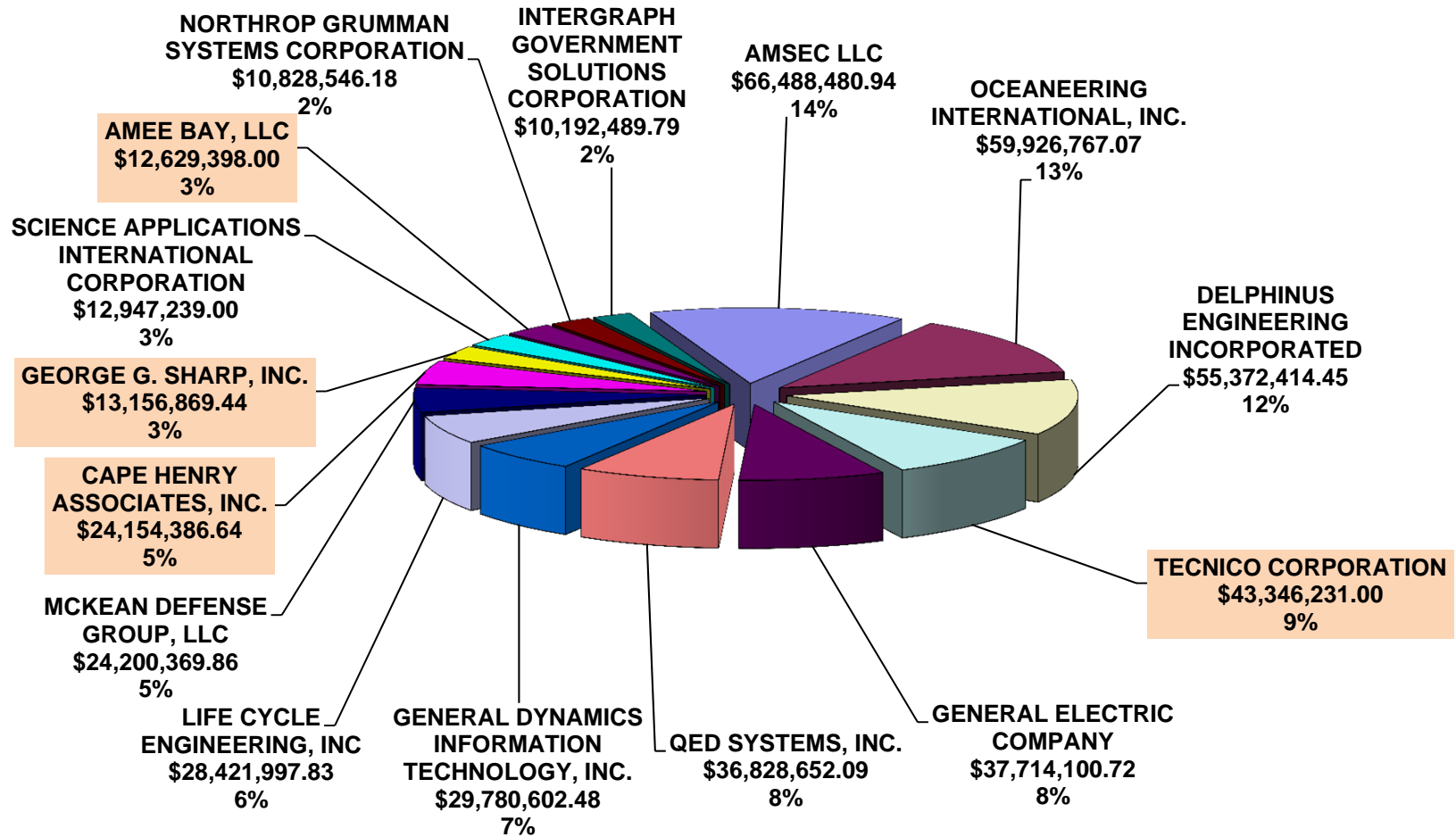
- Innovation in your technical approaches and solutions
 - Technical innovation still counts in best value contracting
 - Be specific and realistic about what you are proposing
- Cost is important in best value procurements
 - Technical approaches need to take that into account
- Your proposal and contract 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%)





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

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



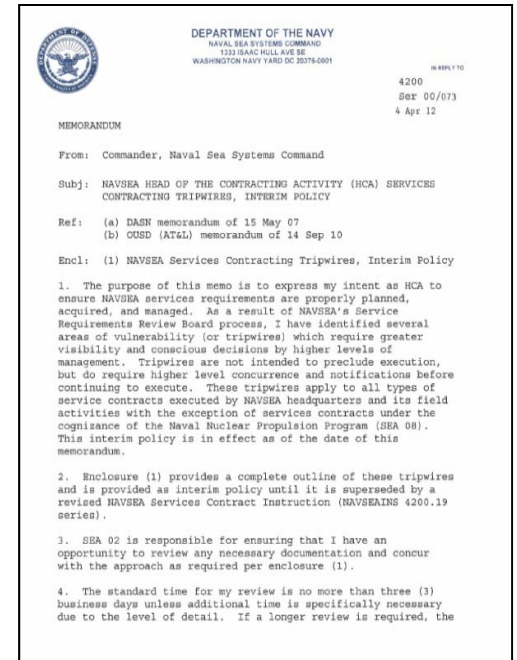
Pre/Post-Award Contracting Oversight: NAVSEA Tripwires

**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
- 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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