



- **Welcome/Kickoff**
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- **Small Business**
  - Matt Burkett
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- **Responses to DRAFT Solicitations (Supply & Services)**
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  - John Pfender – Contracting Officer
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  - Dallas Parsley – Contracting/Agreements Officer

# **NSWC Crane Contracts**

**Kelly Siffin**  
**Chief of the Contracting Office**



WARFARE CENTERS

CRA

# FY20 Contracting, NAVSEA

**NUWC KEYPORT / LOGCEN**  
Keyport, WA and Mechanicsburg, PA  
65 Contracting Employees  
874 Actions – \$226,344,489.68

**NWRMC/Puget Sound NSY**  
Bremerton, WA  
64 Contracting Employees  
1,264 Actions – \$399,824,510.12

**NSWC PORT HUENEME**  
Port Hueneme, CA  
75 Contracting Employees  
1,125 Actions – \$518,716,355.87

**NSWC CORONA**  
Corona, CA  
50 Contracting Employees  
1,160 Actions – \$263,339,004.57

**SWRMC**  
San Diego, CA  
129 Contracting Employees  
3,240 Actions – \$561,483,991.03

**PEARL HARBOR NSY / IMF**  
Pearl Harbor, HI  
51 Contracting Employees  
730 Actions – \$164,129,916.86

**NSWC CARDEROCK**  
W. Bethesda, MD  
74 Contracting Employees  
1,306 Actions – \$289,461,790.78

**NAVSEA HQ**  
Washington Navy Yard, DC  
286 Contracting Employees  
6,162 Actions – \$37,758,586,588.39

**NSWC CRANE**  
Crane, IN  
198 Contracting Employees  
5,175 Actions – \$1,538,951,014.17

**SUPSHIP GULF COAST**  
Pascagoula, MS  
102 Contracting Employees  
886 Actions – \$306,411,650.61

**NSWC PANAMA CITY / NEDU**  
Panama City, FL  
55 Contracting Employees  
1,762 Actions – \$253,720,604.77

**SUPSHIP BATH**  
Bath, ME  
63 Contracting Employees  
732 Actions – \$404,594,877.64

**SUPSHIP GROTON**  
Groton, CT  
78 Contracting Employees  
604 Actions – \$260,728,521.46

**PORTSMOUTH NSY**  
Kittery, ME  
31 Contracting Employees  
1,075 Actions – \$94,861,430.09

**NUWC NEWPORT**  
Newport, RI  
97 Contracting Employees  
2,478 Actions – \$747,080,917.41

**NSWC PHILADELPHIA**  
Philadelphia, PA  
137 Contracting Employees  
4,327 Actions – \$790,698,799.30

**NSWC INDIAN HEAD / EOD TD**  
Indian Head, MD  
82 Contracting Employees  
1,752 Actions – \$537,159,921.53

**SUPSHIP NEWPORT NEWS**  
Newport News, VA  
86 Contracting Employees  
822 Actions – \$312,161,851.21

**NORFOLK NSY**  
Norfolk, VA  
80 Contracting Employees  
1,848 Actions – \$139,181,638.15

**MARMC**  
Norfolk, VA  
139 Contracting Employees  
2,498 Actions – \$824,772,569.20

**NSWC DAHLGREN**  
Dahlgren, VA  
108 Contracting Employees  
8,015 Actions – \$856,881,203.51

**SERMC**  
Mayport, FL  
36 Contracting Employees  
776 Actions – \$209,573,448.01

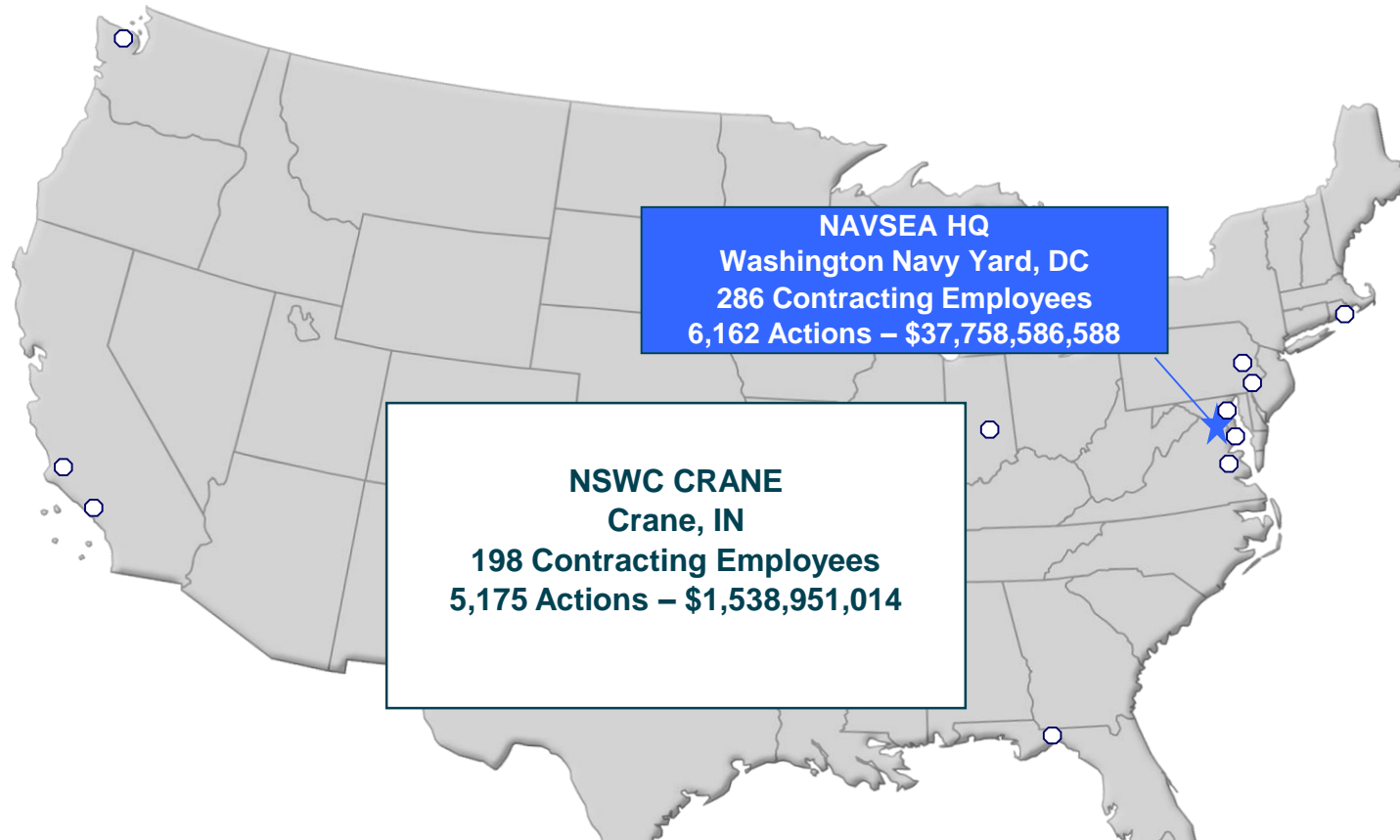
**2,086 People – 48,610 Actions – \$47.459 B**

General Fund:	615	People	9,206	Actions	\$39,042,483,489.31
Working Capital Fund:	941	People	27,973	Actions	\$6,022,354,101.59
Fleet Funds:	530	People	11,431	Actions	\$2,393,827,503.46
Total:	2,086	People	48,610	Actions	\$47,458,665,094.36

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

FPDS Run of  
10/20/2020

# FY20 Contracting, NAVSEA



**2,086 People – 48,610 Actions – \$47.459 B**

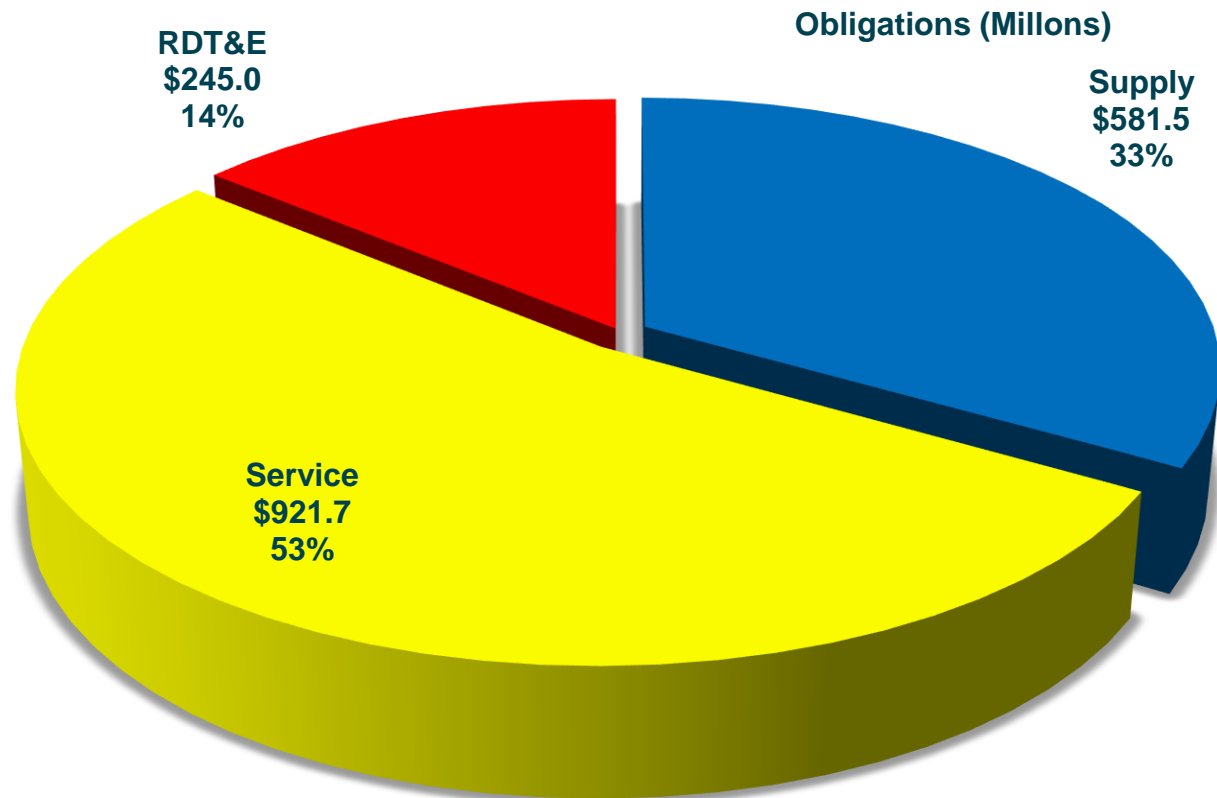
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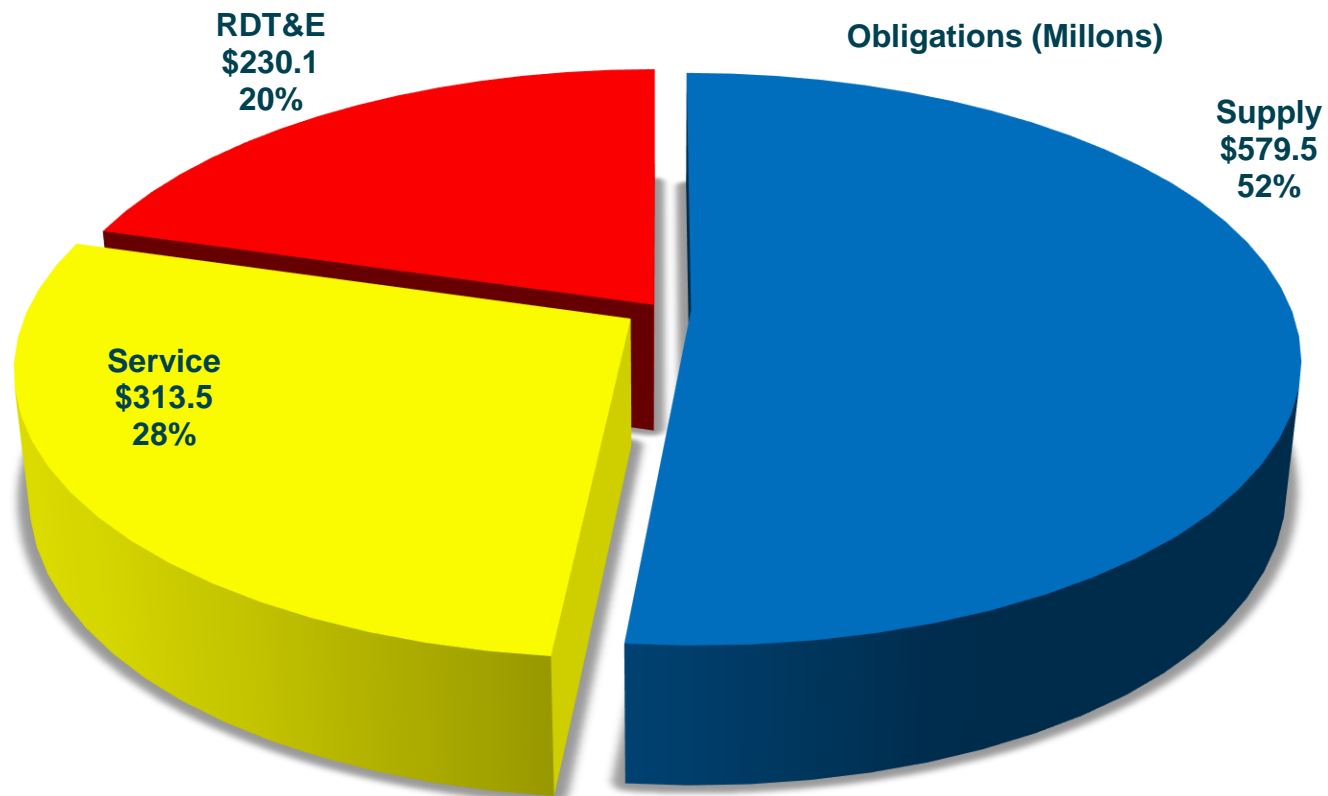


## NSWC Crane Contracts Overview FY20 with PEO



# FY20 Contracting, NSWCR Crane

## NSWC Crane Contracts Overview FY20 w/out PEO



- **NSWC Crane Strategic Direction**
  - 3 Mission Focus Areas will remain
  - On site presence at NSA Crane will remain
  - But the world has changed...
- **Cybersecurity, Artificial Intelligence, Machine Learning**
  - Critical to Success
  - Central to the Work that Crane Performs
- **Services**
  - Local presence – greater flexibility, but may be required
  - Incumbency
- **OTA**
  - 2371b, Prototypes,    2371, Basic research,    2373 Experimental Hardware



# **NSWC Crane Small Business Program**

**Matt Burkett**  
**Deputy for Small Business**

# **Responses to Advance Notices, RFIs & Sources Sought**

## **Responses to DRAFT Solicitations (Supply & Services)**

**Michelle Amos  
Contracting Officer**

- **Competitive Actions:**
  - Responses drive the set aside determinations.
  - **Small Business Capability Information**
    - What tasking can you and your team perform meeting the 51% SB requirement?
    - How heavily will you rely on large business partners?
  - New technology, new approach, solution to a problem
- **Sole Source Actions: Overcoming Sole Source Rationale**
  - Government needs more than general capability statements.
  - Provide specifics as to why your company should be allowed to participate
- **Ask questions and provide comments relating to the draft Specifications, Drawings, SOW, and LOE**
  - Will not count toward the page limit for capability statement.
  - Government will consider responses while preparing the RFP.
    - Do NOT wait until the RFP is issued to ask questions or raise concerns about the requirements documents.
  - What are the barriers that will keep your company from submitting a proposal?

- Ask questions and provide comments relating to the draft RFP and all attachments provided.
  - If issued with initial market research, will not count as part of the page limit for capability statements.
  - Do NOT wait until the formal RFP is issued to ask questions or raise concerns about the requirements documents.
- Provide input on CLIN structure, contract type, evaluation criteria, concerns relating to acquisition strategy, and commercial practices.
  - What will make execution easier for both parties?
  - What has worked well in the past for similar efforts?
- Help us help you make the process and execution successful together.

# **SeaPort Services Proposal Preparation**

**Matt Summers  
Contracting Officer**

# SeaPort Services – Proposal Preparation

## READ THE SOLICITATION

### Section I

- 52.222-2 Payment for Overtime Premiums  
Fill-in should only identify the premium pay portion (not base + premium) of the direct labor cost

### Section J

- Cost Summary Formats  
See the instructions – Do not add a lot of additional formulas or change the cost summary spreadsheet.  
Also note that Section L includes, “All proposed costs/prices shall be in whole dollars.”

### Section L

- Electronic Submission  
Do not wait till the very last hours to submit an electronic proposal. Failure to submit a complete proposal prior to the solicitation closing date and time may render the proposal late and unacceptable.
- Level of Effort/Labor Mix Narrative
  - The Government may or may NOT allow proposed deviations to the number of hours identified in Section B. For example, an RFP may allow additional hours to be proposed for program management and/or administrative support dependent upon the Offerors management structure may not be included in the LOE provided. In this scenario, the Offeror must ensure any hours planned to be direct charged to the Task order required for management and required general status reporting be included in the LOE proposed IAW the Offerors approved accounting system.



# SeaPort Services – Proposal Preparation

## READ THE SOLICITATION

### Section L (continued)

- Cost Realism Analysis

The process of independently reviewing and evaluating specific elements of each offeror's proposed cost estimate to determine whether the estimated proposed cost elements are realistic for the work to be performed; reflect a clear understanding of the requirements; and are consistent with the unique methods of performance and materials described in the offeror's technical proposal.

- Additional Required Information

Each Offeror, and its subcontractors proposing a cost type contract, shall provide substantiation for the following information to be considered for award:

- Uncompensated Overtime Supporting Documentation

- Ensure all elements requested are included with the proposal (Copy of UCOT policy and the degree to which UCOT is intended to be used throughout performance, Clearly identified with an explanation for its need, Fill-in the applicable LOA clause (H-216-H002), and Historical data to support the proposed UCOT by business unit.)

- Escalation – Read Instructions for what supporting documentation to Government expects to see to support proposed rates (i.e. company specific historical data, etc.)

- Indirect Rate Supporting Documentation

- If historical rate data trends upward and a rate is proposed that is inconsistent with the most recent highest year – unless an FPRA/FPRR exists to account for this difference – substantial substantiating narrative is required to support the proposed rate(s)
  - Show the math--Inputs to current rates (pools and bases)→Projections for inputs for rates being proposed with assumptions
- If an Offeror, or any of its Subcontractors, proposes to cap any of its indirect rates, it shall identify each capped rate and shall propose a legally binding and enforceable clause, which shall be included in the resultant task order award. Any proposed clause shall include a process for verification by the Government.

# SeaPort Services – Proposal Preparation

## READ THE SOLICITATION

### Section L (continued)

- Other Direct Costs (ODCs) – includes travel and materials incidental to the performance of the service
  - Specifically read and review the instructions and SOW - ODC estimates may not include direct costs for Contractor facility requirements, hazard pay, shift premiums, and other such items detailed in the SOW or otherwise required to perform the tasking.
    - The Government considers facility costs indirect; however, if the Offeror proposes to direct charge facility costs, the Offeror shall propose such cost separately from ODC, provide rationale and benefit to the Government for direct charging such cost, and explain how the direct cost will be properly allocated to this requirement.
- Subcontracts
  - Offerors are advised that if a subcontractor is proposed using a T&M or FFP subcontract arrangement, the proposed fixed rates will be incorporated into the resultant Task Order upon award.
  - The Government expects to see a detailed description of the tasking to be performed for the FFP subcontract amount being proposed.
    - Ex. Building XXXXX security desk coverage 5 business days a week (less federal holidays) from the hours of 0600-1800 (SOW paragraph 3.X.X)
  - A Time & Material (T&M) contract arrangement is the least preferred type. The Government expects to only see this type arrangement when the proposed subcontractor does not have an approved accounting system and is not performing a substantial portion of the tasking

# **Supplies Proposal Preparation**

**John Pfender  
Contracting Officer**

## READ THE SOLICITATION

- Ask questions as early as possible in the acquisition process.
- Communicate with the contract specialist/PCO any perceived or actual barriers that will/may prevent your firm's submission of a competitive proposal.
- Address all requirements with convincing details, test data, drawings/designs. Provide convincing evidence with proof your proposal meets or exceeds (when specified in RFP) Government's requirements.
- Do not make ambiguous or contradictory statements in your proposal that forces the Government to doubt the veracity of a proposals claim to meet a requirement(s).
- Provide relevant and recent (per the RFP definition of recent) Past Performance data and provide background on any relevant and recent data with issues (late delivery, non-conforming supply, etc.)

### READ THE SOLICITATION

- Provide cost data in format specified in the RFP. The Government contracting personnel have to compose documentation that requires costs be broken into a cost element table. Providing the data in that table saves valuable evaluation time.
- Provide actuals of previous builds for Crane or other customers. If build is of similar item provide data with explanation of relevant differences and how those differences will impact cost to build the required items in the RFP.
- Provide basis of estimate (historical, engineering estimate, etc.) for
  - Materials (kinds and quantities), yield/scrap rates
  - Labor mix & hours
- How were the proposed materials sourced (competitive, etc.)?
- Provide Bill of Materials.

# Strategic & Spectrum Advanced Resilient Trusted Systems (S<sup>2</sup>MARTS) OTA

**Dallas Parsley**  
**Contracting/Agreements Officer**



- Other Transaction Authority Defined
  - Not CRADA
  - Not Grant
  - Not FAR-based
  - Not Cooperative Agreement
- Created to give DoD the flexibility to adopt and incorporate business practices that reflect commercial industry standards and best practices
- Three types of OTA
  1. Research
  2. Prototype
  3. Production
- More information about OTAs can be found in the *Other Transactions Guide, Version 1.0* from the Office of the Under Secretary of Defense for Acquisition & Sustainment dated November 2018.

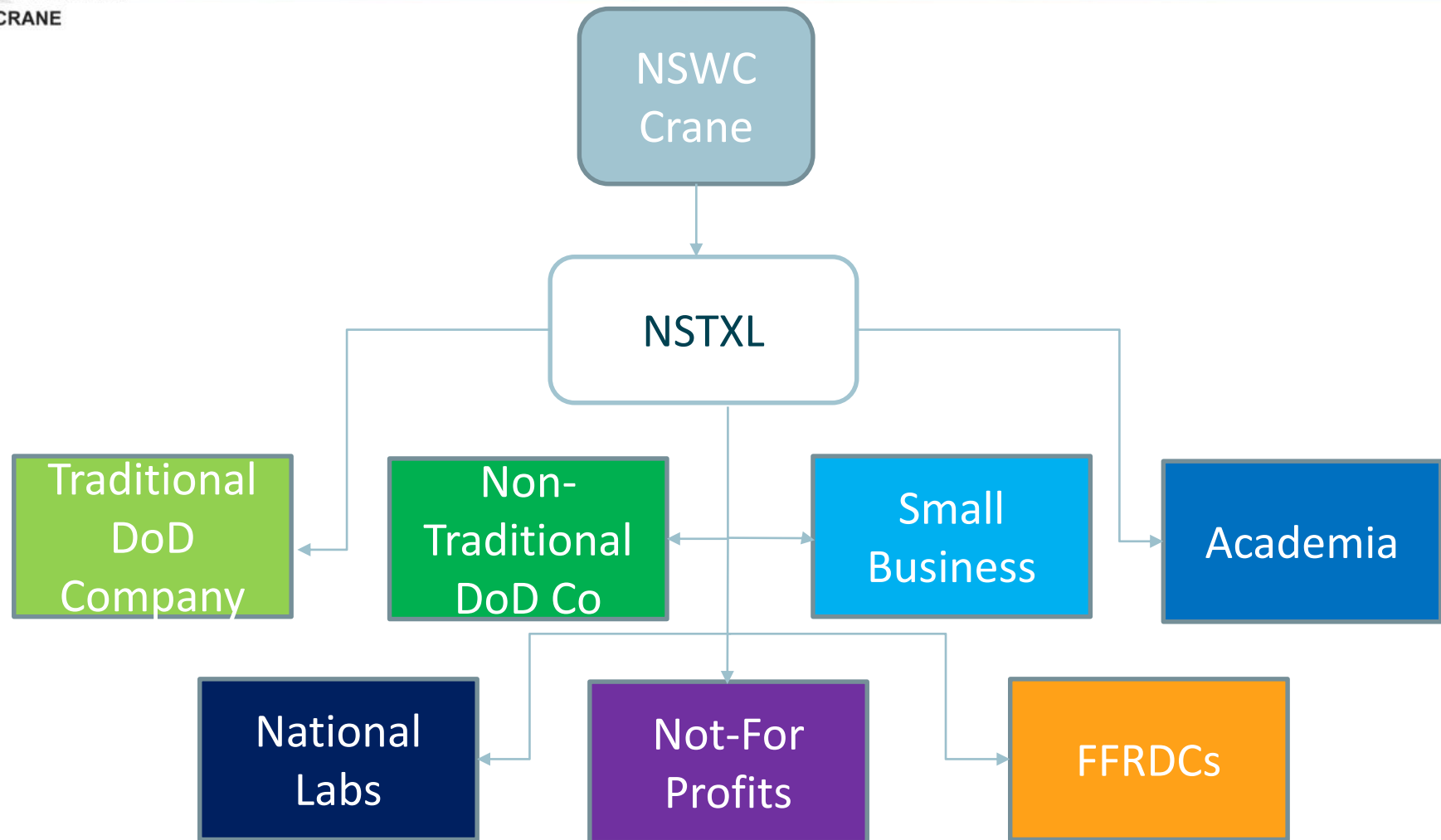
- Keeping Pace with Technology – Leverage commercial industry investment in technology development.
- Speed of Acquisition – Potential for decreased acquisition time to award OTA agreements
- Diversification of Sources - Allow for increased competition and entrance of non-traditional DoD entities not typically considered in FAR-based contracts.
- Collaboration & Partnering – Seek flexible and collaborative relationships

# Warfare Center (WC) Strategic OTA Approach

- Ensure coverage & access for WC critical technology areas
- Prevent proliferation of numerous OTAs
  - Align to mission areas
  - Limit burden to small vendors, no need to join several consortia

<b>NSWC Crane</b>	<b>Strategic &amp; Spectrum Missions</b>
➤ Base Agreement Awarded and Projects Awarded	
<b>NUWC Newport</b>	<b>Undersea Technology Innovations</b>
➤ Base Agreement Awarded and Projects Awarded	
<b>NSWC Dahlgren</b>	<b>Surface Technology &amp; Innovation</b>
➤ Base Agreement Awarded and Projects Awarded	
<b>NSWC Panama City</b>	<b>Expeditionary Warfare Environment (EXW)</b>
➤ Base Agreement Awarded and Projects Awarded	

- S<sup>2</sup>MARTS (Pronounced “Smarts”) is the Strategic & Spectrum Missions Advanced Resilient Trusted Systems OTA
- NSWC Crane established a consortium-model OTA
  - Through competitive process, NSTXL was selected as Consortium Manager (CM) in February 2019.
- Utilizing 10 USC 2371b Prototype Authority
  - Allows Government to acquire prototype capabilities and transition them to Production OTs
  - Must meet 1 of following:
    - Non-Traditional Contractor (NDC) participating to a significant extent,
    - 1/3 Cost sharing by traditional contractor, or
    - Determination from Senior Procurement Executive.
- Prototype Defined:
  - Prototype may be physical, virtual, or conceptual in nature
  - May include model, proof of concept, design, development, process improvement, etc.
- NDC Defined:
  - Has not performed for 1-year preceding solicitation a contract subject to full CAS coverage



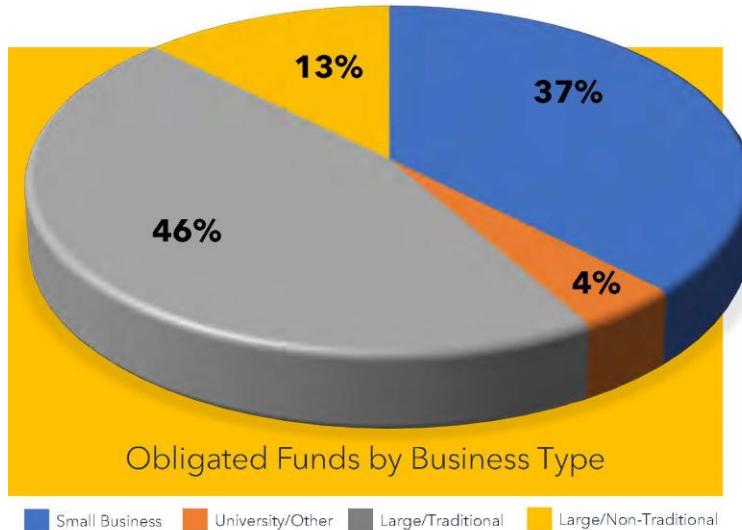
- The Base OT Agreement was established with NSTXL performing as the CM.
- NSTXL as CM established a consortium and performs consortium administration and management
- Consortium members compete directly for prototype projects which are evaluated and awarded by NSWC Crane based on the prevailing proposal submission.
- The CM is responsible for the overall consortium management, including technical, programmatic, reporting, financial, and administrative matters.
- CM acts as technology scout and holds marketing and outreach events on behalf of the Government



1. Verification and Validation
2. Machine Learning
3. Multispectral Sensing
4. Design Assurance
5. Field Programmable Gate Arrays
6. Enhanced Fabrication
7. Radiation Hardened Microelectronics
8. Outreach and Standards
9. Magnetic Random Access Memory
10. Materials and Processes
11. Manufacturing Technology
12. Modeling and Simulation
13. Radio Frequency (RF) and Optoelectronic
14. New Microelectronics Development, Demonstration, and Capability Insertion
15. Commercial-off-the-shelf programmable integrated circuit co-development
16. Microelectronics Obsolescence and Replacement
17. Radiation Hardened by Process/Radiation Hardened by Design
18. Microelectronics and Electronic Warfare focused Workforce Development
19. Strategic Missions hardware related to nuclear deterrence, anti-tamper; cyber hardware security; ballistic missile launcher, fire control, navigation, guidance, and ballistic missile hardware; model based systems engineering; hypersonics models, simulation and prototypes; underwater launch models, and design enhancements
20. Spectrum Warfare Technologies related to cognitive/adaptive, distributed/networked multispectral sensors, high power RF, spectral agility, low probability of intercept communications, RF and infrared countermeasures, and coherent RF transmission.
21. Spectrum Warfare Technologies related to advanced and custom optics, advanced threat assessment and exploitation efforts.

- S<sup>2</sup>MARTS Current Prototype Project Openings
  - Details Available at <https://S2MARTS.org>
    1. sUAS Advanced Technique Development for UAS Signal of Interest
    2. 5G Command Post Survivability and Mobility (CPSM)
    3. 5G Vehicular Mobility Project (VMP)
    4. Hypersonics Advanced Manufacturing Test Capability (HMTC)
    5. Strategic Network Centric Command and Control (SCN2)

## END OF **APRIL 2021**



### TOTAL FUNDS OBLIGATED

**\$388,506,389**

### PROJECT BREAKDOWN

**30 Projects Released**

15 Projects Awarded to Multiple Performers  
 10 Projects Pending Award/Evals  
 2 Projects in RFS  
 3 Projects in Coming Soon

## UPCOMING ACTIONS FOR MAY

### RFS Closing:

- 2109 | FSL | Closes on 5/10

### Transitions and Mods:

- 1906 (Qorvo) | Milestone Shift
- 2001 (Strategic Analysis) | Milestone Shift
- 1901 (KSM) | Extension and Phase 2.5
- 1905 (USC) | Shift -In Process

### Anticipated Awards:

- 2004B | REPSMAC
- 2008 | AMTP
- 2010C | P-HITL
- 2012A | XM215

