NUWC DIVISION, KEYPORT

Doing Business With NUWC Keyport
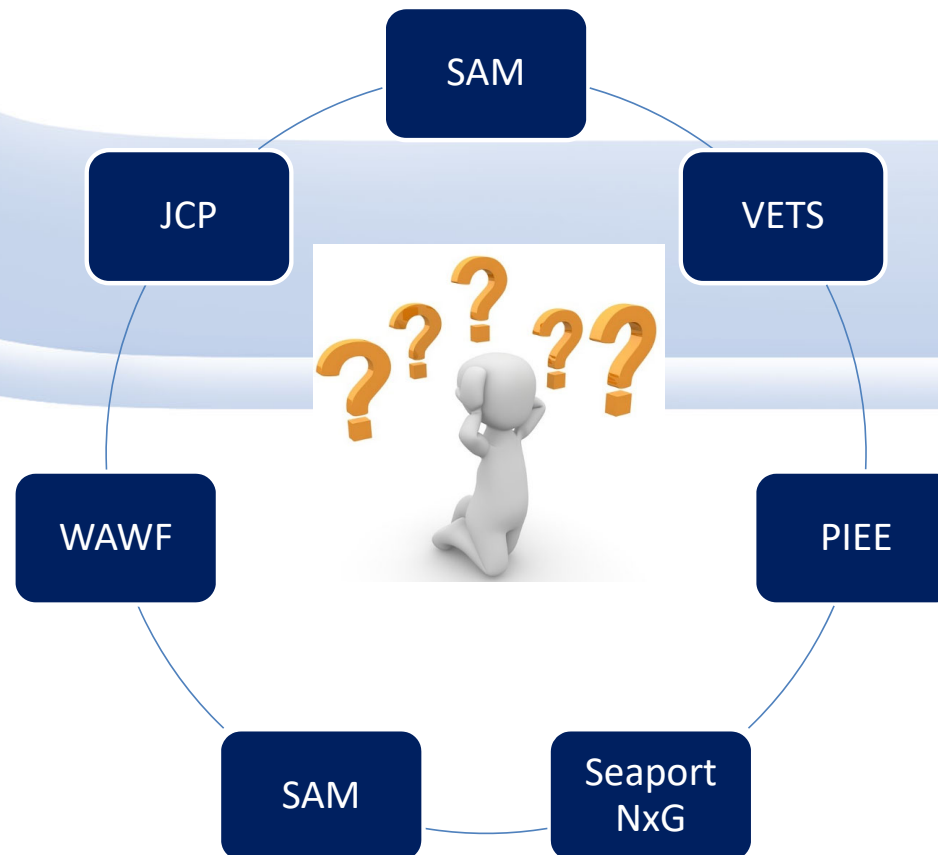
Ms. Erin Malinski

INDUSTRY DAY 14 MAR 2023

NAVSEA WARFARE CENTERS Keyport

Where to Start

Opportunities

❖**SAM - https://SAM.gov**
- Annual Forecast of Acquisitions
- Transitioning the Federal Procurement Data System – Next Generation (FPDS-NG) to BETA.SAM
- Contracting Opportunities – Federal Business Opportunities (FBO) transitioned

❖**Solutions for Enterprise-Wide Procurement (SEWP) – www.sewp.nasa.gov**
- Information and Communication Technology and Audio/Visual Solutions
- 140+ Contract Holders and 110 Small Businesses
- Partnering opportunities - https://www.sewp.nasa.gov/sewp5public/contractholders#/programmanagers

❖**Seaport NxG – https://www.seaport.navy.mil**
- Awarded December 2018/Replaced Seaport-e
- Support services in 23 functional areas including Engineering, Financial Management, and Program Management
- Rolling Admissions is scheduled for January 2021 with a projected award date of June 2021

❖**GSA eBuy – https://www.ebuy.gsa.gov**

Get Ready!

❖**System for Award Management (SAM) - https://www.sam.gov**
- Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS
- Register and active account
- Make sure reps and certs updated

❖**Dynamic Small Business Search (DSBS) - https://web.sba.gov/pro-net/search/dsp_dsbs.cfm**

❖ **Joint Certification Program (JCP) - https://www.dla.mil/HQ/LogisticsOperations/Services/JCP**
- Arms Export Control Data
- ONLY available to vendors/contractors appointed Data Custodians that are registered with Defense Logistics Information Service (DLIS)

❖**Veterans' Employment and Training Service (VETS) 4214 Report - https://www/dol/gov/agencies/vets/programs/vets4212**
- Reporting information on the number of employees and new hires during the reporting period who are protected veterans
- VETS-4212 Report is due on September 30 annually

Time to Submit a Proposal/Quote

❖ Contracting rules (Federal Acquisition Regulation (FAR) and Defense FAR Supplement (DFARS))

❖ Understand Small Business Set-Aside Requirements and differences for procurements under $250,000 and over $250,000

❖ Buy American Act and Trade Agreements

❖ Questions and clarifications

❖ Review and complete the RFP/RFQ document in its entirety

❖ Inspection and Acceptance: Be aware of the constructive acceptance timeframe stated in the RFP/RFQ document and understand what it means.

❖ Do NOT add your own company terms and conditions

❖ Submit RFP/RFQ on time

Time to Submit a Proposal/Quote (continued)

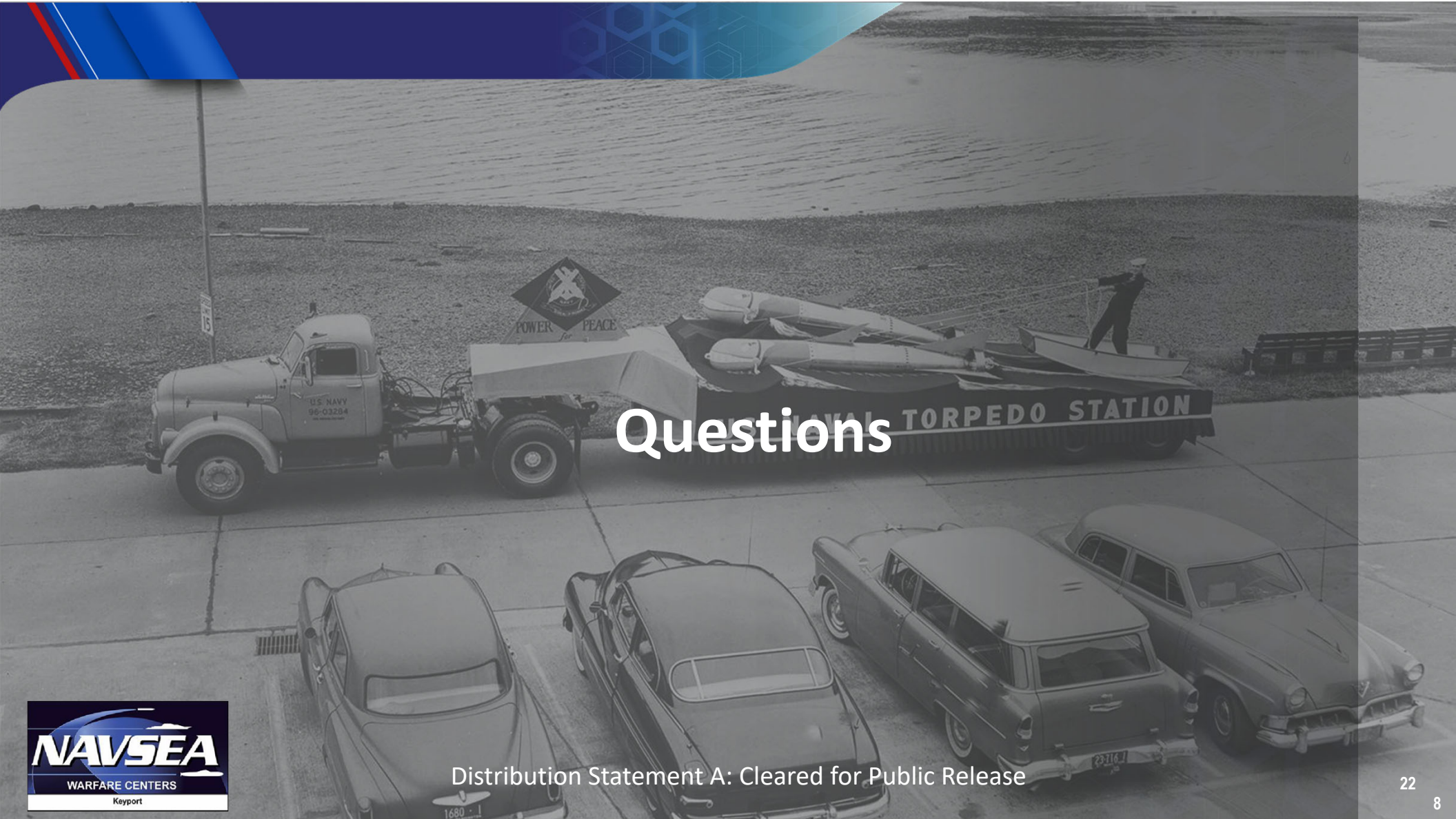❖**Quick Note for some Information Technology (IT) type requirements**:

•Interested in quoting HP items: Note that HP reseller channels are unacceptable. Companies interested in quoting HP items must be an authorized dealer or reseller for HP as of the date of the submission of their offer/quote. Proof of certification is required with quote submission. Only authentic OEM equipment and support services sourced from authorized OEM channels are acceptable.

•Interested in quoting Cisco items: Note that offerors/quoters must be a Cisco Gold, Silver, or Premier Level Certified Partner Manufacturer Authorized Channel Partner as of the date of the submission of their offer/quote. Proof of certification level is required with quote submission. Only authentic OEM equipment and support services sourced from authorized OEM channels are acceptable.

Receipt of Purchase Order/Contract

❖ Carefully review and confirm receipt of Purchase Order/Contract.

❖ Technical discussions can occur with applicable technical point of contact. However, technical personnel are not authorized to negotiate any changes to the existing specifications/scope of Purchase Order/Contract or to authorize any delivery date changes.

❖ Be mindful of required delivery date(s) and notify the contracting officer as soon as possible if delivery will be delayed.

❖ Inspection/Acceptance Process: Many items undergo a detailed Inspection. Items that do not meet the specified requirements undergo a Vendor Discrepancy Report (VDR). When this happens, the vendor is notified of the discrepancy and any invoices submitted may be rejected.

❖ Item is delivered, inspected, and accepted. Thirty days after acceptance or receipt of a proper invoice (whichever is later), vendor gets paid.

❖ Procurement Integrated Enterprise Environment (PIEE) **https://wawf.eb.mil/piee-landing**
- Supports the end-to-end Procure-to-Pay (P2P) business process
- Need to register
- Hosts Wide Area Workflow (WAWF) and myInvoice

Questions