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# NUWC DIVISION, KEYPORT

Doing Business With NUWC Keyport

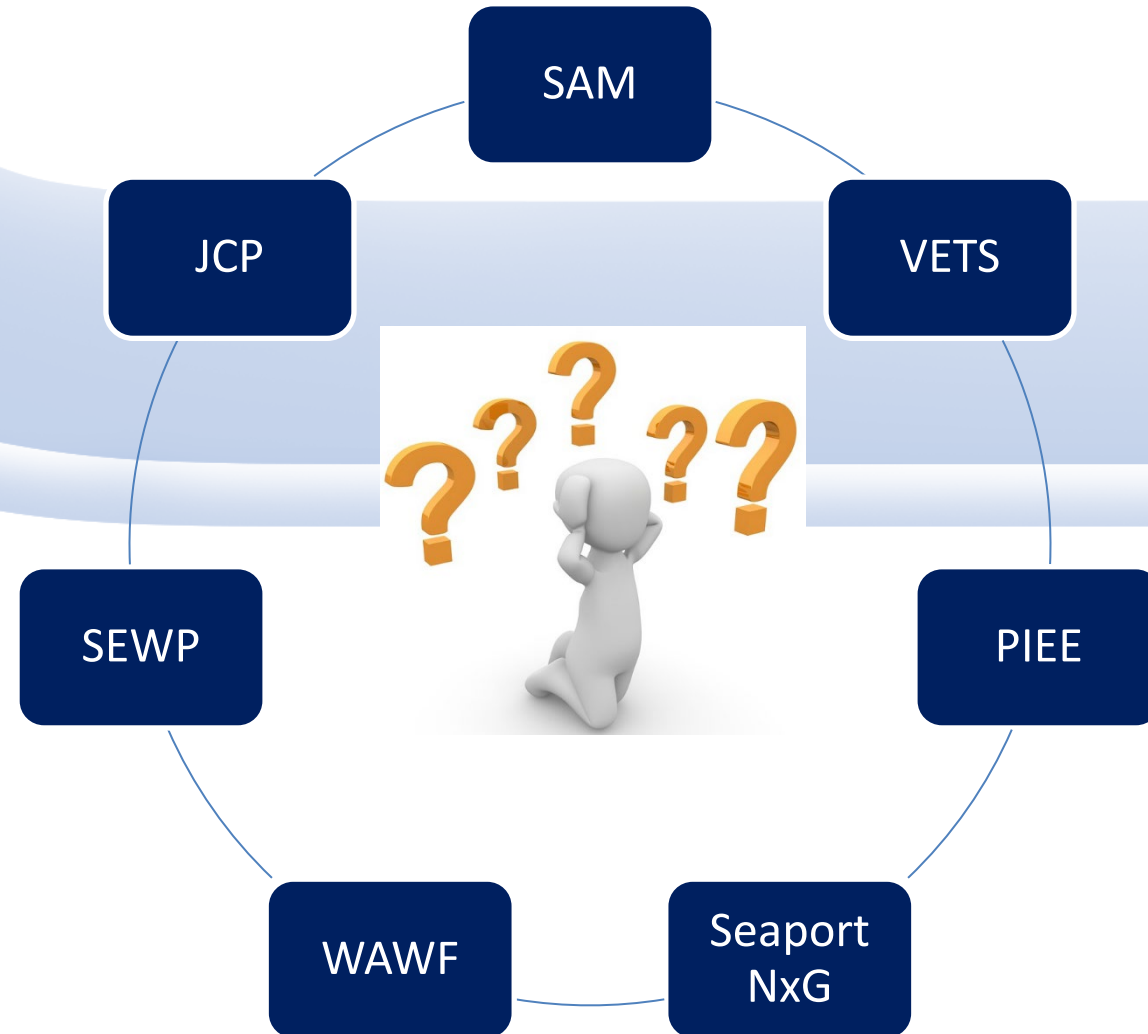
Ms. AMY CONSTANT

INDUSTRY DAY 06 AUG 2025



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# Where to Start



# Opportunities

## ❖ System for Award Management (SAM) - <https://SAM.gov>

- Annual Forecast of Acquisitions (SeaPort-NxG Service Task Order Forecast posted 31 JUL 2025)
- Federal Procurement Data System – Next Generation (FPDS-NG)
- Contracting Opportunities

## ❖ Seaport NxG – <https://www.seaport.navy.mil>

- Awarded December 2018
- Support services in 23 functional areas
  - 12 engineering services categories, to include software engineering, development, programming and network support; measurement facilities, range and instrumentation support; research and development; and modeling, simulation, stimulation and analysis support)
  - 11 program management services categories, to include financial analysis and budget support; quality assurance; professional development and training support; and logistics.
- Rolling Admissions II RFP released April 2024; awarded January 2025

## ❖ Solutions for Enterprise-Wide Procurement (SEWP) – [www.sewp.nasa.gov](http://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>

## ❖ 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

## ❖ 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) 4212 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

# Sources Sought / Request for Information (RFI)

## ❖ Market research tools use to:

- Identify interested vendors (small and socio-economic businesses)
- Determine capabilities of vendors
- Gain understanding of industry capacity to support requirement
- Determine if commercial or non-developmental items are available to meet the Governments needs
- Request feedback on government requirements
- Seek solution to government identified problem
- Receive any other information that will assist the government in developing its acquisition strategy and requirement

## ❖ Why you should respond:

- Assists the government in forming its strategy and requirement (i.e., your responses are used to support set-aside decisions and develop requirements that industry can support)
- Be identified as a potential source for the requirement
- Opportunity to share industry knowledge and expertise
- Familiarizes your company with upcoming government requirements

**Responding to Sources Sought / RFIs makes for a better requirement and request for proposal**



# 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 proposal 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



# Upcoming Events

## **NUWC Division Keyport Industry Engagement (Hybrid; Poulsbo WA and MS Teams)**

- August 27, 2025 – Wednesday with the Deputy for Small Business
- September 24, 2025 – Wednesday with the Deputy for Small Business
- October 29, 2025 – Wednesday with the Deputy for Small Business
- November 20, 2025 – Wednesday with the Deputy for Small Business
- December 17, 2025 – Wednesday with the Deputy for Small Business

## **NSWC Corona Industry Day (Corona CA)**

- August 12, 2025

## **Navy Gold Coast (San Diego CA)**

- August 18 – 21, 2025

## **Armed Forces Communications and Electronics Association (AFCEA) West 2026 (San Diego CA)**

- February 10 - 12, 2026

## **Alliance Northwest (Tacoma WA)**

- March 26, 2026

# Keyport Small Business Point of Contact

NUWC Division, Keyport (N00253)

David Walz

Email: [david.e.walz.civ@us.navy.mil](mailto:david.e.walz.civ@us.navy.mil)

Phone: (360) 315-6791

Small Business Search - <https://search.certifications.sba.gov/>

# Doing Business with the Navy in the Puget Sound Area

## Points of Contact

Puget Sound Naval Shipyard and Intermediate Maintenance Facility (N4523A)

Ashley Jackson

Email: [Ashley.n.jackson115.civ@us.navy.mil](mailto:Ashley.n.jackson115.civ@us.navy.mil)

NAVSUP - Fleet Logistics Center Puget Sound (N00406) - Small Business Program

Juliet Roskie

Email: [Juliet.r.roske.civ@us.navy.mil](mailto:Juliet.r.roske.civ@us.navy.mil)

NAVFAC Northwest (N44255) - Small Business Program

James (Jim) Niles

Email: [james.m.niles4.civ@us.navy.mil](mailto:james.m.niles4.civ@us.navy.mil); Phone: (360) 396-0038

NW Tech Bridge

David Kowalick

Email: [info@nwtechbridge.org](mailto:info@nwtechbridge.org); Phone: (425) 559-3580

Manufacturing Extension Partnership (MEP) Impact Washington:

Kelley Sowards

Email: [info@impactwashington.org](mailto:info@impactwashington.org); Phone: (425) 287-6808



