

**Procurement Technical Assistance Centers  
provide no-cost assistance to help firms succeed in government contracting.**

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PTACs are funded in part through a cooperative agreement with Defense Logistics Agency





# Contracting Overview

Ms. Carrie Lawson

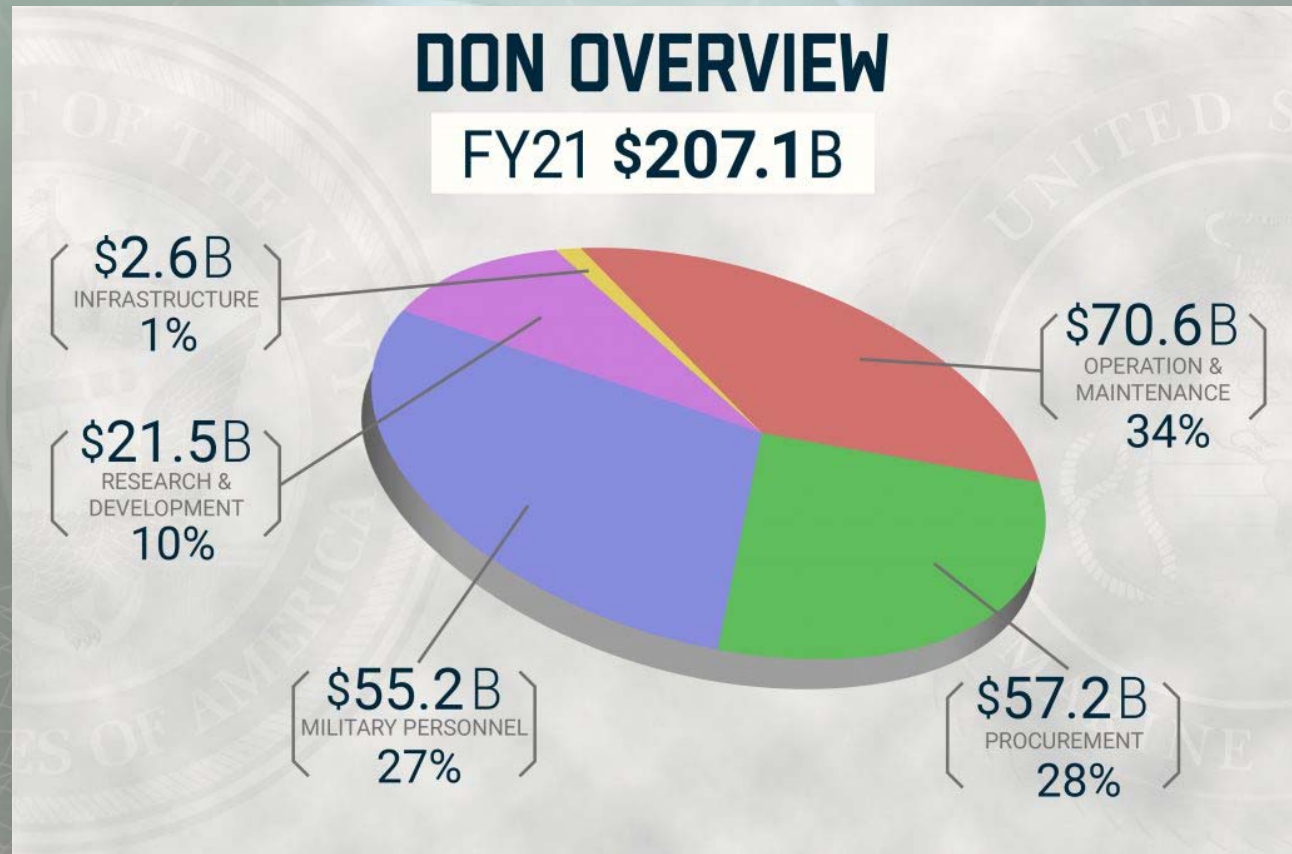


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# Department of Navy FY21 Budget Request

## Key Points:

- Flat growth
- Deployable battle force increase by FY21 end – from 293 to 306
- Operations & Maintenance \$2.6B higher than FY20
- \$4.5B and \$5.1B decreases in infrastructure and weapons procurement



Source: Navy Live at navy.mil

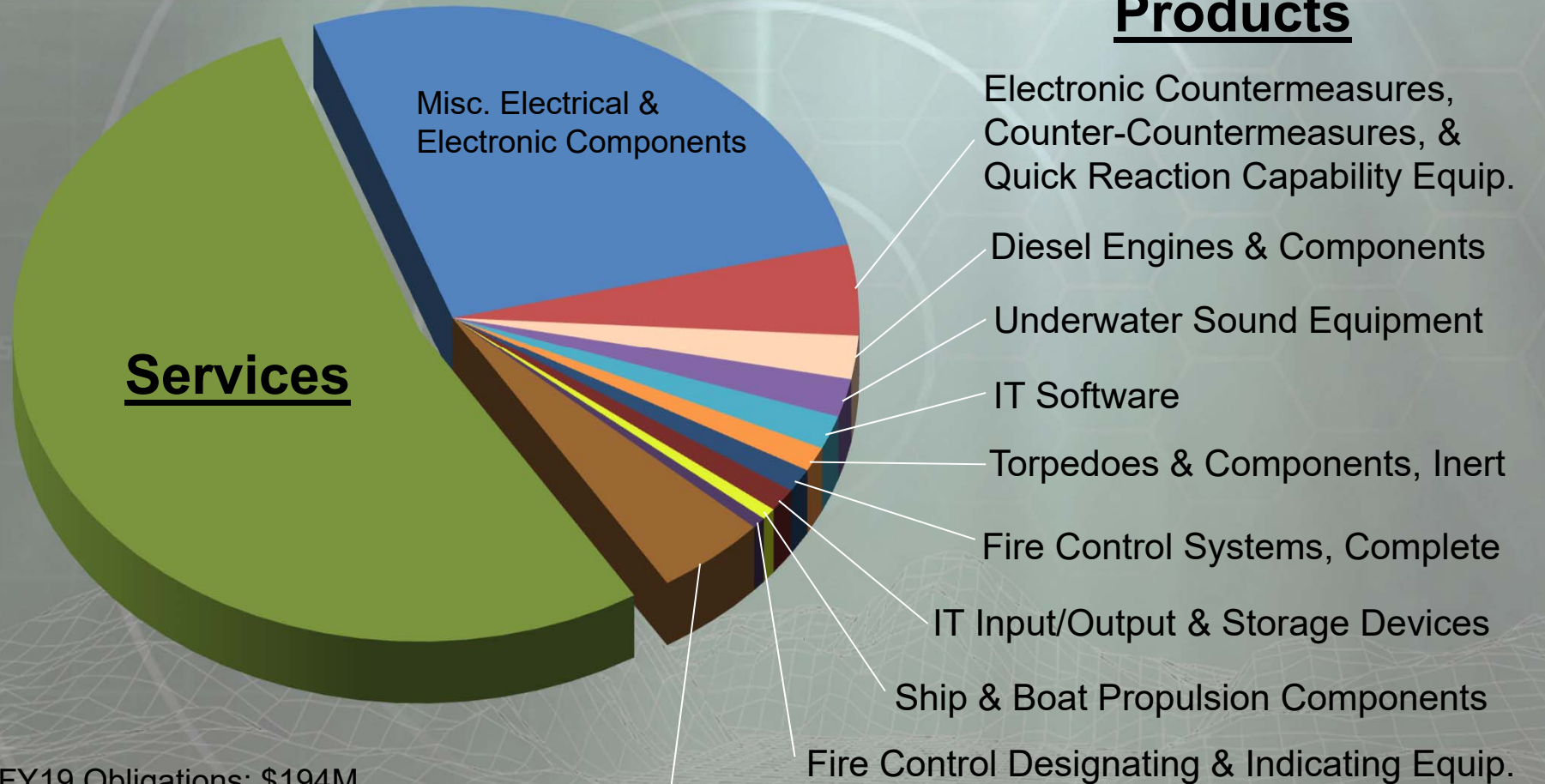
# NUWC Keyport - What We Buy

## Services

- Technology development
- Data collection, entry and admin support
- Technical writing and graphics
- Software development and maintenance
- Systems development
- Systems maintenance and installations
- Industrial trades
- Range craft operations and maintenance
- Hazardous waste management
- Hazardous waste disposal
- Personnel development and training
- Facilities maintenance
- Transportation
- Communications

Category	% Of Services	% Of Contracts
Engineering and Technical Support	57.37%	30.57%
Maintenance/Repair/Rebuild Of Equipment- Weapons	9.42%	5.02%
R&D- Applied Research/Exploratory Development, Advanced Development, and Engineering Development	7.16%	3.82%
IT And Telecommunications Systems Analysis	6.54%	3.48%
Housekeeping- Warehousing/Storage	5.96%	3.18%
Logistics Support	4.91%	2.62%
Professional and Administrative Support	4.84%	2.58%
Photo/Map/Print/Publication- Arts/Graphics	0.61%	0.33%
Salvage	0.53%	0.28%
Modification Of Equipment- Fire Control Equipment	0.41%	0.22%
Maintenance/Repair/Rebuild Of Equipment- Measuring Tools	0.29%	0.15%
IT Telecommunications And Transmission	0.26%	0.14%
Environmental Remediation	0.19%	0.10%
Maintenance/Repair/Rebuild Of Ship And Marine Equipment	0.17%	0.09%
Other Services	1.34%	0.70%

# NUWC Keyport FY20 Forecast



FY19 Obligations: \$194M  
 FY20 Obligations: \$241M (projected)  
 FY21 Obligations: \$284M (projected)

Other Products (furniture, measuring & testing equip, batteries, IT components, communication equip, navigational instruments, industrial equip, lab equip, electrical generators, comp. & liquefied gases, etc.)

# Systems and Structure Changes

2020

DoD to further leverage IT to conduct business more efficiently and increase visibility

Integrated Acquisition Environment -

Continued consolidation of applications into cloud based beta.SAM.gov. FY20-FY22 legacy applications transitioned to beta.SAM.gov

Over a dozen DoD contract writing systems with outdated technology

Next Gen Contracting Writing System (ePS) Navy migration timeline FY2020-FY2025

Increased data consolidation, data mining, and move toward portfolio management

Source: DoD Strategic Plan for Defense-wide Procurement Capabilities  
Version 3.0 March 10, 2020

## Section 233 Authority

Section 233 authority refers to FY19 NDAA Section 233 Pilot Program for the Enhancement of RDT&E Centers.

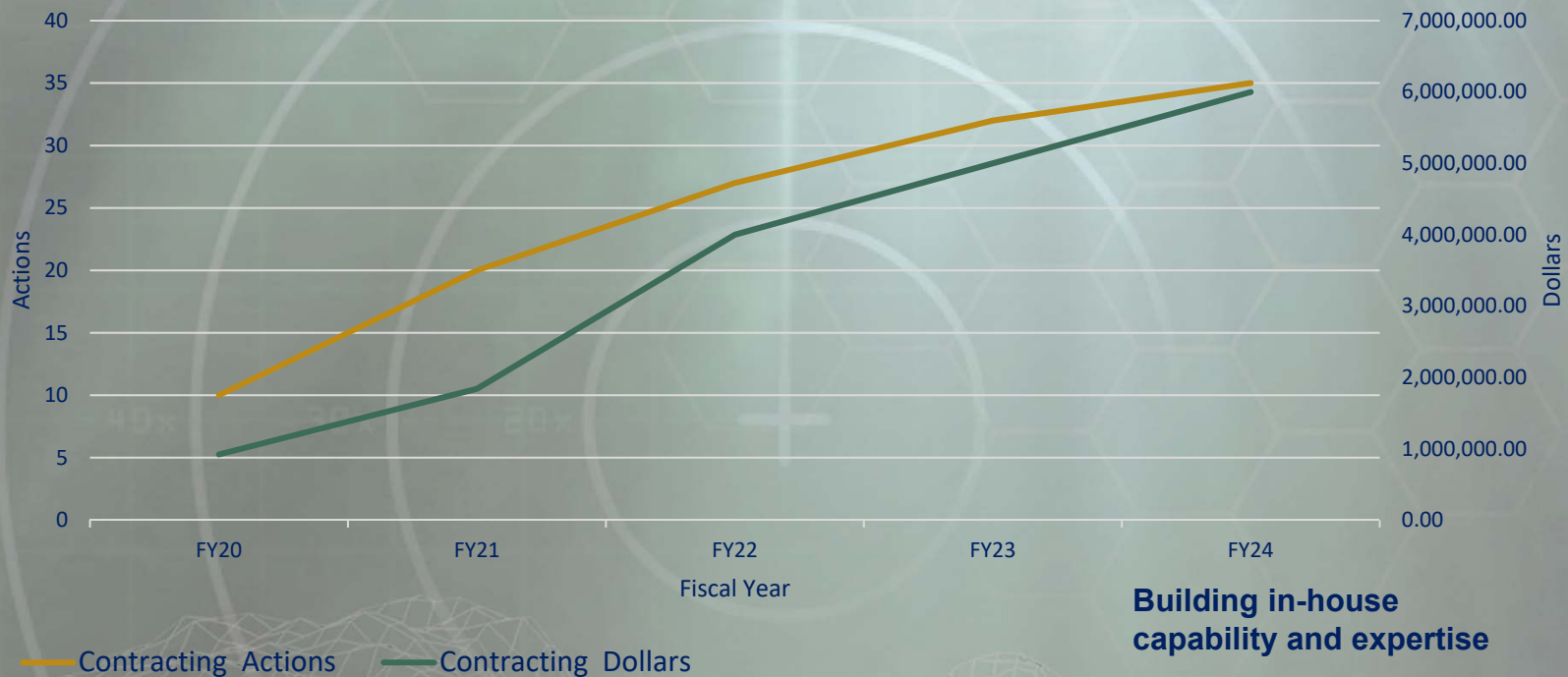
It gives the Warfare Centers the ability to apply approved flexibilities to generate greater efficiencies, more effective operations, and rapid development of warfighter capabilities. These flexibilities relate to policy and regulatory implementation, not statutory requirements.

At Keyport, our primary examples of contracting related Section 233 authority usage are:

- Increase of purchase card (p/c) authority to \$10K, relaxation of some p/c rules
- Delegation of facility repair and sustainment contracting
- Use of delegated signature/approval authorities

# FY20 – FY25

## Section 233 Facilities Repair, Sustainment, & Maintenance



### Assumptions:

- Base operating services (BOS) will be performed under NAVFAC's BOS contract.
- Facilities will have a budget of approximately \$10M - \$12M per year for discretionary projects.
- Facilities averages approximately 45 to 60 projects per year.



# Other Transactional Authorities

## OTAs within the NAVSEA Warfare Center Community

Naval Surface and Undersea Warfare Center OTAs								
WARFARE CENTER DIVISION	Agreement No. & Title	OT Consortium / Performer	Award Date	Ceiling	Period of Performance	# Actions Awarded to Date	Dollars Awarded to Date	Broad Topic
Carderock	FY21 Projected Placement							
Crane	N001641990001 Strategic & Spectrum Missions Advanced Resilient Trusted Systems (SMART)	National Security Technology Accelerator	23-Feb-19	unlimited	23 FEB 2019-21 FEB 2029	Basic only, no orders	\$100,001.00	Advanced Manufacturing & Maintenance Electronic Warfare/Trusted Electronics/Cyber Security - Full Life Cycle
Corona	NA							
Dahlgren	Currently Soliciting							Surface - Full Life Cycle
Indian Head	NA							
Keyport	NA							
Newport	N66604-18-9-0001 "Other Transaction Authority Agreement for Undersea Technology Innovation"	Undersea Technology Innovation Consortium (UTIC) with Advanced Technology International (ATI)	4-Jun-18	N/A (estimated \$20m per year)	6/4/18 to 6/3/28	5	\$5,876,643.27	Undersea - Full Life Cycle
Panama City	Proposals received							Expeditionary - Full Life Cycle
Philadelphia	NA							
Port Hueneme	NA							

## Section 2373

Q: What is 10 U.S.C. Section 2373 authority?

A: A procurement authority that provides for purchase of items that are for experimental or test purposes in the development of national defense supplies. Categories of items that can be procured under this authority are:

- Ordnance
- Signal
- Chemical Activity
- Transportation
- Energy/Medical/Space Flight
- Telecommunication; and
- Aeronautical Supplies

Including parts, accessories, and designs thereof

These areas generally don't overlap with Keyport activity, but there are some projects where it may be applicable

Sole source when quantities are experimental

# Doing Business with the Navy in the Puget Sound Area

## Points of Contact:

### NUWC Keyport Small Business Program:

Dave Walz – [smallbusinessprogram@navy.mil](mailto:smallbusinessprogram@navy.mil)  
360-315-6791

### NAVSUP FLC Puget Sound Small Business Program

Seung "Sean" Hong – [seung.h.hong1@navy.mil](mailto:seung.h.hong1@navy.mil)  
360-476-1985

### NAVFAC NW Small Business Program

Jim Niles – [james.niles@navy.mil](mailto:james.niles@navy.mil)  
360-396-0038

### NAVSEA PSNS

Brenda Lancaster – [brenda.lancaster@navy.mil](mailto:brenda.lancaster@navy.mil)  
360-476-3342



# Doing Business With NUWC Keyport

Ms. Karen Smith



# Where to Start



# Opportunities

- ❖ BETA.SAM - <https://beta.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](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>
  
- ❖ 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](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