Seaport NxG& Contracts Council

10 January 2023

Agenda

- Welcome

- Contracts Updates & Briefing

- Small Business Status

- Q&A from Industry

- Networking: Meet Your PCO

- Adjourn

Contract Department Update

Key Discussion Points

- Meet the team

- Required & Specialized Training

- New Technical Instruction
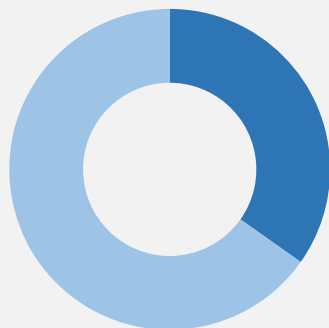
- SeaPort CONOPs v2

- eCRAFT/ WAWF changes

- GIR

Evolution of SeaPort
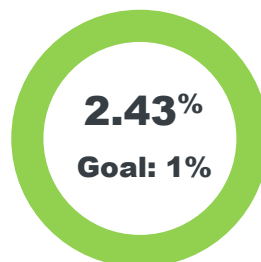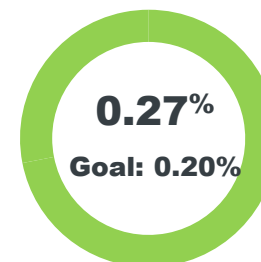
Category	SeaPort (2001 – 2004)	SeaPort-E (2004-2005)	VS SeaPort-E (2005-2019)	SeaPort-NxG (2019-2029)
Portal Components	"Buy" site for Gov't, "Sell" site for Industry	Same	Same	Same
Program Website	www.seaport.navy.mil	Same	Same	Same
Navy Users	NAVSEA HQ	All NAVSEA	Navy Virtual SYSCOM	Navy Virtual SYSCOM
# of Ordering Offices	1	24	121	106
# of Primes	21	151	3,195	2,414
# of Functional Areas	4	21	22	23
SB Consideration?	No	Yes	Yes	Yes
TO's Competed Nationally?	Yes	No	No	Yes

Fiscal Year	Total Spend	Total SB Spend	SB Spend %	Total Vendors	SB Vendors	SB Vendor Participation
FY17	$4,879,237,148.03	$2,144,131,479.31	43.94%	529	412	77.88%
FY18	$5,478,291,100.16	$2,514,287,190.35	45.89%	522	409	78.35%
FY19	$5,972,088,584.02	$2,904,633,080.75	48.63%	541	426	78.74%
FY20	$6,276,233,921.06	$2,925,914,498.92	46.61%	641	501	78.16%
FY21	$6,425,800,218.00	$2,984,720,092.00	46.45%	713	539	75.60%
FY22*	$6,046,311,138.00	$2,902,207,594.00	48.00%	684	514	75.15%
Average	**$5,846,327,018.21**	**$2,729,315,655.89**	**47%**			**77.31%**

*SeaPort spend includes funding legacy SeaPort e and new SeaPort NxG task orders up to 9-13-22

FY 22 SeaPort Spend						
SYSCOM	Sum of Total Incremental Funded Amount in FY 22 (LB+SB SPEND)*	Sum of Total Incremental Funded Amount in FY 22 (SB SPEND)*	SDVOSB**	WOSB**	8(a)**	HUBZone**	SB Only, no other Socioeconomics
NAVSEA	$3,124,684,632	$1,374,506,909	$264,889,753	$141,863,044	$111,946,533	$12,882,590	$867,385,630

* Includes SeaPort e legacy task orders and NxG Task Orders with Incremental funding up to 9-13-22 for FY22.
** Socio-economic and size status in the portal was used - may not match FPDSNG depending on day of recertification and self certification.
***Some vendors hold 2 or more Socioeconomic categories so spend under Socio-economic categories may be represented in more than one category.

SeaPort NxG NAVSEA Award Stats

Row Labels	# TO Awards	SUM of Potential Value at Award	AVG of Potential Value at Award
NAVAL SEA SYSTEMS COMMAND (HQ) (N00024)	2	$ 47,867,379	$ 23,933,689
NSWC, CARDEROCK (N00167)	18	$ 654,299,987	$ 36,349,999
NSWC, CORONA (N64267)	11	$ 1,180,781,896	$107,343,809
NSWC, CRANE (N00164)	54	$ 3,970,765,089	$ 73,532,687
NSWC, DAHLGREN (N00178)	54	$ 2,903,480,981	$ 53,768,166
NSWC INDIAN HEAD (N00174)	12	$ 369,730,035	$ 30,810,836
NSWC, PANAMA CITY (N61331)	28	$ 887,685,913	$ 31,703,068
NSWC, PHILADELPHIA (N64498)	33	$ 545,892,651	$ 16,542,202
NSWC, PORT HUENEME DIVISION (N63394)	13	$ 633,175,502	$ 48,705,808
NUWC, KEYPORT DIVISION (N00253)	9	$ 420,304,176	$ 46,700,464
NUWC, NEWPORT DIVISION (N66604)	43	$ 1,666,995,415	$ 38,767,335
Mid-Atlantic Regional Maintenance Center (N50054)	11	$ 17,454,369	$ 10,677,670
Southeast Regional Maintenance Center (N40027)	7	$ 25,095,918	$ 3,585,131
Southwest Regional Maintenance Center (N55236)	1	$ 79,975,428	$ 79,975,428
Pearl Harbor Naval Shipyard & Intermediate Maintenance Facility (N32253)	1	$ 20,800,020	$ 20,800,020
PORTSMOUTH NAVAL SHIPYARD (N39040)	1	$ 83,189,359	$ 83,189,359
Norfolk Naval Shipyard (N42158)	3	$ 139,584,982	$ 46,528,327
Naval Sea Logistics Center Mechanicsburg (N65726)	8	$ 120,270,323	$ 15,033,790
Grand Total	**309**	**$ 13,867,349,423**	**$ 44,878,153**

Overall Proposal Stats	Numbers
Different Vendors Winning an Award	140
Average # of Proposals Received	4
# of Set Asides	186

Lowest Priced Winner	# of TOs
No	118
Yes	119
One-Bid	72

Only 23% of competitive orders end in a one bid

One-Bid Stats	# of TOs
8(a)	3
SB Set-Aside	22
Unrestricted	47
Total One Bids	**72**

50% of competitive orders are NOT the lowest bidders

Winner Incumbent	# of TOs
No	139
Yes	98
One-bid	72

59% of competitive orders do NOT go to the incumbent

Data as of 01/01/19 – 09/20/22. Size representative at time of MAC award.

Set Aside and Socio-Economics of Winners	# TO Awards	Sum of Total $$ Obligations	Total Award Value
Reserved for 8(a) SB Total	**19**	**102,051,833**	**557,865,837**
8(a)	13	81,825,565	424,992,484
8(a)/HUBZone	1	396,000	42,074,125
8(a)/SDVOSB	3	10,459,858	41,336,418
8(a)/WOSB	1	7,330,833	39,048,114
8(a) / WOSB / SDVOSB	1	2,039,578	10,414,695
Reserved for HUBZone Total	**1**	**10,682,917**	**18,780,406**
WOSB / HUBZone	1	10,682,917	18,780,406
Reserved for SDVOSB Total	**10**	**45,974,430**	**400,566,646**
SDVOSB	10	45,974,430	400,566,646
Reserved for WOSB Total	**2**	**14,198,037**	**33,418,002**
WOSB	2	14,198,037	33,418,002
SB Set-Aside Total	**154**	**1,027,684,223**	**5,171,229,567**
8(a)	6	42,412,296	261,255,753
8(a)/WOSB/SDVOSB	1	2,186,551	5,298,782
SDVOSB	33	212,390,725	1,276,468,212
WOSB	20	111,762,483	737,768,201
WOSB / HUBZone	1	161,053	886,763
Small Business Only	93	658,771,116	2,889,551,856
Unrestricted Total	**123**	**1,568,890,210**	**7,685,488,965**
8(a)	1	15,000	66,719,057
SDVOSB	3	9,288,887	71,388,707
WOSB	2	15,513,012	60,864,750
Small Business Only	16	104,140,458	581,628,359
Large Business	101	1,439,932,853	6,904,888,092
Grand Total	**309**	**2,769,481,649**	**13,867,349,423**

60% of NAVSEA Solicitations have been set aside

67% of NAVSEA SeaPort orders are going to SB

 # Different SB Vendors
206 SB awards to 108 SB companies

Many Socio-economic vendors are winning unrestricted competitions or set-asides for small business!

*Data as of 01/01/19 – 09/20/22. Size representative at time of MAC award.*

NAVSEA NxG Vendors > 5 Task Orders RED INDICATES SB	# Awards
Science Applications International Corporation	15
Amentum Services, Inc.	11
Bowhead Program Management & Operations, LLC	9
CACI,INC-FEDERAL	7
McLaughlin Research Corporation	7
Booz Allen Hamilton, Inc.	6
KMS Solutions LLC.	6
Noblis MSD, LLC	6
Systems Engineering Associates Corporation	6
General Dynamics Information Technology, Inc.	5
INDUS Technology Inc	5
Innovative Professional Solutions, Incorporated	5
NDI ENGINEERING COMPANY	5
ORBIS SIBRO, INC.	5
Precise Systems	5
Purvis Systems	5
Rite-Solutions, Inc.	5
Serco Inc.	5
Tri Star Engineering	5

NAVSEA NxG Vendors > Task Orders valued over $170M RED INDICATES SB	Potential $$ Value
Serco Inc.	$1,051,111,112
Alion Science and Technology Corporation	$964,116,010
Booz Allen Hamilton, Inc.	$885,687,708
Science Applications International Corporation	$868,673,579
Bowhead Program Management & Operations, LLC	$461,278,971
CACI,INC-FEDERAL	$447,552,468
Amentum Services, Inc.	$353,480,746
Gryphon Technologies, L.C.	$316,553,712
Systems Engineering Associates Corporation	$263,012,927
BAE SYSTEMS TECHNOLOGY SOLUTIONS & SERV	$255,820,764
INDUS Technology Inc	$254,553,016
Southeastern Computer Consultants, Inc.	$242,408,601
SimVentions	$232,417,201
Tech Marine Business	$230,528,689
Rite-Solutions, Inc.	$222,703,264
Tri Star Engineering	$216,666,091
KMS Solutions LLC.	$214,830,944
McLaughlin Research Corporation	$203,044,205
General Dynamics Information Technology, Inc.	$191,720,287
ManTech Advanced Systems International, Inc.	$170,327,758

Data as of 01/01/19 – 09/20/22 sorted by number of awards.
Size representative at time of MAC award.

- ## Upcoming Ordering Period Option Exercise Date
  - **01 January 2024**
  - Applies to all MAC holders - Must have active SAM.GOV account and still be considered responsible prior to option exercise date
    - Emails will be sent out via the portal with detailed information beginning in January 2023 so make sure your account is active to receive them.

- ## No Rolling Admissions is anticipated prior to Option Exercise Modification issuance
  - Subcontracting remains an avenue to gain necessary Navy experience for any later Rolling Admission RFP
  - Subcontracted vendors do not have to hold a SeaPort MAC to be a team member or subcontractor under an existing MAC holder
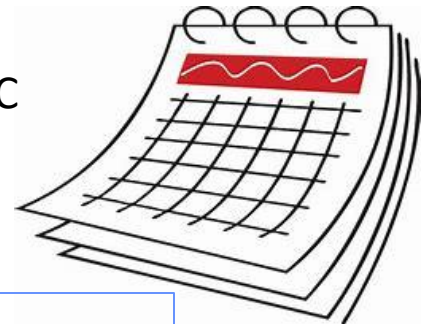
Questions? Contact the SeaPort PMO at Seaport_epco@navy.mil

What's Going On

- Updated LRAF Expected

- Source list

- Summer TBD- Vendor Showcase

- Upcoming Events
  - SENEDIA & RI PTAC NAVSEA SBIR Forum 1/12/23
  - Blue Innovation Symposium 1/24-1/26/23

Q & A

Question 1:

Is there anything that can be done to speed up the security onboarding process? It routinely takes two weeks from when the VAR is submitted and the CAC is ready to be issued. This is not conducive for the customer in receiving the support that they need in a timely manner.

Q & A

Answer 1:

The Division meets regularly with the Field Security Officers to review the process and has started engaging with the CORs to understand any issues or challenges. Having said that the official on-boarding time frame is 2 weeks, which is often executed in a much shorter time period, and includes the following steps: Visitor Control has 3-5 business days to enter a visitor request into CCICO from DISS (usually completed in 24-48 hours); Provided all of the information is correct, the COR gets an automatic notification and/or an email from the company that they need to go into CCICO to request a CAC or badge (usually completed in 1-2 days but is out of security's hands). Once the assets are requested, a CCICO report is generated daily so that Personnel Security can handle and process all the badge and CAC requests. PerSec has a 3-5 business days for approving assets but they generally focus on sending out a CAC application no later than 2 business days from when they receive the CAC request. The PerSec TA sends a CAC application to the contractor employee, and waits for that employee to send that application back (this is out of security's control how long it takes to process this). Once that application is completed and sent back to the PerSec TA, the PerSec TA approves the CAC and the contractor is able to pick up their badge and CAC.

Q & A

Question 2:

Contracting Office has not been uploading the MODs or ensuring it is correct in the WAWF. This contractor went into EDA and saw where the MOD was uploaded, but there is no status (blank) and the LOA (Line of accounting) is also blank. LOA tells DFAS or the pay official where to get the funds from for payment. Can KO keep closer tabs on this administrative task so that invoicing doesn't get delayed? This is not a task that the contractor can change in WAWF.

Q & A

Answer 2:

The load to EDA and WAWF is an automated process. NUWCDIVNPT 02 is not aware of a systemic issue in this regard but welcomes industry input as to whether or not this is a one-off or issue associated with a particular contract or is a systemic issue. Regardless, any time there are issues of this sort the contractor should immediately contact the NUWCDIVNPT Contracting Officer. Although, it is likely DCMA or DFAS will have the action to correct some payment associated issues as NUWCDIVNPT does not own the primary systems related to contractor payment.

Question 3:

What is the process for adding a subcontractor to a Seaport contract? Is there a hesitation to do so? This could be a barrier to entry for new small businesses coming into the market and limit their ability to build past performance.

Answer 3:

At the SeaPort MAC level: See the SeaPort CONOPS, Section 2.2.9 for high level information on subcontractor additions at both the MAC and TO level.

At the task order level: NUWCDVNPT is not hesitant to add subcontractors at the task order level. However, information is required for the Contracting Officer to determine whether or not adding a subcontractor is appropriate. This analysis includes an assessment of why the addition is necessary to perform in-scope work, consideration of potential impacts to the original competition, and whether or not the addition is in the best interest of the Government. See the service contracting instruction for the enclosure contractors must complete and provide to submit requests with sufficient information to support the Contracting Officer's required analysis.

Q & A

Question 4:

What is the purpose of changing the CRAFT reporting requirement from listing only key personnel to requiring names for all employees entered into ePRU?

- We believe a listing of all employees performing under a task order, by labor category with associated rates to be business sensitive and proprietary. This new reporting requirement will require that subcontractors submit this proprietary information to its prime contractors which we feel to be inappropriate.

Q & A

Answer 4:

NUWCDIVNPT does not concede that adding the individual name enhances the proprietary nature of the category and rate information already contained in E2 and accepted by industry. However, given there was a consensus opinion amongst many industry members on the challenge NUWCDIVNPT 02 engaged the E2 program, as well as, relevant stakeholders (multiple syscoms) and ultimately determined a strategic pause of this guidance was appropriate while the Government considered the best approach forward. This guidance was promulgated via the E2 system to users on 1/13/23. NUWCDIVNPT and the E2 program office will issue further guidance once its assessment is complete.

Q & A

Question 5:

Solicitations typically include the following submission Section L requirements:

 (b) Offerors shall provide a cover letter with the following information:

(3) A statement specifying unconditional acceptance of all terms, conditions, and provisions included in the solicitation and agreement to furnish any or all items upon which prices are offered at the price set opposite each item.

Question: Is the requirement to provide unconditional acceptance a requirement only for the prime or does it extend to subcontractors as well?

Answer 5:

The prime is signing the proposal and has overall responsibility for execution of the contract by their subcontractors and suppliers. The Government only has privity of contract with the prime.

Questions?