



Space and Naval Warfare Systems Center Atlantic Contracts

SSC Atlantic Small Business and
Industry Outreach Initiative
Thirty-fifth Symposium
06 February 2015

Mr. William Paggi
SSC Atlantic
Contracts Competency Lead

Agenda: Contracting Improvement Initiatives

- ▼ Pillar Follow-on Contract Strategy
 - Drivers and Approach
 - Industry input
 - Lessons learned
 - SPAWAR MAC Working Group
- ▼ Task Order Forecasting for industry
 - Pillar expiration dates
 - Next steps
- ▼ Project Procurement Strategy Meetings (PPSMs)

Contracting Improvement Initiatives FY15

- ▼ Institutionalizing COR processes /post award trip wires
 - COR file reviews
 - IPT resourcing model for COR function
- ▼ Project Procurement Strategy Meetings
- ▼ Task Order Process Refinement/Training
 - Source selection process
 - Market survey process
- ▼ Metrics for end-to-end contract process at Task Order level
 - Targets and measures for each segment of process
 - Refined target milestones/tracking for task orders
- ▼ Staffing model for end-to-end contract process at TO level
- ▼ Pillar follow-on Strategy

Increase responsiveness and comply with regulations and policy

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Pillar Follow-on Strategy Drivers and Approach

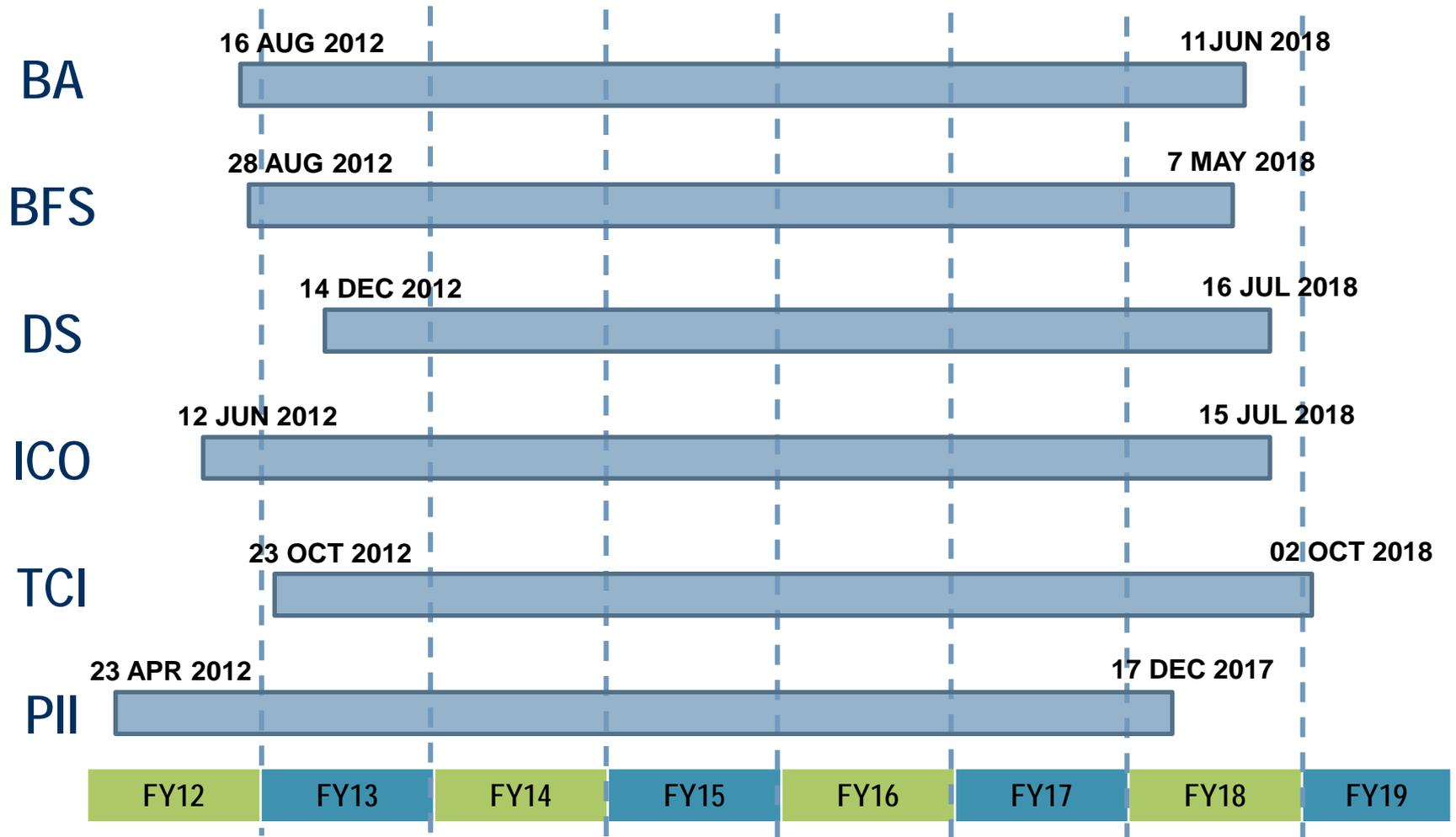
▼ Drivers

- Lessons learned from award of pillar contracts
 - Input from Industry and MAC working group
- Clear differentiation in Sections C, L, and M of RFPs
- Maintain small business goals
- Incorporate single award contracts
- Where appropriate deliver full capabilities/solutions (materials and services) under the same contracting vehicle

▼ Approach

- Combination of internal and external contracts
- Contract ceiling based on historical usage and future projections
- Strategy will consider near-term and long-term cost to create and maintain the proposed contracts

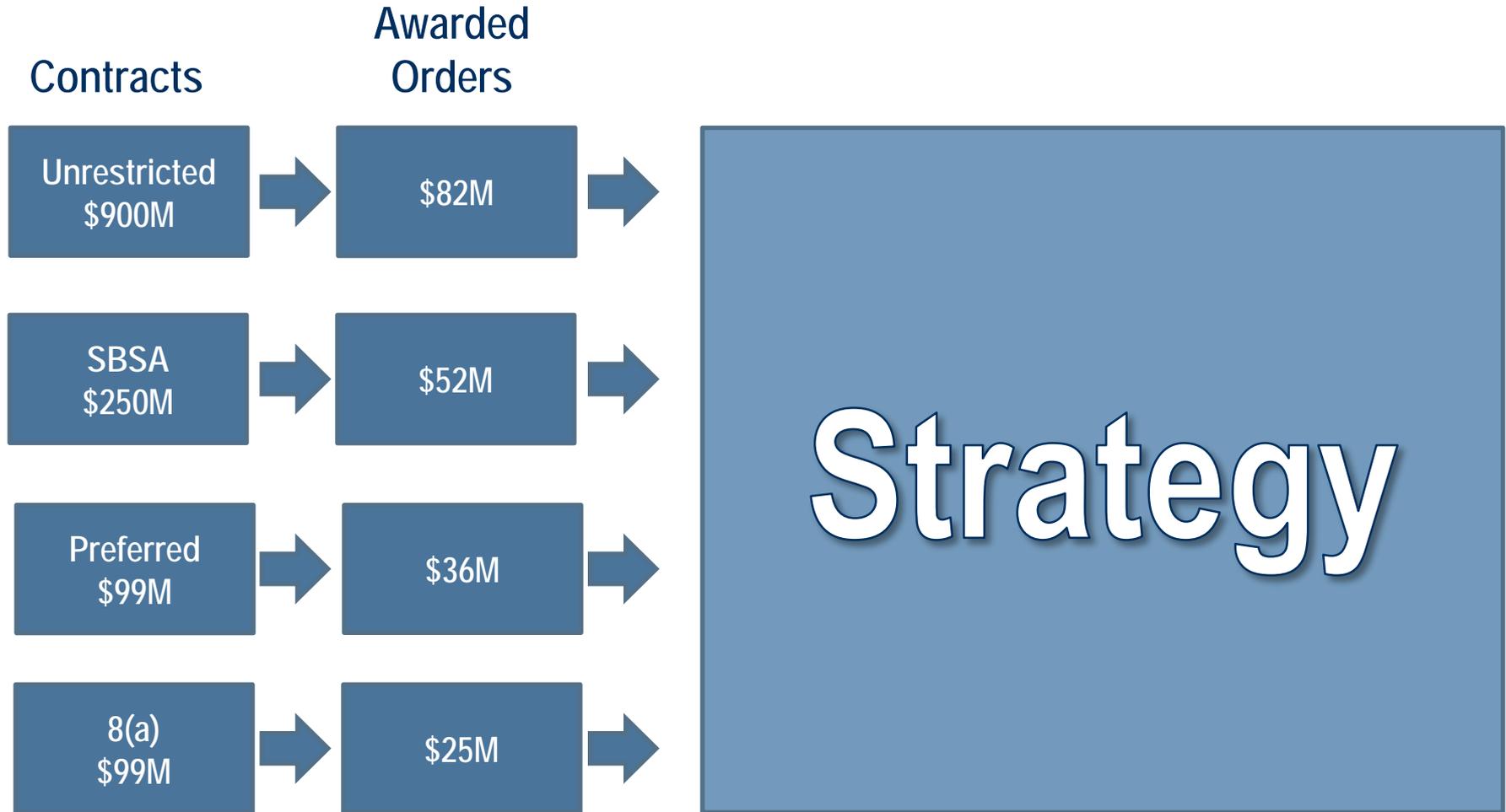
Current Pillar Start/Expiration Windows



Next Steps

- ▼ Develop Integrated Master Schedule
- ▼ Validate Contract Focus Areas and Estimates
- ▼ Present Finalize Strategy to ESC – Feb
- ▼ Obtain approval of strategy from HQ
- ▼ Form Teams to Develop Technical and Contractual Documentation for Internal Contracts
- ▼ Execute IAW milestone plan
 - Finalize Strategy - Obtain Local and HQ Approval of Concept – 2nd Qtr FY15
 - 1st Future Opportunity Announcement ~ 3rd Qtr FY15
 - 1st Industry Day ~ 4th Qtr FY15
 - Solicitations Issued ~ 1st Qtr FY16 thru 2nd Qtr FY18

BFS as of 29 Jan 2015



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Milestone Plan Automation and Reporting (Work-In-Process)

- ▼ Automated MP capability developed in CIMS
 - Identify bottlenecks
 - Track improvements
 - Replace PR Status Tracker Report for Internal MACs, External MACs, and SACs
 - Operations Process is in development (Initiated in December)
- ▼ E-mailing capability in development
 - E-mails all stakeholders about status of PR when a step is completed



Internal SVC MAC Milestone

Developed by Tier III's and IV's

Activity INTERNAL LE \$10M			
No.	Name	Minimum	Maximum
1	Mkt Survey PR received by OO		
2	OO Completes Initial First-Pass-Yield Review	1	3
3	OO receives adequate and complete mkt survey PR.	0	0
4	Mkt Survey posted to portal	5	10
5	Mkt Survey responses downloaded by OO & sent to analyst	3	5
6	Analysis received by OO	5	10
7	First Pass Yield of analysis conducted	1	3
8	Receipt of adequate and complete analysis.	0	0
9	OO sends contract strategy determination to OSBP for concurrence.	1	2
10	Concurrence received from OSBP and Planning PR requested by OO	1	5
11	Planning PR rec'd by Ordering Officer (OO)	5	10
12	OO Completes Initial First-Pass-Yield Review	1	5
13	PR pkg passes FPY	0	0
14	OO drafts RFP, SSP & submits for Tier-4 Review	5	10
15	Tier-4 performs initial review.	1	5
16	Tier-4 determines RFP/SSP adequate and authorizes issue of RFP.	0	0
17	OO sends out RFP	1	2
18	RFP on street	10	30
19	OO receives proposals, pulls PPIRS info, prepares SSEB kickoff email & sends pkg to SSEB Chair. Compiles pricing info and sends to analyst (if used).	5	10
20	SSEB conducted & OO receives Draft SSEB report	5	15
21	OO reviews draft SSEB & conducts FPY & sends results to evaluation team.	5	15
22	TO Evaluation team members conduct FPY of SSEB report. Outcome is acceptable SSEB report.	0	0
23	OO completes cost realism/reasonableness determination, prepares BCM & submits pkg to Tier-4.	5	15
24	Tier-4 performs initial review.	3	5
25	Tier-4 determines pkg adequate.	0	0
26	OO requests funded PR	1	2
27	OO receives funded PR	5	10
28	OO builds order, loads all file documentation into Seaport-O, and submits for final Tier-4 review.	3	5
29	Tier-4 performs FPY.	3	5
30	Tier-4 determines file documentation to be adequate & approves for award.	0	0
31	OO prepares TBC request and submits to JCCS Website (Afghanistan ONLY)	1	3
32	OO releases order	2	4
	Estimated total duration	78	189

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Task Order Process Refinement/Training

- ▼ Improve task order source selection process
 - Stream/improve evaluation factors
 - Decrease SSEB evaluation time
 - Increase differentiation between offerors
 - Improve ability to make trade off decisions
 - Source Selection training
 - Contracts and technical personnel
 - Workshop style training market survey process for pillar MACs
- ▼ Improve/streamline market survey process for pillar MACs
 - Standardize process
 - Simplify evaluation process

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PPSM (End-to-End Procurement Process)

MISSION ALIGNMENT

PROJECT INITIATION

1 **6.0**

Develop Project Resource Plan

- IPT is identified and engaged based on the sponsor or product involved.
- Engage Tier II Competencies based on the core technology areas required.
- IPT LEAD and IPT TECHNICAL LEAD formulates Labor Hours, confers with all other competencies to determine other in-house resources (e.g. facilities, warehousing, labs, admin etc.), Sponsor Requirements
- IPT LEAD verify resource approach with sponsor .
- IPT/ 1.2 verification of funding/prepare docs
- **INPUT: RECEIVE HIGH-LEVEL DEMAND SIGNAL**
- **OUTCOME: DOCUMENTED INSOURCE/OUTSOURCE PLAN**
- **APPROVAL: TIER 2 and SPL**

2 **6.0**

Develop Project Procurement Strategy

- IPT LEAD, IPT TECHNICAL LEAD, 2.0, 7.0, 3.0, 8.0, 6.1 (IPT), 1.2, Tier II CRM, OSB, 5.X, 4.X
- Develop long term project contract strategy with all stakeholder competencies represented
- Review periodically
- Consider: Option Years, POP, Sponsors, APPNS, Security, Places of Performance, History of work, Contract Vehicles available, Order Type
- **INPUT: OUTSOURCE REQUIREMENT**
- **OUTCOMES: DOCUMENTED PROCUREMENT PLAN and Industry Advanced Notification**
- **APPROVAL: TIER 2 and SPL**



PROJECT PLANNING

3 **5.0**

Develop Procurement Requirements

- COR assigned based on the technical expertise required.
- SOO/PWS Development Technical Input
- IGE
- Technical Evaluation Criteria for Source Selection
- Deliverables
- Define Supply Requirements/ Technical Specs
- Market Survey Process
- **INPUT: INDIVIDUAL TO/DO REQUESTS AS A RESULT OF PROCUREMENT STRATEGY**
- **OUTCOME: SOO/PWS, IGE, TECH CRITERIA FOR TASK ORDER EVALUATION PLAN, QASP, APPROVED PRIS; CRM RESERVE CEILING**
- **APPROVAL: PRIS**

4 **2.0**

Source Supplies

- Purchase Card/MILSTRIP (4.3)
- Prepare/Submit PR Packages (4.3)
- PR Pkg Review (4.3)
- Create PR (4.3)
- Perform First Pass Yield
- Issue Solicitation
- SEB Evaluation
- Prepare Business Clearance Memo
- **OUTCOME: AWARD**
- **APPROVAL: Contracting Officer**

5 **2.0**

Source Services

- Prepare PR Package/Submit PR PKG (6.1)
- PR Pkg Review (6.1)
- Create PR (6.1)
- Perform First Pass Yield
- Issue Solicitation
- SEB Evaluation
- Prepare Business Clearance Memo
- **OUTCOME: AWARD**
- **APPROVAL: Contracting Officer**

PPSM Forecasted Actions

Potential Contract Vehicle	Number of Actions	Total Anticipated Award Amt (Includes Option Years)
AFHE Niche MAC	2	\$45,885,361.45
BA 8a PILLAR	2	\$11,500,000.00
BA PILLAR (Market Survey)	2	\$12,209,939.99
BA SBSA	2	\$15,000,000.00
BA SBSA PILLAR; Base +2	1	\$29,000,000.00
BFS (Market Survey); Base +2	2	\$109,982,054.08
BFS Pillar (Market Survey) Base +2	3	\$51,542,000.00
BFS SBSA	2	\$20,000,000.00
DS PILLAR (Market Survey)	3	\$55,000,000.00
DS PILLAR (Market Survey); Base + 2	1	\$100,000,000.00
DS Pillar (Market Survey); Base+1	1	\$20,000,000.00
ICO 8a PILLAR	1	\$15,000,000.00
ICO Preferred (Base +2)	1	\$30,000,000.00
ICO SBSA	1	\$5,400,000.00
Incubator 8a (Sole Source)	1	\$2,000,000.00
N65236-12-D-4804/4805; Base +1	1	\$9,661,857.24
PII (BUSINESS SIZE TBD)	1	TBD
PII PILLAR (Market Survey)	2	\$16,700,000.00
PII Pillar (Market Survey) Base +2	1	\$9,000,000.00
PII PILLAR (SMALL BUSINESS SIZE TBD)	1	\$2,050,000.00
PII Preferred; Base + 1	1	\$45,000,000.00
PM/FM (Market Survey) Base+2	1	\$6,014,682.47
PM/FM (Market Survey); Base+1	1	\$2,200,000.00
PM/FM SBSA	1	\$3,000,000.00
PM/FM SDVOB	1	\$2,000,000.00
SEAPORT-e	1	\$60,000,000.00
TCI (Market Survey)	1	\$38,000,000.00
TCI (Market Survey) Base + 2	1	\$10,138,792.12
TCI (Market Survey); Base +3	1	\$9,999,000.00
TCI 8a or ICO 8a	1	\$1,701,664.00
TCI PILLAR (Market Survey)	2	\$41,497,743.00
TCI SBSA	2	\$6,870,280.00
Grand Total	45	\$786,353,374.35



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and promote global freedom.”



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SPAWAR Small Business: <http://www.public.navy.mil/spawar/Pages/SmallBusiness.aspx>
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