



SEAPORT-e WORKSHOP

2016 Navy Gold Coast
Small Business Event





Agenda

- SeaPort-e Overview
 - How Do SeaPort-e MACs Operate?
 - How Are Task Orders Awarded in SeaPort?
- No More Rolling Admissions – What Can I Do?
- You Won A SeaPort-e MAC – Now What?
 - Lessons Learned
 - Helpful Hints
- What's the future of SeaPort-e 2019?
- Whatever Else You Want To Discuss...



What Is SeaPort-e?

- Navy's Enterprise solution and to acquire Engineering, Financial, and Program Management support services
- Electronic platform to solicit, award, and administer Task Orders to SeaPort-e MAC holders



SeaPort-e Programmatic Approach

- SeaPort-e Multiple Award Contract (MAC):
 - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
 - 3,196 MAC Holders as of July 2016 (90% small businesses)
 - All 2009 MACs expire 18 December 2018 (Navy will extend to 04 ARP 19)
 - All other MACs expire 04 April 2019
 - ASN approval to award Task Order through APR 2019 with 5 year PoP (through APR 2024)
- Allows for small business set-asides (restricted competition)
 - Task Order competitions may be restricted to small businesses and certain small business sub-categories (HUB Zone, SDVOSB)
 - IAW FAR 19.301-2 - Vendor size status is determined at the MAC level, not what is currently listed in SAM 13 CFR 121.404(g)
 - MOA with SBA for 8(a) set-aside restricted competitions



How do SeaPort-e MACs Operate?

- All MACs managed by NSWC Dahlgren, therefore all SeaPort MACs are N00178-XX-D-XXX
- In order to maintain continuity, all MACs modified at least annually, to baseline clauses to most current versions
- Most All Navy Contracting Activities have ordering authority to utilize SeaPort-e MACs
 - Each Navy authorized ordering activity has unique ordering code, per DFARS, designating who owns which task orders issued against the common MACs. For example, EH is NAVSEA HQ ordering code. All task orders beginning with EH belong to NAVSEA HQ

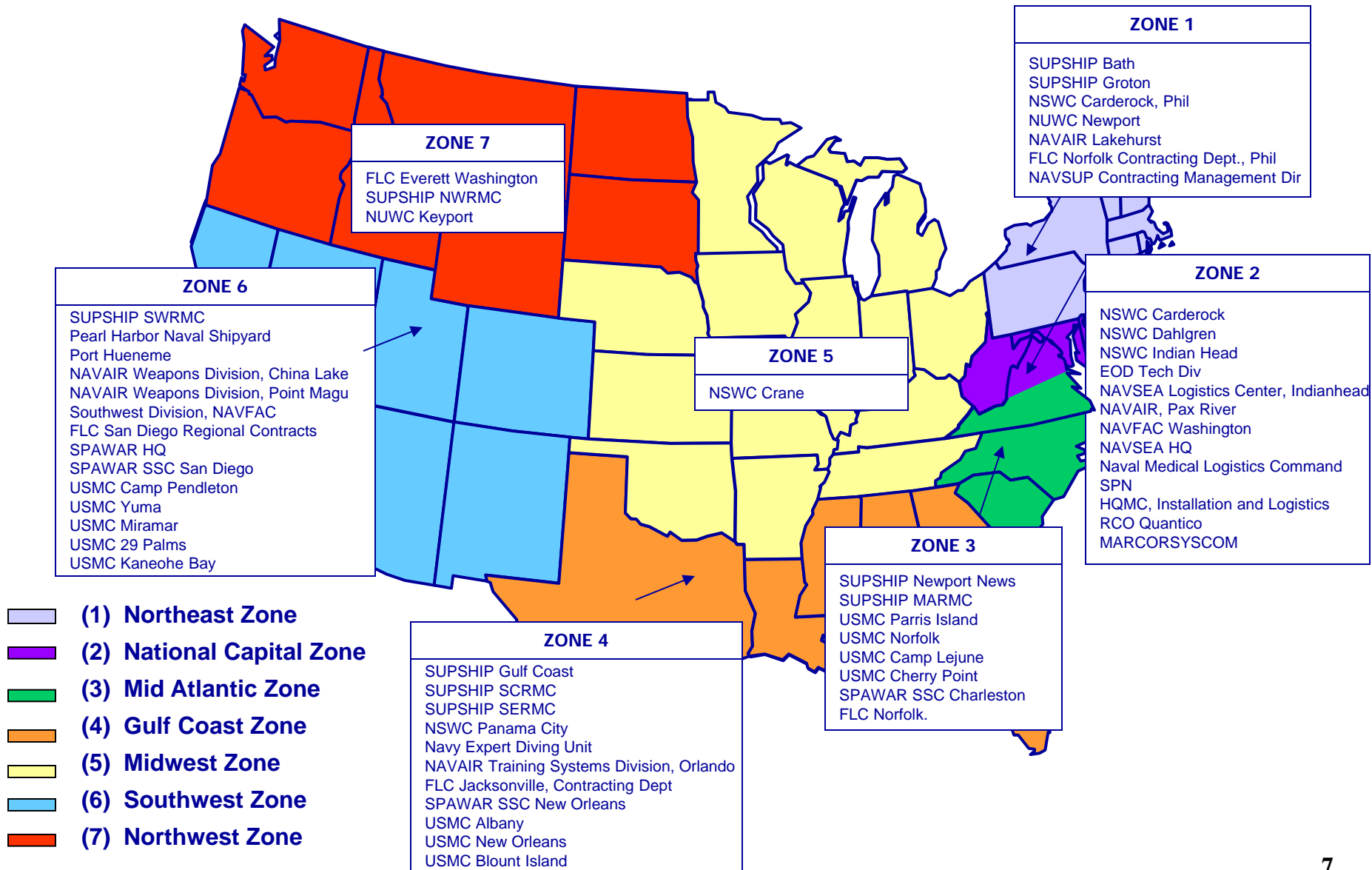


How Are Task Orders Awarded?

- SeaPort-e policy requires **ALL TASK ORDERS COMPETED 100%**
 - Fair Opportunity exceptions (urgency, one source, logical follow-on) NOT recognized in SeaPort-e
 - No bridges, no additional scope or other changes in ceiling
- Task Orders may be either Fixed Price, Cost Type, or both
- Task Orders competed in one of seven geographic zones
- All MAC holders (and their subcontracting team members) registered in a zone automatically receive notification of release of all solicitations issued in that zone.
- All proposals electronically submitted within the portal
- All post award task order administration conducted within the portal
- Task Order period of performance can not exceed 5 years in length



Ordering Activities by SeaPort-e Zones





Small Business Participation

- SeaPort-e Results:

- Prime MAC awards: 2,876 of 3,196 (90%) (as of Jul 2016)
- Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 31% (FY15)
- Percent of total dollar obligations to small business concerns at the subcontract level: goal: 20%, actual: 20% (FY 15)
 - Actual subcontracting reported via the portal semi-annually
- 50% of all SB MAC Primes have submitted Task Order proposals as a prime



No More Rolling Admissions...

What Can I Do?

- Final Rolling Admissions completed July 2016 – why final?
 - Due to expiration of MACs by 2019
 - Resources directed to next acquisition strategy development/execution
- What about size status and zone changes?
 - MAC PCO will conduct bi-annual size & zone modification periods to allow current vendors to voluntarily update their size status and/or add additional zones
 - Vendors will be notified via a message through the portal
 - Instructions will be provided in the message
 - The first modification period is currently planned for Oct 2016
- If I don't have a MAC, am I shut out of SeaPort business?
 - No – you can still become a team member to any SeaPort MAC holder



You Won a SeaPort-e Mac – Now What?

- Simply winning a MAC will not bring work to your business - you must get out there and compete at the Task Order level!
- Monitor Opportunities available in your Zone
 - Emails are sent to all corresponding Zone MAC holders (and their team members) when solicitations are issued.
 - Team with larger businesses or other incumbent small businesses to get a foot in the door.
 - Capitalize on networking opportunities
- Develop a relationship with procuring activities
 - Get to know Navy procuring activities Deputies for Small Business and contact them. DSBs review ALL requirements and help determine small business set-aside opportunities
 - Navy Program Offices are the requirements developers – attend industry days, send capabilities statements so program managers are aware of the market place and help facilitate small business set asides



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Lessons Learned

- Own Your MAC!
 - Keep your SeaPort accounts active!
 - Sign your bilateral MAC modifications
 - Check your junk email files & change your settings if necessary
- Actively pursue business system approvals
 - NAVSEA & DCAA coordination & assistance is available
 - When you win a MAC, you will receive an email regarding a pre-award survey questionnaire. If you are interested in pursuing cost type work, complete the questionnaire and return as instructed in the email



Lessons Learned

- Once responses are vetted by our internal auditor, we are achieving a success rate on first time pre-award audits of approximately 90%. The audit nominally takes 60 days but is contingent upon existing workload at the DCAA office
- An approved accounting system is not required to bid on cost type work, a positive pre-award determination that your accounting system is adequate to handle cost type work is required
- Your accounting system will be reviewed again by DCAA once you have obtained cost type work



Helpful Hints-Task Order Proposals

- Submit task order proposals in the Vendor Portal
 - Read solicitation thoroughly and follow requirements
 - If in doubt about a requirement, ask questions in the portal during Q&A timeframe
- Be aware of amendments issued
 - Amendments can be issued both before the closing time or after the solicitation has closed
 - Issuance of an amendments removes both draft proposals and proposals that were submitted under a solicitation
 - You MUST reload your proposal – even if the amendment does not cause you to alter your proposal submission
 - If you do not reload- your proposal will not be available for the Government to evaluate, even if you submitted it by the closing time.
- It is your responsibility to ensure all your information is received by the Government.



Helpful Hints-Proposal Uploading

- Your proposal must be signed and all Section B pricing must be completed prior to the closing time.
- This is an automated system. When the closing time arrives, the portal will close and boot you off, regardless of where you are in the process of uploading proposal documents. **REMEMBER – LATE IS LATE!**
- The system tracks both log in and activity information automatically.
- Do not assume that because you logged into the system and uploaded draft proposal documents before the closing time that your proposal will be accepted. The system will not allow you to finalize your draft documents after closing time.
- It is your responsibility to ensure you have enough time to upload your proposal and to report any technical problems via both the help desk within the vendor portal and notification to the cognizant Contracting Officer prior to the closing time. **DON'T WAIT TO UPLOAD!**



What's the Future of SeaPort-e 2019?

- All MACs set to expire 2019 – what happens next?
 - Enterprise Solution and the Electronic Platform
- Navy is conducting an analysis of different strategies
 - Re-compete all new MACs?
 - Sunset all MACs – decentralize?
 - Every combination in between...
- Strategy must be informed by both industry and gov't users
 - Industry Forums
 - Requests for Information responses received July 2016
- Plan is to finalize the analysis and develop the follow-on next generation SeaPort strategy NLT end 3rd Qtr FY 2017

FINAL STRATEGY WILL BE COMMUNICATED TO INDUSTRY!



What's the Future of SeaPort-e 2019?

- Things we are thinking about and what we want Industry thinking about
 - Zones
 - North American Industry Classification System (NAICS) – one or more
 - Rolling Admissions – Frequency
 - Off Ramp Criteria
 - 22 Functional Areas – too many?
 - Advanced Notice & Posting Information
 - Recertification Process
 - Ombudsman Process
 - Separate MACs for Small Business

What Else Should We Be Thinking About?
How Can We Be More Effective?



Next Steps?

- FY16 Rolling Admissions Awards Were Made in June 2016
- RFI Issued to Industry 31 May, Responses Submitted 1 July 2016
- RFI Issued to Ordering Community 31 May, Responses also Submitted 1 July 2016
- Both Sets of Responses are Currently Being Evaluated
- Completion of Analysis planned for 2nd Qtr FY17
- Strategy Approval planned for 4th Qtr FY17 to enable transition execution by April 2019

**NEW VEHICLE MUST BE IN PLACE BY APR 2019
WITH AMPLE TRANSITION TIME FOR
NAVY & INDUSTRY**



SeaPort Information

- SeaPort home page – www.seaport.navy.mil
- General SeaPort contracting questions – SEAPORT_EPCO@navy.mil
- Portal operational support – seaportsupport@aquilent.com



QUESTIONS??

