SeaPort-e
to
SeaPort-NxG

Susan W. Tomaiko
SeaPort Program Manager
Naval Sea Systems Command

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# Evolution of SeaPort

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Portal Components</td>
<td>“Buy” site for Gov’t, “Sell” site for Industry</td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
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<tr>
<td>Program Website</td>
<td><a href="http://www.seaport.navy.mil">www.seaport.navy.mil</a></td>
<td>Same</td>
<td>Same</td>
<td>Same</td>
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<tr>
<td>Navy Users</td>
<td>NAVSEA HQ</td>
<td>All NAVSEA</td>
<td>Navy Virtual SYSCOM</td>
<td>Navy Virtual SYSCOM (no NAVAIR/NAVSUP)</td>
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<tr>
<td># of Ordering Offices</td>
<td>1</td>
<td>24</td>
<td>121</td>
<td>75</td>
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<tr>
<td># of Primes</td>
<td>21</td>
<td>151</td>
<td>3,195</td>
<td>TBD</td>
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<tr>
<td># of Functional Areas</td>
<td>4</td>
<td>21</td>
<td>22</td>
<td>2</td>
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<tr>
<td>SB Consideration?</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
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<tr>
<td>TO’s Competed Nationally?</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
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</table>

Pre-Decisional
Current SYSCOM Usage

* All SeaPort Task Orders Awarded Since 2004
Current SYSCOM Usage

SeaPort Obligations

<table>
<thead>
<tr>
<th></th>
<th>USMC</th>
<th>ONR</th>
<th>MSC</th>
<th>NAVFAC</th>
<th>NAVAIR</th>
<th>NAVSEA</th>
<th>NAVSUP</th>
<th>SPAWAR</th>
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<tbody>
<tr>
<td>FY14</td>
<td>$309,841</td>
<td>$57,699</td>
<td>$32,899</td>
<td>$24,269</td>
<td>$1,010,125</td>
<td>$2,741,959</td>
<td>$330,166</td>
<td>$655,567</td>
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<td>FY15</td>
<td>$264,184</td>
<td>$76,631</td>
<td>$22,410</td>
<td>$22,625</td>
<td>$950,602</td>
<td>$2,471,844</td>
<td>$433,606</td>
<td>$612,853</td>
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<td>FY16</td>
<td>$224,424</td>
<td>$80,091</td>
<td>$29,226</td>
<td>$16,694</td>
<td>$839,603</td>
<td>$2,604,111</td>
<td>$427,899</td>
<td>$616,140</td>
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Vendor Statistics

• Small Business
  – Prime MAC awards: 2,860 of 3,196 (90%) (as of Dec 2016)
  – 50% of all small business prime contractors have submitted a proposal as a prime
  – Across the Navy 2,225 task orders have been awarded to 551 different small businesses

• Large Business
  – Prime MAC awards: 333 of 3,196 (as of Dec 2016)
  – ~78% (251) of all large business prime contractors have submitted a proposal as a prime
  – Across the Navy 2,037 task orders have been awarded to 182 different large businesses (some of which changed size status or novated over the life of the SeaPort program)

* Stats based on all SeaPort Task Orders awarded since 2004 to all VS Members
1. Status quo – administratively costly to maintain thousands of MACs held by vendors who do not propose on opportunities

2. Abandon SeaPort – use other GWACs

3. “Redefine” SeaPort - must provide the following:
   • Flexibility in contract type and requirements
   • Maximize competition
   • Maintain the developed vendor base
   • Reduce the risk of fraud and other procurement integrity/bad behavior issues by centralizing the procurement solution
   • Maximize standardization to speed procurement lead times
Market Research Process

• Performed analysis on existing SeaPort statistics
• Explored other vehicles & did comparisons
• Information gathered via various forums:
  – NCC – November 2015
  – NSWC Small Business Outreach Event – March 2016
  – Professional Services Council Meeting – March 2016
  – NCC – April 2016
  – RFI (Both Govt & Industry) – May 2016
  – NAVSEA Small Business Industry Day – August 2016
  – Navy Gold Coast SB Conference – August 2016
OASIS Vendor Base Comparison

Comparison of SeaPort TO awardees to OASIS MAC holders - LB

SeaPort LB also in OASIS

182 LB have won SeaPort TO
42 of which hold OASIS MAC

Comparison of SeaPort TO awardees to OASIS MAC holders - SB

SeaPort SB also in OASIS

551 SB have won SeaPort TO
28 of which hold OASIS MAC

Only 5% of SB who have won SeaPort TO’s hold OASIS MACs

Only 23% of LB who have won SeaPort TO’s hold OASIS MACs
RFI Participation

- Industry users ~3,000 prime MAC holders along with all their team members - ~103 vendors responded

- Government users ~1,700 1102 contract specialists across the Navy - ~94 responses (both individuals and activities)

- Results were split almost down the center 50% on responses – did not reveal burning desire for change to the current construct
  - Resulted in Government changing what they believed would relieve true administrative burdens to the Government but not the overall SeaPort construct
Summary of Analysis

• OASIS does not support the current vendor base and therefore will not work as a substitute for SeaPort

• Other vehicles ruled out

• Industry input advocates continuation of SeaPort

• May be some benefit to redefining SeaPort
SeaPort-e to SeaPort-NxG

- Single NAICS (541330) but possibly with direct ordering authority for IAW SBA regs (8(a), Hubzone, SDVOSB, WOSB)
- Removal of Zone Presence Requirements – All MAC holders will get all zones
- Grouping of functional areas
- Off-ramp process
- Relevant past performance, as either prime or sub, in order to win MAC - Limit vendor entry to those that will bid on work to increase quality competition and reduce administration costs
- Mandatory Gov’t User compliance with SOP to increase standardization and reduce cycle time

Pre-Decisional
## Contemplated Changes

### SeaPort e

- **Zones** – Established presence through either physical location of prime or subcontractor relationship. Could only propose on opportunities where zone had been established

- **Small Business Considerations** –
  - Recertification only in designated timeframes by MAC PCO
  - Gov’t users could further restrict set-asides to any designation under NAICS (WOSB, 8(a), SDVOSB)

### SeaPort NxG

- **Zones** – All vendors will receive all 7 zones. Zones will only exist for Gov’t users to designate where proposal opportunities are located. Removes the need for local presence at the MAC level.

- **Small Business Considerations** –
  - Recertification only from Small to Large business and Large to Small Business – no longer would have designations for set-asides. Credit at the other designations would be dependent upon vendors to keep their SAM and SBA registrations up to date.
  - Gov’t users could further restrict set-asides to any designation under NAICS (WOSB, 8(a), SDVOSB) -- the burden on the PCO’s at the task order competitions to certify the size status at proposal submission or award depending on the designation - not at the MAC level.

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**Pre-Decisional**
Over 50% of Small & Large Businesses have 5 or more zones.
Contemplated Changes

**SeaPort-e**

- NAVY VIRTUAL SYSCOM USERS
  - NAVSEA
  - USMC
  - ONR
  - MSC
  - SPAWAR
  - NAVFAC
  - NAVAIR
  - NAVSUP

- **Statement of Work** – 22 broad functional areas

- **Past Performance Requirements** –
  - Any DoD experience from the Prime or a proposed Team Member to establish past performance

**SeaPort NxG**

- NAVY VIRTUAL SYSCOM USERS
  - NAVSEA
  - USMC
  - ONR
  - MSC
  - SPAWAR
  - NAVFAC

- **Statement of Work** – 2 broad functional areas with subcategories

- **Past Performance Requirements** –
  - DoD experience must be from the prime proposal (prime may submit PP from a subcontracted effort, but not from a team member) and must be verifiable (CPARS, Government endorsement)
**SeaPort-e**

1. Research & Development
2. Engineering, System Engineering & Process Engineering
3. Modeling, Simulation, Stimulation, & Analysis
4. Prototyping, Pre-Production, Model-Making, & Fabrication
5. System Design Documentation & Technical Data
7. Reliability, Maintainability, & Availability (RM&A)
8. Human Factors, Performance, & Usability Engineering
9. System Safety Engineering
10. Configuration Management (CM)
11. Quality Assurance (QA)
12. Information System (IS) Development, Information Assurance (IA), & Information Technology (IT)
13. Inactivation & Disposal
15. Measurement Facilities, Range, & Instrumentation
16. Logistics
17. Supply & Provisioning Support
18. Training Support
19. In-Service Engineering, Fleet Introduction, Installation & Checkout
20. Program Support
21. Functional & Administrative
22. Public Affairs & Multimedia

**Pre-Decisional**

**SeaPort NxG**

**Engineering Support Services**

1. Electrical and Mechanical, Engineering Support
2. System Engineering and Process Engineering Support
4. System Safety Engineering Support
5. In-Service Engineering, Fleet Introduction, Installation and Checkout Support
6. Industrial Engineering Support
7. Chemical and Biochemical Engineering Support
8. Measurement Facilities, Range, and Instrumentation Support
9. Interoperability, Test and Evaluation, Trials Support
10. Research and Development Support
11. Modeling, Simulation, Stimulation, and Analysis Support
12. Prototyping, Pre-Production, Model-Making, and Fabrication Support
13. System Design Documentation and Technical Data Support
14. Reliability, Maintainability, and Availability (RM&A) Support
15. Inactivation and Disposal Support

**Program Management Support Services**

1. Financial Analysis and Budget Support
2. Quality Assurance (QA) Support
3. General Program and Administrative Support
4. Technical Training Support
5. Professional Development and Training Support
6. Analytical and Organizational Assessment Support
7. Database Administrators
8. Multimedia and Graphic Design Support
9. Supply and Provisioning Support
10. Logistics Support
11. Configuration Management (CM) Support
12. Information System (IS) , Network and Web Development Support
13. General Information Technology (IT) Support
Notional Timeline of Events

<table>
<thead>
<tr>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
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**Virtual Industry Days**

**AP Approval**

**Draft RFP Release**

**Proposal Receipt**

**SeaPort NxG Timeline**

**Current IDIQ Life**

**New MACs awarded**

Pre-Decisional