



Space and Naval Warfare Systems Center Atlantic Contracts

Charleston Defense Contractors
Association
**39th Small Business
Industry Outreach Initiative**
17 March 2016

Mr. Steve Harnig
SSC Atlantic
Contracts Competency Lead

Contracts Strategy Update

- ▼ 2.0 is responsible and accountable for leading the Command Contract Strategy
- ▼ 8 Tenets of Acquisition
 - 1) Integrated Product Teams for an integrated acquisition strategy
 - 2) Maximize and optimize competition
 - 3) A highly competent contracting workforce
 - 4) Maximize the use of Small Business
 - 5) Requirements
 - 6) Streamline source selection
 - 7) Reducing cost and cost risk for contracts
 - 8) Improve the professionalism of the Total Acquisition Workforce

FY16 Focus Areas Update

- ▼ Increase contracting competence – *Training program ongoing, utilizing both internal and external training*
 - ▼ Increase quality of documentation – *PPMAP, IG; have initiated internal reviews of contract files*
 - ▼ Increase ownership & accountability – *Aligned to Portfolios*
 - ▼ Reduce time to award – *Streamline Processes*
 - ▼ Increase timeliness of awards – *Need Dates, Negotiated Award Dates*
-
- ▼ Non-Focus Area Initiatives
 - Contract Strategy
 - PPMAP Actions

2.0 Contracting Competency

Tier 1

Steve Harnig
Contracting Competency Lead 2.0
(Chief of the Contracting Office)

Deputy 2.0A
Donna Murphy

CPI 20C
Christy Hammett

Tier 2

ACAT Contracts
2.1
HQ Only

Non-ACAT Contracts/Orders
2.2
Kelly Cannady

Policy & Strategic Initiative
2.3
Kristy Penninger

Tier 3

Orders 1/C4I
2.2.1
Lisa Rosenbaum

Orders 2 – USMC/SOCOM
2.2.2
Vacant

Orders 3-NFS/EIS
2.2.3
Audrey Orvin

Large Contracts
2.2.4
Sheela Casper

Purchase Card Program
Linda Ward

Tier 4

Orders 1
22110
Todd Rollins

Orders 2
22120
Paula Somers

Orders 3
22130 (Norfolk)
Stu Caffrey

Orders 1
22210
Greg McHone

Orders 2
22220
Carol Lloyd

Orders 1
22310
Penny Leya

Orders 2
22320 (NOLA)
Cheryl Bruza

Orders 3
22330
Jackie Luna

Senior
1102
SSA
VACANT

Pre Award 1
22410
Erica Smoak

Pre Award 2
22420
Jesse Seaton

Post Award
22430
Nina Burgsteiner

Contracts Industry Council Update

- ▼ Currently meeting bi-monthly, with interim discussions between CIC Chair and Contracts Lead
- ▼ Addressed questions from December SBIOI during January 2016 CIC
- ▼ Actions/issues from January 2016 CIC include:
 - Developing a plan to communicate workload/forecasting to industry
 - RFP quality, how to improve
 - Command is incorporating “negotiated award dates” into our processes
- ▼ Next CIC 25 March 2016



Space and Naval Warfare Systems Center Atlantic

C4I Task Orders Division 221

Ms. Lisa Rosenbaum
SSC Atlantic

RFPs in Process

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
C4I	1300519248	<\$10M	P1I Preferred	RFP Pending	3 rd Qtr FY 16	Performance-based Logistics – Organic (PBL-O) Ships Systems Exploitation Equipment (SSEE) & Cooperative Outboard Logistic Update (COBLU)
C4I	1300531872	>\$10M	8(a) Incubator	RFP Pending	4th Qtr FY 16	Interior Communications (IC) Services
C4I	1300525608	>\$10M	DS Unrestricted Pillar	RFP Pending	4th Qtr FY 16	Consolidated Afloat Network Enterprise Services (CANES) Agile Common Services (ACS) Services Support
C4I	1300546495	<\$10M	TCI SBSA Pillar	RFP Pending	4th Qtr FY16	USCG Network Comms Support

RFPs in Process

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
C4I	1300508810	<\$10M	TCI Unrestricted	RFP Pending	4 th Qtr FY 16	COMSATCOM Technical Support
C4I	1300494694	>\$10M	TCI Unrestricted	RFP Pending	4 th Qtr FY 16	NMT Tech Support
C4I	1300539721	>\$10M	TCI SBSA	RFP Pending	4 th Qtr FY 16	Eng, Sustainment, Testing & SOVT Support for ADNS, CANES, CES & COMPOSE (follow-on) PMW 160 SSA
C4I	1300539722	>\$10M	TCI Preferred	RFP Pending	4 th Qtr FY 16	Engineering & SOVT for CANES, CES, OE, & COMPOSE (follow-on) PMW 160 SSA

Future Opportunities

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
C4I	1300550999	<\$10M	PII Unrestricted	Market Survey Posted	4th Qtr FY 16	USCG WMSL Upgrade Engineering & Technical Services
C4I	TBD	>\$10M	Seaport-e	PPSM approval – Mar 16	2 nd Qtr FY 17	KMI Deployment and Technical Support to provide training, integration, development, testing, and technical support for KMI Program. Requires COMSEC Training & Certification



Space and Naval Warfare Systems Center Atlantic

USMC/ SOCOM Task Orders Division 222

Ms. Kelly Cannady
SSC Atlantic

Future Opportunities – USMC/SOCOM

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
USMC/ SOCOM	1300531435	>\$5M <\$10M	BFS TBD	Market Survey Posted	4 th QTR FY16	Infrastructure, IA, S/W, & CM Support for Solution Dev. Environment
USMC/ SOCOM	1300539998	< \$5M	TBD	Market Survey Posted	1 st QTR FY 17	AN/URN(V) ICADS Support
USMC/ SOCOM	1300506490	> \$10M	SeaPort-e	Market Survey Pending Est. Release Date MAY 2016	1 st /2 nd QTR FY17	Combat Operations Center (COC) Engineering Support

RFPs In Process – USMC/SOCOM

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
USMC/ SOCOM	1300509083	> \$5M	DS Unrestricted	RFP Pending Est. Release Date MAR 2016	3 rd QTR 2016	Army Panther Medium Mine Protected Vehicle (MMPV) C4I Systems Integration
USMC/ SOCOM	1300497824	> \$10M	DS Unrestricted	RFP Pending Est. Release Date MAR 2016	4 th QTR FY16	GCCS-TCO/JTCW and TSOA Eng. Services, Software Integration & IA Support
USMC/ SOCOM	1300487882	> \$10M	DS Unrestricted	RFP Pending Est. Release Date MAR 2016	4 th QTR FY16	GCCS-TCO/JTCW and TSOA Integrated Logistics Support
USMC/ SOCOM	1300488023	> \$10M	SeaPort-e	RFP Pending Est Release Date APR 2016	4 th QTR 2016	GCSS-MC Systems Engineering and Software Development Support
USMC/ SOCOM	1300541535	< \$5M	DS 8(a)	RFP Pending Est. Release Date APR 2016	4 th QTR 2016	Vehicular Integrated Solutions Software Management. Ship to Objective Maneuver (STOM)
USMC/ SOCOM	1300533829	> \$10M	ITES (Competitive)	RFP Pending Est. Release Date JUN 2016	2 nd QTR FY17	Combat Operations Center (COC) Field-Level Sustainment



Space and Naval Warfare Systems Center Atlantic

NF&S Task Orders Division 223

Ms. Audrey Orvin
SSC Atlantic

Future Opportunities

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
NF&S	1300546954	> \$5M - < \$10M	TBD	Pending	1st QTR FY 17	AFHE Engineering Installation & Maintenance
NF&S	1300549480	>\$10M	Seaport - SBSA	Pending	1st QTR FY 17	CIM Defense Health Agency Infrastructure Modernization

RFPs In Process

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
N&FS	1300542067	>\$10M	SSC LANT Europe ISR MAC	RFP Pending Est. Release Date April 2016	4 th QTR FY16	Engineering Services for Child Youth Program-Closed Circuit Television
N&FS	1300506322	< \$5M	ICO Pillar Unrestricted	RFP Pending Est. Release Date April 2016	4 th QTR FY16	NAVAIR P-8 Quick Reaction Capability Engineering & Logistical Support
N&FS	1300545425	< \$5M	Ashore Systems Engineering MAC	RFP Pending Est Release Date April 2016	4th QTR FY16	Engineering Services for Intrusion Detection System, Closed Circuit Television, Mass Notification Systems & Automated Access Control Systems
NF&S	1300553954	< \$5M	Infrastructure Protection & Security Engineering MAC	RFP Pending Est Release Date May 2016	4 th QTR FY16	Child Youth Center Video Surveillance System Logistical & Technical Maintenance Services
NF&S	1300505518	>\$10M	BFS Pillar Unrestricted	RFP Pending Est Release Date April 2016	1 st QTR FY 17	Financial Systems/Naval Reserve Business Solutions Integrated Product Team

RFPs In Process

Portfolio	PR #	Est Value	Pillar/Vehicle	Status	Est Awd Date	General Description
NF&S	1300540582	> \$10M	ITES S2	RFP Pending Est. Release Date April 2016	4 th QTR FY 16	CNIC N6 IT Services
NF&S	1300550668	> \$5M-<\$10	PM/FM SDVO SB	RFP Pending Est Release Date May 2016	4 th QTR FY 16	CNIC Programmatic & Technical Support Services
NF&S	1300548803	> \$5M-<\$10	Fuel Handling MAC	RFP Pending Est Release Date April 2016	4 th QTR FY 16	Automated Tank Gauging Independent Alarm System Equipment Maintenance
NF&S	1300546450	< \$5M	DARPA MAC	RFP Pending Est Release Date April 2016	4 th QTR FY 16	Enduring Systems Support
NF&S	1300546661	> \$10M	ITES	RFP Pending Est Release Date April 2016	4 th QTR FY16	DTS Call Center Services



Space and Naval Warfare Systems Center Atlantic

Large Contracts 2224

Sheela Casper
SSC Atlantic

Market Research (Per FAR Part 10)

- ▼ When is Market Research conducted?
- ▼ Who is involved in the Market Research?
- ▼ How do we use the results of the Market Research?
 - Commercial product/service availability
 - Set aside determinations
 - Potential sources for the requirement
 - Potential solutions for the requirement
- ▼ How can Market Research be conducted?
 - Varies by each acquisition
 - Contacting knowledgeable individuals
 - Online research
 - Market Surveys

Market Research (Per FAR 10)

- ▼ What do we do with the Market Research/Market Survey?
 - Comprehensive review of the submitted information
 - Assists in the development of the strategy
 - Assists in the development of the solicitation
- ▼ How can YOU help with Market Research?
 - **READ** each announcement – may not be a standard request
 - Responses from Small **and** Large Businesses may be required
 - Responses should be relevant to the requests
 - Responses may assist with the following:
 - Contract type development
 - PWS development
 - Overall strategy development

YOUR RESPONSES PLAY A CRITICAL ROLE

RFPs In Process (Pending/Issued or Under Eval)

Solicitation #	Est Value	Acquisition Strategy	Status	Est RFP Release Date	Est Awd Date	General Description
N65236-13-R-0016	\$250M - \$1B	Full & Open (MAC*)	Under Eval	Released	3 rd Qtr, FY16	C2 Supply MAC
N65236-14-R-0014	\$50M - \$100M	8(a) Set-Aside (MAC)	Under Eval	Released	1 st Qtr, FY17	Handheld Radios, Cellular Handsets, and Radio Telephone Equipment
N65236-14-R-0015	\$50M - \$100M	Full and Open Competition (SAC**)	Under Eval	Released	4 th Qtr, FY16	SOCS SATCOM and Network Support Services
N65236-15-R-0001	\$100M - \$250M	Full and Open Competition (MAC)	Acquisition Planning	2 nd Qtr, FY16	3 rd Qtr, FY17	Submarine C5I Systems Integrated Platform Engineering Support

* MAC – Multiple Award Contract

** SAC – Single Award Contract

Future Opportunities

Solicitation #	Est Value	Acquisition Strategy	Status	Est RFP Release Date	Est Awd Date	General Description
N65236-15-R-0005	\$100M - \$250M	Full and Open Competition (MAC)	Acquisition Planning	3 rd Qtr, FY16	3 rd Qtr, FY17	Tagging, Tracking, and Locating (TTL) Services & Equipment
N65236-15-R-0010	\$250M - \$1B	Full and Open Competition (SAC)	Market Research	3 rd Qtr, FY16	3 rd Qtr, FY17	C5ISR Acquisition, Engineering, & Integration (CAEI) (Corporate Production)
N65236-15-R-0015	\$250M - \$1B	TBD (MAC)	Market Research	4 th Qtr, FY16	4 th Qtr, FY17	Mobile C4I Solutions
N65236-15-R-0030	\$250M - \$1B	TBD (MAC)	Market Research	4 th Qtr, FY16	4 th Qtr, FY17	Electronic Security Systems (ESS) and Emergency Management (EM) Engineering/Technical Support Services

Future Opportunities

Solicitation #	Est Value	Acquisition Strategy	Status	Est RFP Release Date	Est Awd Date	General Description
N65236-16-R-0001	\$10M - \$50M	TBD (SAC)	Market Research	3 rd Qtr, FY16	3 rd Qtr, FY17	USMC Intelligence Analysis System Advanced Analytics Technical Solution
N65236-16-R-0005	\$10M - \$50M	TBD	Market Research	4 th Qtr, FY16	4 th Qtr, FY17	Navy Shore Electromagnetic Environmental Effects (E3)
N65236-16-R-0006	\$10M - \$50M	TBD (SAC)	Market Research	3 rd Qtr, FY16	3 rd Qtr, FY17	Engineering & Operational Support for Aviation & Polar Programs
N65236-16-R-0009	\$50M - \$100M	TBD (MAC)	Market Research	4 th Qtr, FY16	4 th Qtr, FY17	AFRICOM/EUCOM/CENTCOM Solutions

Future Opportunities

Solicitation #	Est Value	Acquisition Strategy	Status	Est RFP Release Date	Est Awd Date	General Description
N65236-16-R-0010	\$250M - \$1B	TBD (MAC)	Market Research	TBD	TBD	Intelligence, Surveillance and Recon (ISR) Solutions
N65236-16-R-0015	\$250M - \$1B	TBD (MAC)	Market Research	TBD	TBD	Shipboard and Shore Communications Systems
N65236-16-R-0017	\$100M - \$250M	SB Set-Aside (MAC)	Acquisition Planning	TBD	TBD	Stand-Alone Kitting (Corporate Production)
N65236-16-R-0018	\$50M - \$100M	TBD (SAC)	Market Research	4 th Qtr, FY16	4 th Qtr, FY17	Mgmt & Business Analytics Support
N65236-16-R-0019	\$250M - \$1B	TBD (MAC)	Market Research	TBD	TBD	Tactical Networks and Command Centers
N65236-16-R-0021	\$100M - \$200M	TBD (MAC)	Market Research	1 st Qtr, FY17	1 st Qtr, FY18	DARPA TTO Program Support

Future Opportunities

Solicitation #	Est Value	Acquisition Strategy	Status	Est RFP Release Date	Est Awd Date	General Description
TBD	\$50M - \$100M	TBD (MAC)	Initial Planning	TBD	TBD	Telephony and IC
TBD	\$250M - \$1B	TBD (MAC)	Initial Planning	TBD	TBD	Mission Assurance (Cyber Security)
TBD	\$50M - \$100M	TBD (SAC)	Initial Planning	TBD	TBD	NOLA BOASS Data Center



Questions?