

Acquisition Center for Support Services



FY2012 – ACSS Workshop

Paul Ortiz, Director
Pamela Gulick, Senior Analyst, PMP
Acquisition Center for Support Services

Agenda



- **Overview of the ACSS Program**
- **Acquisition Center for Support Services Role**
- **Program Evolution**
- **CEOss/2011 Business Metrics**
- **Decision Memorandum**
- **What Is SeaPort?**
- **SeaPort Programmatic Approach**
- **Program Results**
- **Small Business Participation**
- **SeaPort Screen Shots**
- **QUESTIONS and ANSWERS/Helpful Hints**
- **Future Opportunities**

ACSS Staff FY12



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Commandant of the Marine Corps

**Assistant Secretary of the Navy
Research, Development & Acquisition**

MARCOSYSCOM

**PEO
EIS**

**PEO
Land Systems**

Staff

JPO MRAP
Mine Resistant
Ambush Protected

Staff

Staff

Deputy Commander
Resource Management

PM Ammo
Ammunition

PM-10 ISI
Information Systems and
Infrastructure

PM NEN
Naval Enterprise
Networks

PM AAA
Advanced Amphibious
Assault

Deputy Commander
SIAT

PM LAV
Light Armored Vehicle
Warren, MI

PM-13 IWS
Infantry Weapons Systems

PM EIS
Enterprise IT Services

Amphibious Assault
Vehicle

Commanding Officer
MCTSSA
Camp Pendleton, CA

PMMI
Marine Intelligence

PM-14 AFSS
Armor and Fire
Support Systems

PM GCSS-MC
Global Combat Support
System-Marine Corps

Amphibious Combat
Vehicle

Assistant Commander
Contracts

PM TRASYS
Training Systems
Orlando, FL

PM-23 MC3
MAGTF Command, Control,
and Communications

Marine Personnel
Carrier

Assistant Commander
Acquisition Logistics/
Product Support

PM-31 CSS
Combat Support Systems

PM CAC2S
Common Aviation Command
& Control System

Assistant Commander
Programs

PM GATOR
Ground/Air Task Oriented
Radar

PM JLTV
Joint Light Tactical
Vehicle

PM LW155
Lightweight 155
Picatinny, NJ

PM LVSR
Logistics Vehicle System
Replacement

PM MTRV
Medium Tactical Vehicle
Replacement

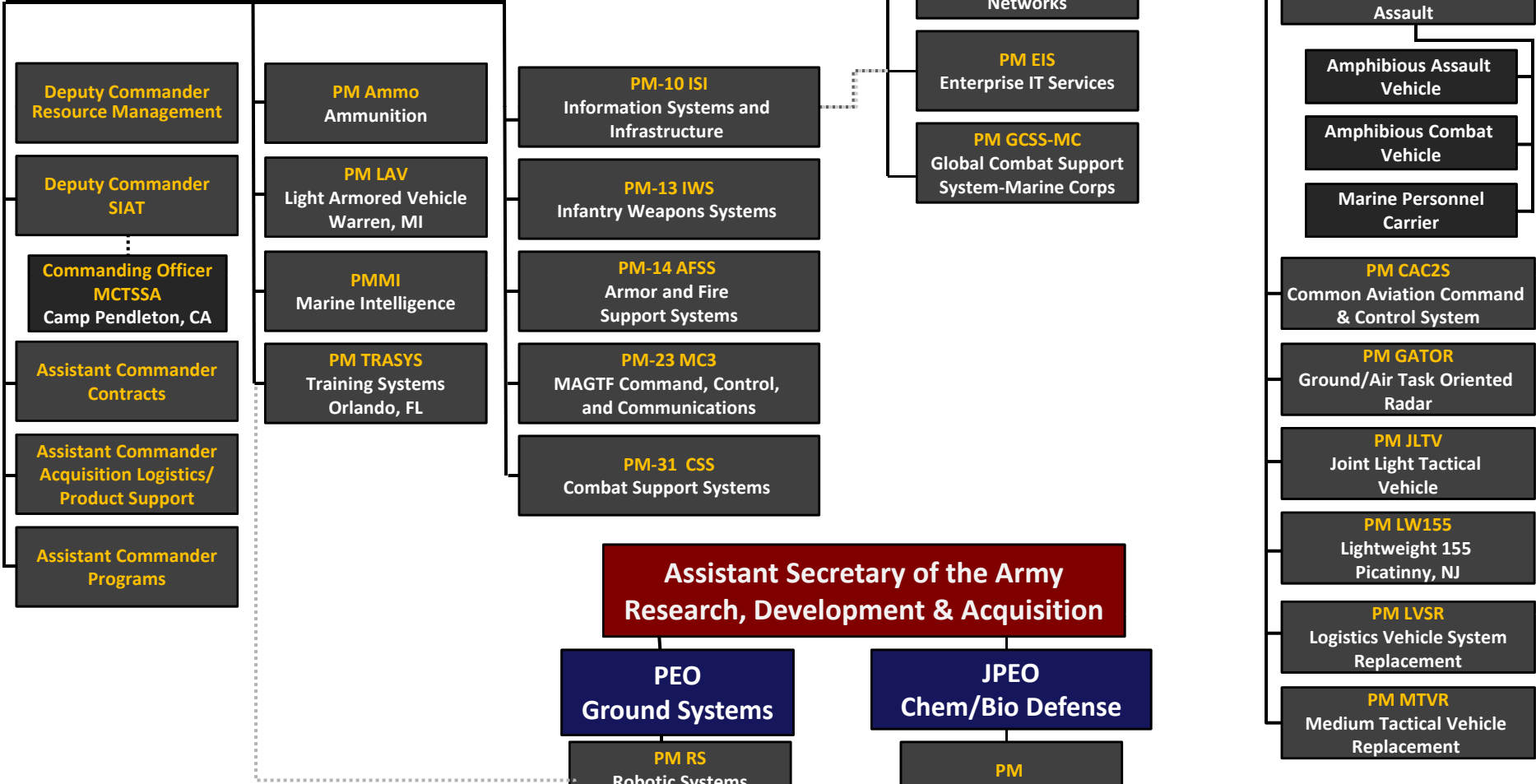
**Assistant Secretary of the Army
Research, Development & Acquisition**

**PEO
Ground Systems**

**JPEO
Chem/Bio Defense**

PM RS
Robotic Systems

PM



Where Are They Located?

Workforce Locations
As of July 2011

PM LW-155
Picatinny, NJ
Military – 2
Civilian – 9

Quantico, VA
Military – 328
Civilian – 1655

Albany, GA
Military – 39
Civilian – 141

PM Training Systems
Orlando, FL
Military – 10
Civilian – 60

PM Robotic Systems
Warren, MI
Military – 1
Civilian – 0

PM LAV
Warren, MI
Military – 8
Civilian – 0

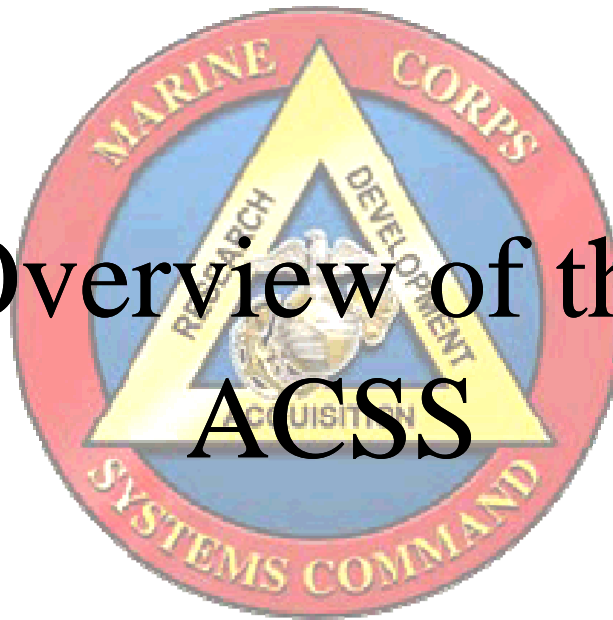
AVTB
Camp Pendleton, CA
Military – 50
Civilian – 18

MCTSSA
Camp Pendleton, CA
Military – 211
Civilian – 189

Other Locations
Military - 29
Civilians – 38

Command Onboard Workforce Total: 2788
678 Military (24%)
2110 Civilian (76%) - Excludes Interns

Overview of the ACSS



Acquisition Center for Support Services (ACSS)



- Manage a comprehensive Advisory & Assistance Services (A&AS) program for MCSC
- Central point for the consolidation and competitive negotiation of support services requirements
- Principal interface with professional services sector

Acquisition Center for Support Services



Mission

To maintain the Acquisition Center for Support Services (ACSS) for utilizing best practice for centralized acquisition of technical and professional services for MARCORSYSCOM using a Service Center approach.

Acquisition Center for Support Services



Objectives

- Focus on the Command's Mission – Quality Services
- Emphasize ACSS's Business Model to meet Regulations and Policy Changes using SeaPort as the support tool
- Improve Support Service Costs and Performance
 - ❑ Maintain continuous process improvement of templates, processes, etc.
 - ❑ Provide timely & accurate communication to Vendors
 - ❑ Provide comprehensive/constructive contractor evaluations (i.e. CPARS)
 - ❑ Provide detailed documentation for PWSs' and RFQ's

ACSS Overview



Underlying Principles

- Advisory and Assistance Services
- Maximum contract length of base year plus two option years
- Utilize a structured business model
- Target award timeline being assessed

Award Process

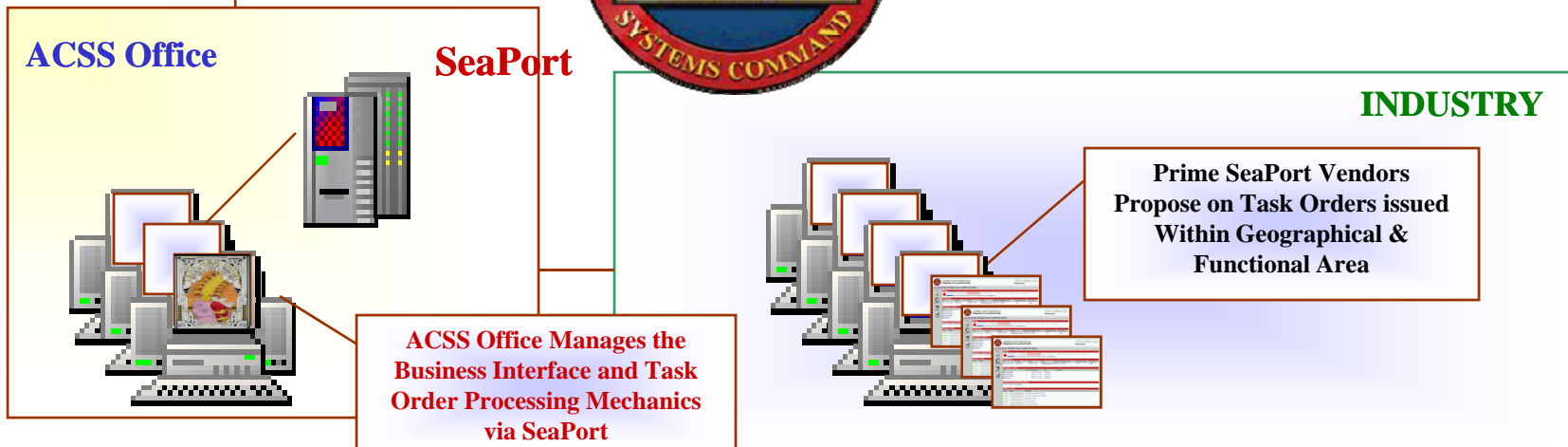
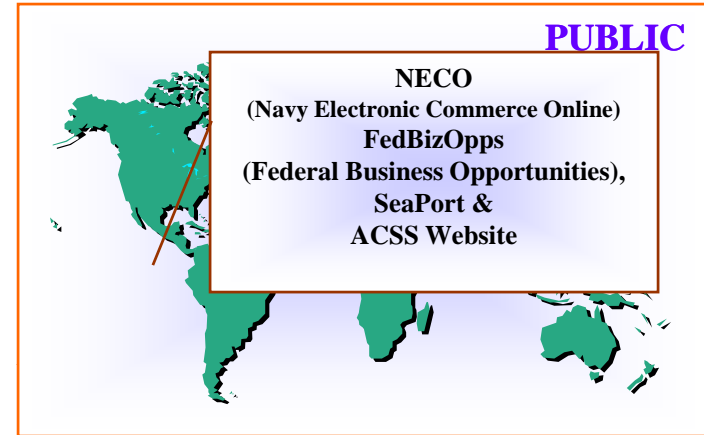
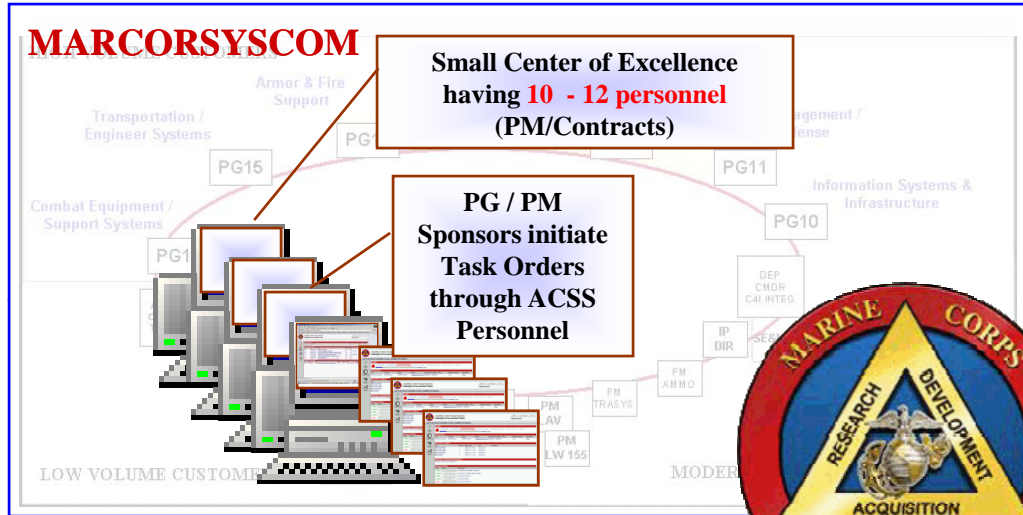


- Task Order Awards
 - ❑ Awarded against individual MAC's
 - ❑ Competitive RFQ using PWS
 - ❑ Best value with tradeoff source selections
 - ❑ Firm-fixed price Labor with cost-reimbursable Travel



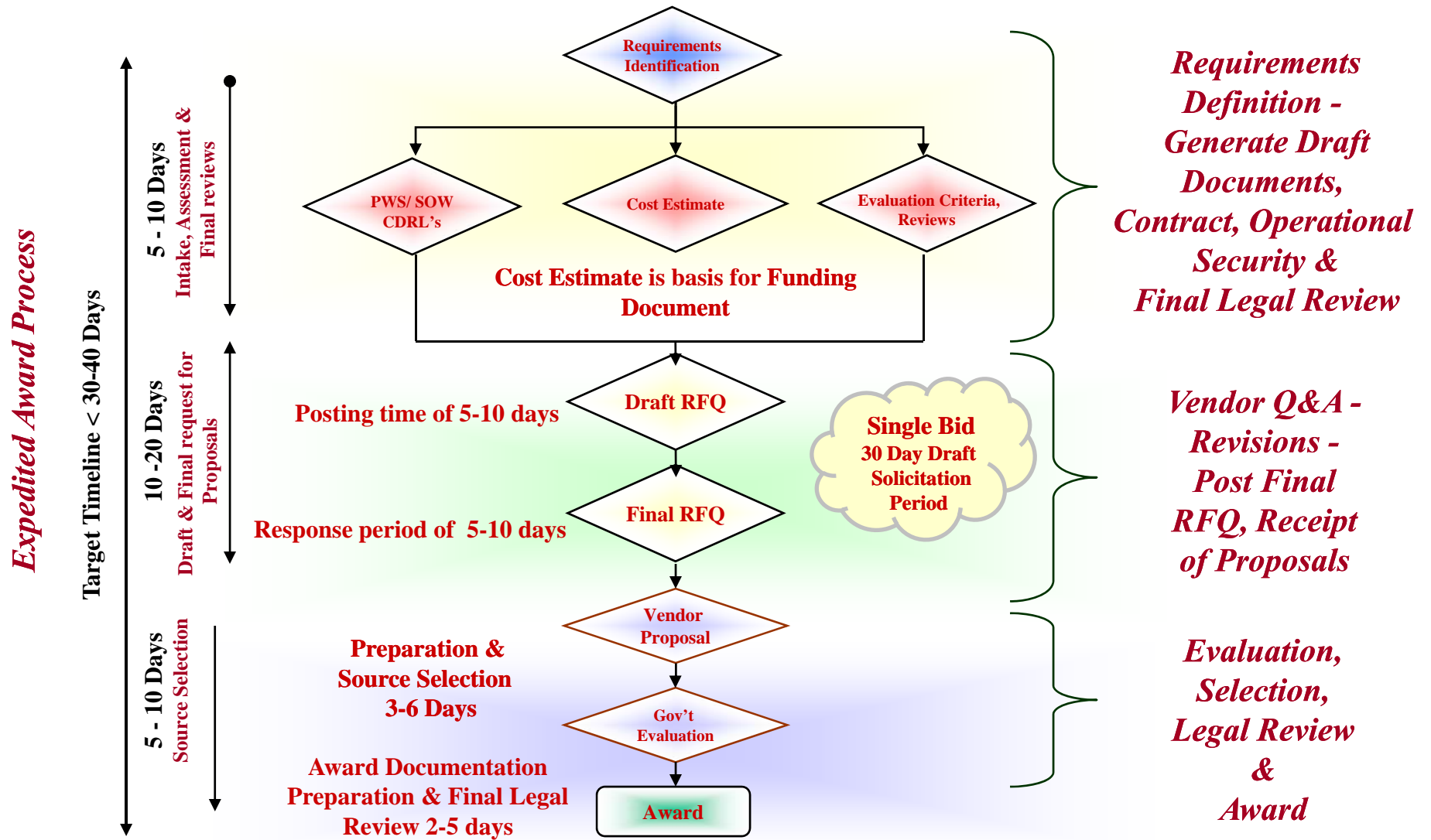
ACSS Interfaces

“Strategic Management of Support Services”



May 3, 2012

Current ACSS Customer Process Model



Assistant Commander, Programs



**Assistant Commander & PM
Competency Director**

MCSC Customer Base

**Mr. Richard
Supervisory Program Analyst**

- ✓ 1500 Task Orders to date(2002-12)
- ✓ \$450M+ Annual Services FY11
- ✓ 34 - Prime Vendors FY 2011
- ✓ 400+ Participating Firms
- ✓ 200+ Task Orders Annually

Operations
Ms. Verna Long
Program Analyst

PM Community Management
PM Community Manager
Mr. John Cocowitch, NH-4-0340

Competency Realignment Lead
Mr. Dominic Foster, NH-4-0340

PM Developmental Program
Mr. James Dade
Mr. Fernando Pena
Mr. Patrick Murrie, Y

Office Manager
Ms. Cathy Montgomery
Admin Officer

PG14 AFSS Vacant - Detail, NH-4-0340
PG15 GTES Andrew L. Rodgers, NH-4-0340
PG16 CESS Mr. Neal Justis, NH-4-0340
PM GCSS MC Ms. Kim Yarboro, NH-4-0340

PG17 GTE
DA
Mr. Steve
Program Analyst, NH-4-0340

Assessments Branch
Mr. Steve Zoric
Program Analyst, NH-4-0343

Cost & Analysis Branch
Mr. Don Burlingham
Ops Research Analyst, NH-4-1515

POM Development Branch
Mr. Don Shirk
Ops Research Analyst NH-4-1515

ACSS Branch
Mr. Paul Ortiz
Program Analyst, NH-4-0340

Branch Members
Ms. Pam Gulick, Program Analyst
Ms. Sherri L. Payne, Program Analyst
Ms. Kristin Gomez, Program Analyst
Ms. Dawn Wiley, Program Analyst

Branch Members
Mr. Paul Caussin, Program Analyst
Ms. Christine Huebner, Program Analyst
Ms. Elizabeth Miller, Program Analyst
Mr. Mark Neff, Program Analyst
Ms. Maggie Halloran, Program Analyst
Ms. Heather King, Program Analyst

Branch Members
Susan Wileman Operations Research Analyst
Mark Earnesty, Operations Research Analyst

Branch Members
Mr. John Olsavsky, Program Analyst
Ms. Phyllis Hurlock, Program Analyst
Ms. Jennifer Gibson, Program Analyst

Contracts Members
Ms. Sakeena Siddiqi, Contracting Officer
Ms. Stasia Baker, Contracting Officer
Ms. Tammy Faulkner, Contract Specialist
Ms. Penny O'Neil, Contract Specialist
Mr. Adrian Reinharz, Contract Specialist
Mr. Michael Richards, Contract Specialist

2011 Business Metrics



FY 2011 CEOss Vendors by Domain

ES

CENTURUM

QinetiQ

TASC

SAIC
From Science to Solutions

CACI
EVER VIGILANT

BAE SYSTEMS

JACOBS

dcs corp

Gamber
Customer Focused, Employee Driven

GENERAL DYNAMICS
Information Technology

SE

Battelle
The Business of Innovation

TSC

at&t

STANLEY

Technology Associates
International Corporation

CSC

SURVICE
ENGINEERING COMPANY

RNB
Technologies, Inc.

mtcsc

ALA

Thomas Associates Inc
Integrated Design Innovative Solutions

CTC

LOGIS TECH

KRATOS
DTI ASSOCIATES, INC.

LOCKHEED MARTIN
We never forget who we're working for

L3
communications

URS

THE COLUMBIA GROUP

ITT

BA

FLATTER & ASSOCIATES
HIGH IMPACT SOLUTIONS

serco

MCR
CRITICAL THINKING. SOLUTIONS DELIVERED.

TECOLOTE RESEARCH, INC.

KALMAN
Kalman & Company, Inc.

Booz | Allen | Hamilton



FY11 Domain Players

Specialty Engineering

- **FY11 Base:** 9 Prime Awards
- **Awards:** 37 TO's / ~\$50 M
- **Avg. No. Teammates per Prime:** 23
- **Primes:** AT&T, Battelle, CSC, MTCSC, RNB, Stanley, Survice, TAIC, TSC

Business & Analytical

- **FY11 Base:** 6 Prime Awards
- **Awards:** 45 TO's / ~\$42.1 M
- **Avg. No. Teammates per Prime:** 24
- **Primes:** BAH, Flatter, Kalman, MCR, Serco, Tecolote

Engineering & Scientific

- **FY11 Base:** 10 Prime Awards
- **Awards:** 56 TO's / ~\$124 M
- **Avg. No. Teammates per Prime:** 26
- **Primes:** BAE, CACI, Camber, Centurum, DCS, GDIT, Jacobs, QinetiQ, SAIC, TASC

Acquisition, Logistics & Admn.

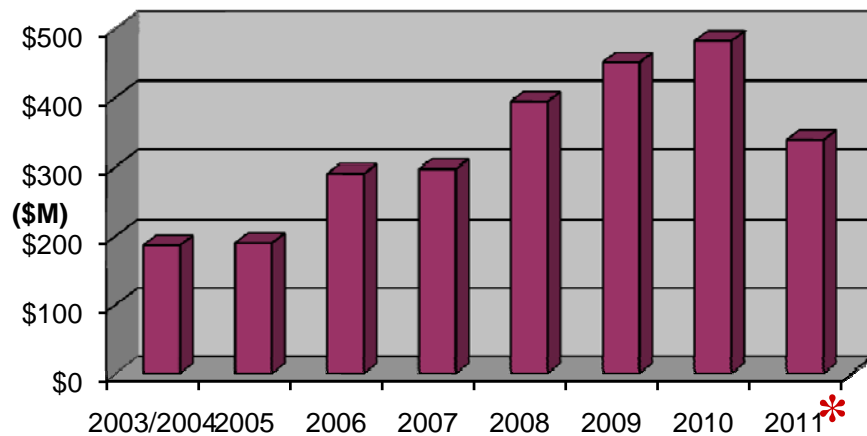
- **FY11 Base:** 9 Prime Awards
- **Awards:** 43 TO's / ~\$121.4M
- **Avg. No. Teammates per Prime:** 29
- **Primes:** TCG, CTC, DTI, EDO, INS/LM, L-3, Logis-Tech, Thomas Assoc. , URS

FY 2011 - 34 Prime Vendors/Over 350 Participating Firms

Overall 2011 CEOss Metrics



Awarded Value by Fiscal Year

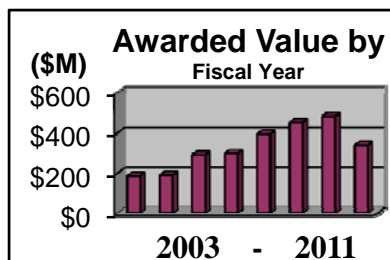


* 2011 Does NOT include \$111mil in Modifications

Domain	Task Orders	Award Value
ALA	63	\$121,430,457
BA	45	\$ 42,196,467
ES	56	\$124,190,290
SE	37	\$ 50,379,343
Total	201	\$ 338,196,557



2011 Domain Facts



SE

ALA

ES

Item	Value	Item	Value
Invested YTD	\$124M	Invested YTD	\$50.3M
# Task Orders	56	# Task Orders	37
Avg. Bid Rate	46%	Avg. Bid Rate	45%
Avg. Proposal Score	83%	Avg. Proposal Score	86%
Avg. Domain Rate	\$95.57	Avg. Domain Rate	\$102.20
Small Business	0%	Small Business	2.7%

BA

Item	Value	Item	Value
Invested YTD	\$42.1M	Invested YTD	\$121M
# Task Orders	45	# Task Orders	63
Avg. Bid Rate	58%	Avg. Bid Rate	46%
Avg. Proposal Score	86%	Avg. Proposal Score	84%
Avg. Domain Rate	\$106.18	Avg. Domain Rate	\$90.50
Small Business	0%	Small Business	3.6%



FY11 CEOss Performance

**2002-2012
\$3.2 bil**

CEOss FY11 Performance Report

FY11 Modification Order Value		\$111,894,698
FY11 New Task Order Value		\$338,196,557
FY11 Amount Awarded to Date:		\$450,091,254
Domain Task		
Orders FY11 to		
Date:		
ALA - 63		\$121,430,457
BA - 45	} Award Value	\$42,196,467
ES - 56		\$124,190,290
SE - 37		\$50,379,343
Total TO's for FY11:		201
Avg. Percent of Competition:	<u>average of 4 per Task Order</u>	49%
Avg. Days in Queue:		29
FY11 Weighted Avg. Hourly Rate:		\$98.29
ALA -\$90.50		
BA -\$106.18		
ES -\$95.57		
SE -\$102.20		
FY11 SB Prime Award Volume:		\$5,754,146
Single Bids		2% (4 of 201)

**2012
55 days**

CEOss 2011 Marine Corps Customers

Customer Information to Date

Office	Invest	FY11 TO's	Investment
AFSS	\$9,339,853	2	3%
JPEO CB	\$8,631,388	2	3%
MC2I	\$36,395,130	16	11%
CESS	\$18,955,525	9	6%
GTES	\$18,044,562	9	5%
ISI	\$43,323,672	24	13%
IWS	\$10,750,411	6	3%
CINS	\$31,195,314	13	9%
MCTSSA	\$10,117,741	2	3%
Other	\$51,281,695	48	14%
PROG	\$6,400,632	20	2%
DC C41	\$5,957,528	2	2%
TRASYS	\$23,429,207	7	7%
MCCDC	\$15,142,071	18	5%
OFS	\$20,330,211	5	6%
SCMC	\$306,916	1	0%
EFV	\$3,709,408	4	1%
AMMO	\$1,685,957	2	1%
LOGCOM	\$2,269,780	1	1%
LCL	\$4,212,465	3	1%
MCU	\$159,156	1	0%
GCSS	\$16,301,365	5	5%
LAV	\$0	0	0%
F&S	\$236,171	1	0%
	\$338,196,557	201	100%

ALA	MKI	\$0	
	Prosol*	\$0	
	DTI	\$159,156	
	Thomas*	\$834,012	
	Logis Tech*	\$3,544,081	
	TCG	\$4,433,952	
	CTC	\$8,237,211	
	EDO	\$14,224,276	10
	INS/LM	\$18,248,944	8
	URS	\$21,472,079	5
	L3	\$50,276,747	1
BA	MCR Fed	\$0	
	Flatter	\$4,045,384	
	Tecolote	\$4,910,168	
	BAH	\$5,094,736	
	Serco	\$7,718,094	
	KALMAN	\$20,428,085	6
ES	CACI	\$0	
	Camber	\$0	
	Centurum	\$1,034,996	
	DCS	\$2,355,217	
	SAIC	\$3,072,748	
	BAE	\$3,188,882	
	TASC	\$18,425,875	7
	GDIT	\$22,034,611	4
	Jacobs	\$26,472,969	3
	OSEC (QNA)	\$47,604,992	2
SE	AOT	\$0	
	MTCSC	\$0	
	SURVICE	\$0	
	Unitech	\$1,044,284	
	RNB*	\$1,376,053	
	Battelle	\$2,239,631	
	Stanley	\$5,064,183	
	TAIC	\$6,221,267	
	TSC	\$7,266,769	
	CSC	\$11,192,278	
	AT&T	\$15,974,878	9
		\$338,196,557	



A Brief History of Support Services



Prior to 1997

CPFF contracts developed around individual PM office requirements

1997-2002

Single award FFP IDIQ contracts that integrated common functional disciplines

2002- 2014

CEOss – FFP multiple award GSA based contracts with services grouped into functional domains

2012- Present

SeaPort – SYSCOM WEB Based Enterprise solution to acquire Engineering, Financial, and Program Management support services, FFP

Decision Memorandum





UNITED STATES MARINE CORPS
MARINE CORPS SYSTEMS COMMAND
2200 LESTER ST
QUANTICO, VIRGINIA 22134-6050

IN REPLY REFER TO:
1000
CMDR
27 Apr 12

DECISION MEMORANDUM

Subj: SERVICES ACQUISITION IN MARINE CORPS SYSTEMS COMMAND

Ref: (a) CEOss-SEAPORT Decision Meeting of 23 Apr 12

1. In consideration of the results of the trade-off analysis presented to me during the referenced meeting, I have determined that it is in the Marine Corps Systems Command's (MARCORSYSCOM) best interests to transition our services acquisition buying vehicle from that of the Commercial Enterprise Omnibus Support Services (CEOss) acquisition model to that of the Department of the Navy SEAPORT model.

2. The CEOss acquisition model, introduced in MARCORSYSCOM nearly 10 years ago, has served the Command well in the critical area of support services acquisition. Since its inception, the Acquisition Center for Support Services (ACSS), using the CEOss model, has awarded over \$3.1B in contracts that have provided vital services to our program managers and other command elements. In parallel with our introduction and use of CEOss, the Department of the Navy also developed and is using a similar sourcing model known as SEAPORT. SEAPORT has now evolved into a powerful services acquisition tool that offers many advantages over CEOss. It is a buying vehicle that is open and available to all Department of the Navy Systems Commands.

3. During the referenced decision meeting, I was presented with a detailed, side-by-side comparison of the features of CEOss and SEAPORT. What is clear from that trade-off study is that SEAPORT is equal to or better than CEOss in terms of the ability of its e-commerce tools and underlying contract instruments to provide the full range of support services this Command requires. In addition, the costs to the Marine Corps to use the SEAPORT contract vehicles are minimal, whereas CEOss has considerable costs of ownership for the Command. These are costs we can no longer continue to bear when there is a much less costly and equally capable alternative available to us. In addition, the ACSS Team, free from the burden of awarding and administering dozens of CEOss BPAs, will be able to fully focus on customer support for our PEOs, PMs and competencies. It is

Subj: SERVICES ACQUISITION IN MARINE CORPS SYSTEMS COMMAND

also noted that the vast majority of our current CEOss suppliers, along with hundreds of other companies across our region, have SEAPORT contracts providing us with a highly competitive environment in which to acquire contract support services.

4. Accordingly, during July 2012, we will begin a transition from our current use of CEOss basic purchase agreements to using task orders placed against SEAPORT contract vehicles. This transition will be seamless, well planned and carefully executed so as to ensure there is no interruption in the support services required by our supported PEOs, our PMs and other command organizations. Our ACSS Team will continue to provide a strategic sourcing customer service center for the command and our affiliated PEOs, and will also provide overall management of this important effort.

5. In the coming weeks, the ACSS and Assistant Commander for Contracts will be providing our Command, our external stakeholders and our current CEOss suppliers with detailed information regarding the transition plan.

F. L. KELLEY

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SeaPort Overview 2012



What Is SeaPort?

- **SeaPort is a Set of Multiple Award Contracts:**
 - Navy's Virtual SYSCOM Enterprise solution to acquire Engineering, Financial, and Program Management support services
 - SeaPort Navy service procurement vehicle:
 - 2,540 prime contractors (83% small business) with a basic IDIQ MAC in SeaPort
 - Competitive Task Orders – Fair Opportunity (FAR 16.505)
 - Competed in one of seven geographic zones based upon principal place of performance
- **SeaPort is a Web-Based Portal:**
 - Provides a means for electronically competing & awarding Task Order solicitations
 - Facilitates the acquisition and management of services



SeaPort Evolution

Category	SeaPort Original (2001 – 2004)	SeaPort (2004-2005)	VS SeaPort (2005-Present)
Portal Components	“Buy” site for Gov’t, “Sell” site for Industry	Same	Same
Program Website	Yes – www.seaport.navy.mil	Same	Same
Navy Users	NAVSEA HQ	All NAVSEA	All Navy Virtual SYSCOM
# of Ordering Offices	1	24	118
# of Prime MACs	21	151	2,540
# of Functional Service Areas	4	21	22
SB Consideration?	No	Yes	Yes, incl. HUB Zone, SDVOSB
Task Order’s Competed Nationally?	Yes	No	No

Data as of 4 Aug 2011



Programmatic Approach

- **SeaPort Multiple Award Contract (MAC):**
 - Five-Year Base ordering period w/Five-Year Award Term
 - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
- **Allows for Small Business set-asides (restricted competition)**
 - Task Order competitions may be restricted to small businesses and certain small business sub-categories (HUBZone, SDVOSB)
 - MOA with SBA for 8(a) set-aside restricted competitions
- **Rolling Admissions conducted annually**
 - Allows for base contract awards to new contractors
 - Allows existing primes to expand into other geographic zones
 - Allows refresh of the prime/source base



Rolling Admissions

- Basic MAC clause H.8 allows for additional IDIQ prime contract awards
- Rolling Admissions procurements conducted by NSWC Dahlgren
 - MACs administered by the PCO at NSWC Dahlgren
- Rolling Admissions procurements provide:
 - Contractors with the ability to obtain SeaPort prime contract
 - Existing SeaPort vendors with the ability to expand into additional zones
 - The ability to include new ordering activities under the contract
- The most recent Rolling Admissions were awarded in June 2011, adding an additional **340 companies and 199 8(a) companies, respectively**
- The next Rolling Admission began in April 2012, with awards expected in late June



22 Functional SOW Areas

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

http://www.seaport.navy.mil/main/home/seaport-e_scope.html

Programmatic Approach

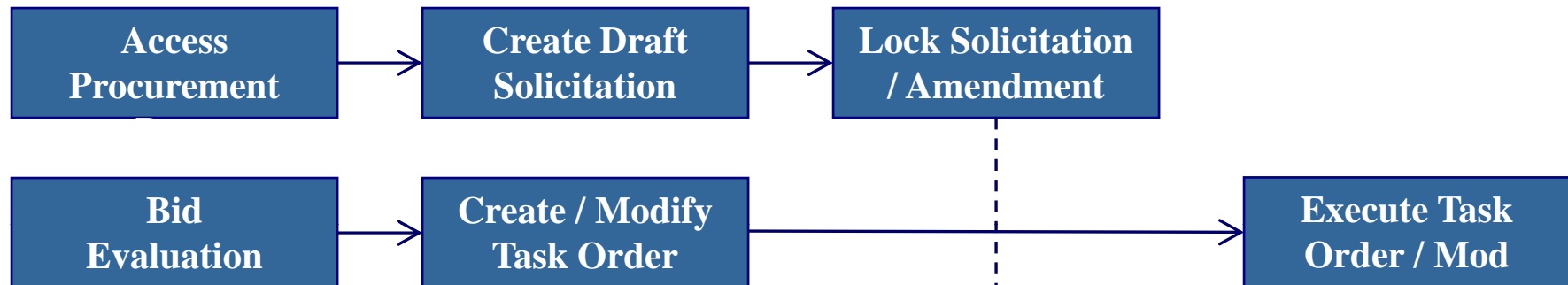


- SeaPort Task Order Competition:
 - FAR Part 16 requires that each MAC holder be provided a Fair Opportunity to be considered for each order exceeding \$3,000
 - Fair Opportunity exceptions (urgency, one source, logical follow-on) not recognized in SeaPort (except minimum guarantee Orders)
 - SeaPort policy requires ALL Task Orders be competed
 - All MAC holders registered in a zone automatically receive notification of the release of all solicitations issued in that zone
 - All proposals are electronically submitted within the portal
 - All post award task order administration is conducted within the portal
 - Task Order period of performance cannot exceed 3 years in length

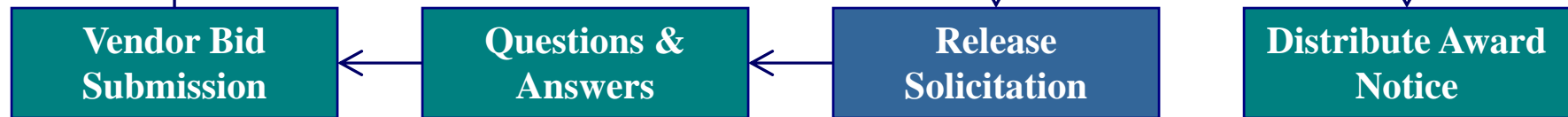


SeaPort Acquisition Lifecycle

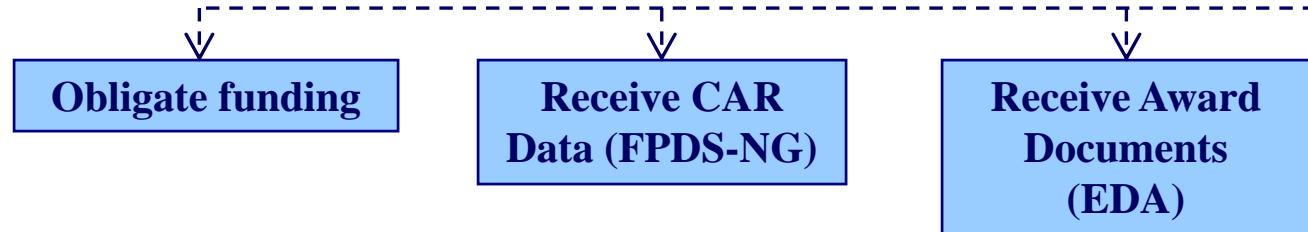
SeaPort Government Portal:



SeaPort Vendor Portal:

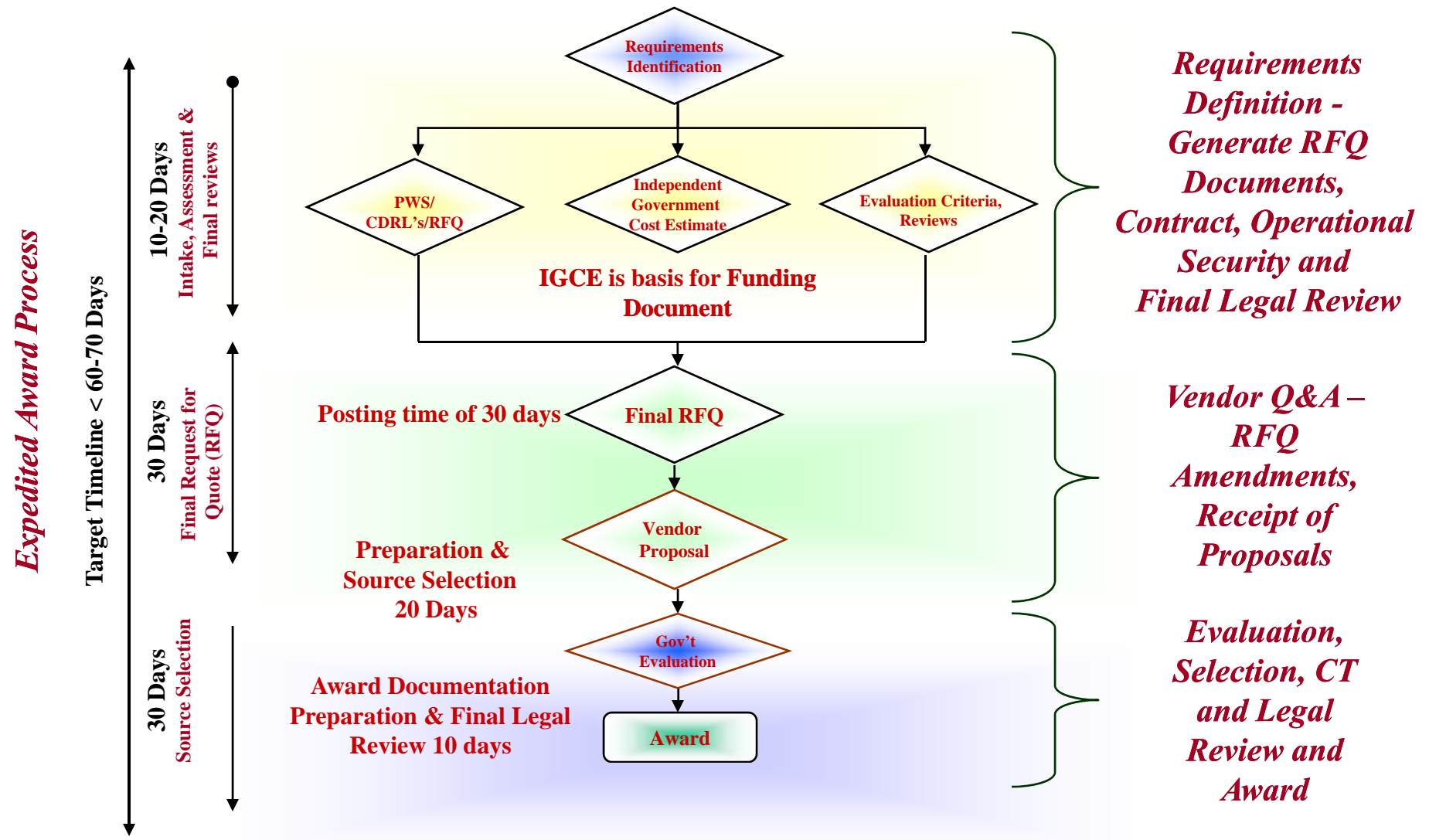


External System Interfaces:



■ = Industry User Function **■ = Government User Function**

Future ACSS Customer Process Model





Program Benefits

- SeaPort streamlines the acquisition process via:
 - Flexible workflow & package administration
 - Electronic 1102 files for all procurement-related documentation
 - Ready-access to high-quality work samples & clause templates
 - Dashboard facilitates review of similar procurement efforts
 - Template library for solicitation preparation
 - Flexible Section B generation tools
 - CLIN/SLIN Entry Wizard
 - Timeline feature enables global period of performance updates
 - Vendor side portal integration
 - Ability to post advance notice of upcoming requirements to industry
 - Web-based Q&A
 - Automated task order award, including notification to unsuccessful offerors, along with posting of award documents to EDA



Program Benefits

- SeaPort improves service contract management via:
 - Competitive environment
 - Role-based management visibility into procurements
 - Oversight at Local, SYSCOM, and/or Enterprise level based on user role(s)
 - Ready-access to procurement history, Procurement Acquisition Lead Time, workload, etc.
 - On-demand Reports / Business Intelligence
 - Ability to assess procurement & program-level status & performance
 - Push or pull reporting platform
 - Provides foundation for achieving and reporting on small business goals & performance



SeaPort Program Results

SYSCOM Awards To Date:

SYSCOM:	# of Task Orders:	# of Actions / Mods:	TPV @ Award:	Funded To Date:
NAVAIR	232	5,345	\$6,477,251,293	\$3,466,619,525
NAVFAC	161	1,049	\$807,438,296	\$523,550,723
NAVSEA	1,541	37,413	\$31,970,063,374	\$17,829,619,293
NAVSUP	221	2,062	\$1,564,545,910	\$878,505,259
SPAWAR	401	6,436	\$6,668,919,364	\$3,854,215,007
SSP	1	20	\$36,786,701	\$30,134,278
USMC	61	414	\$423,386,998	\$214,987,307
ONR	12	83	\$138,125,549	\$32,868,330
MSC	1	3	\$115,400	\$115,400
Totals:	2,631	52,825	\$48,086,632,885	\$26,830,615,122

**Note: As of August 9, 2011*

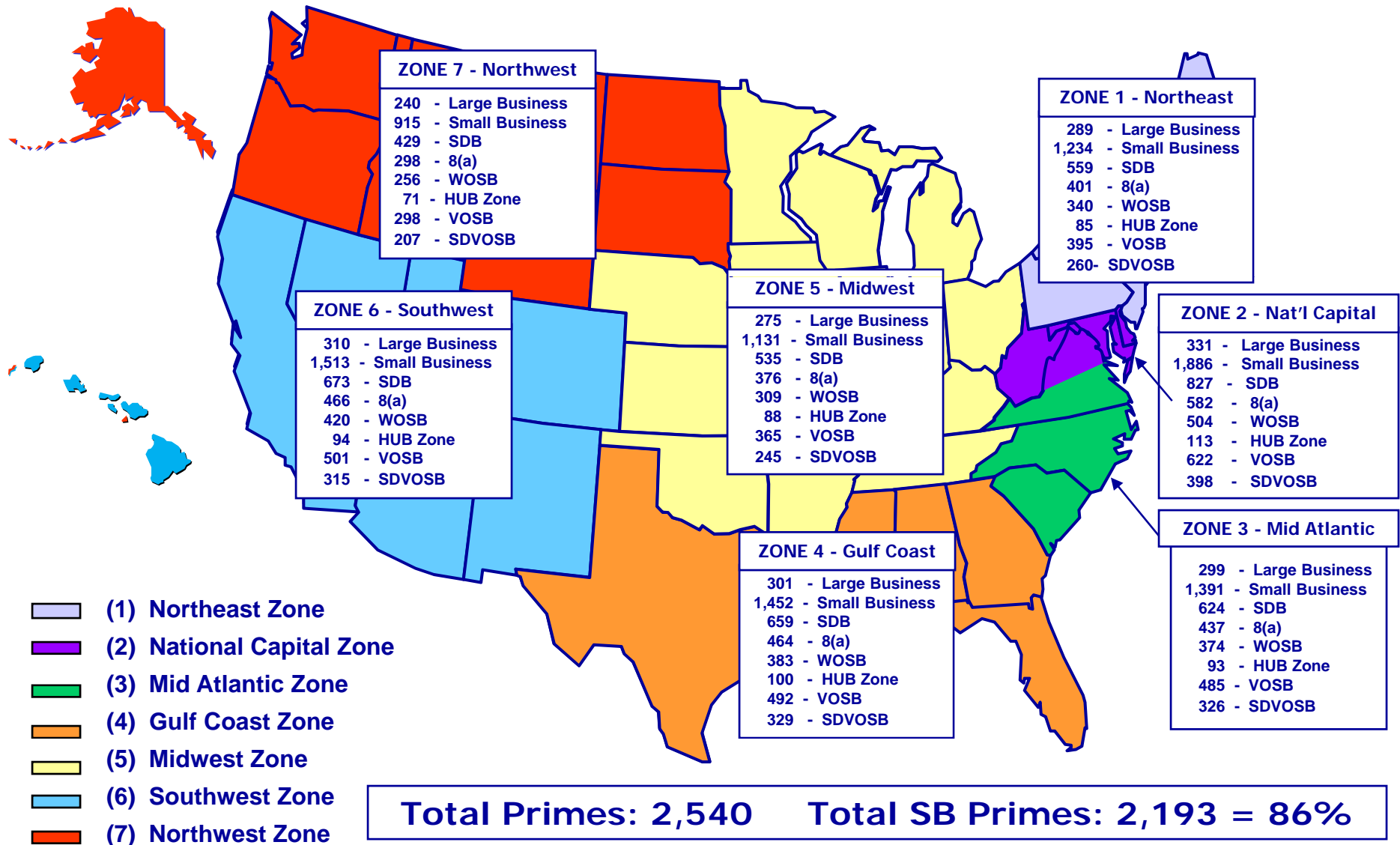
Small Business Participation



- Improved Small Business Participation
 - SeaPort Results:
 - Prime MAC awards: 2,193 of 2,540 (86%) (as of 16 July 2011)
 - Percent of total dollar obligations to small business concerns at the prime level: 31%
 - Percent of total dollar obligations to small business concerns at the subcontract level: 20%
 - Actual small business subcontracting reported by large businesses via the portal semi-annually



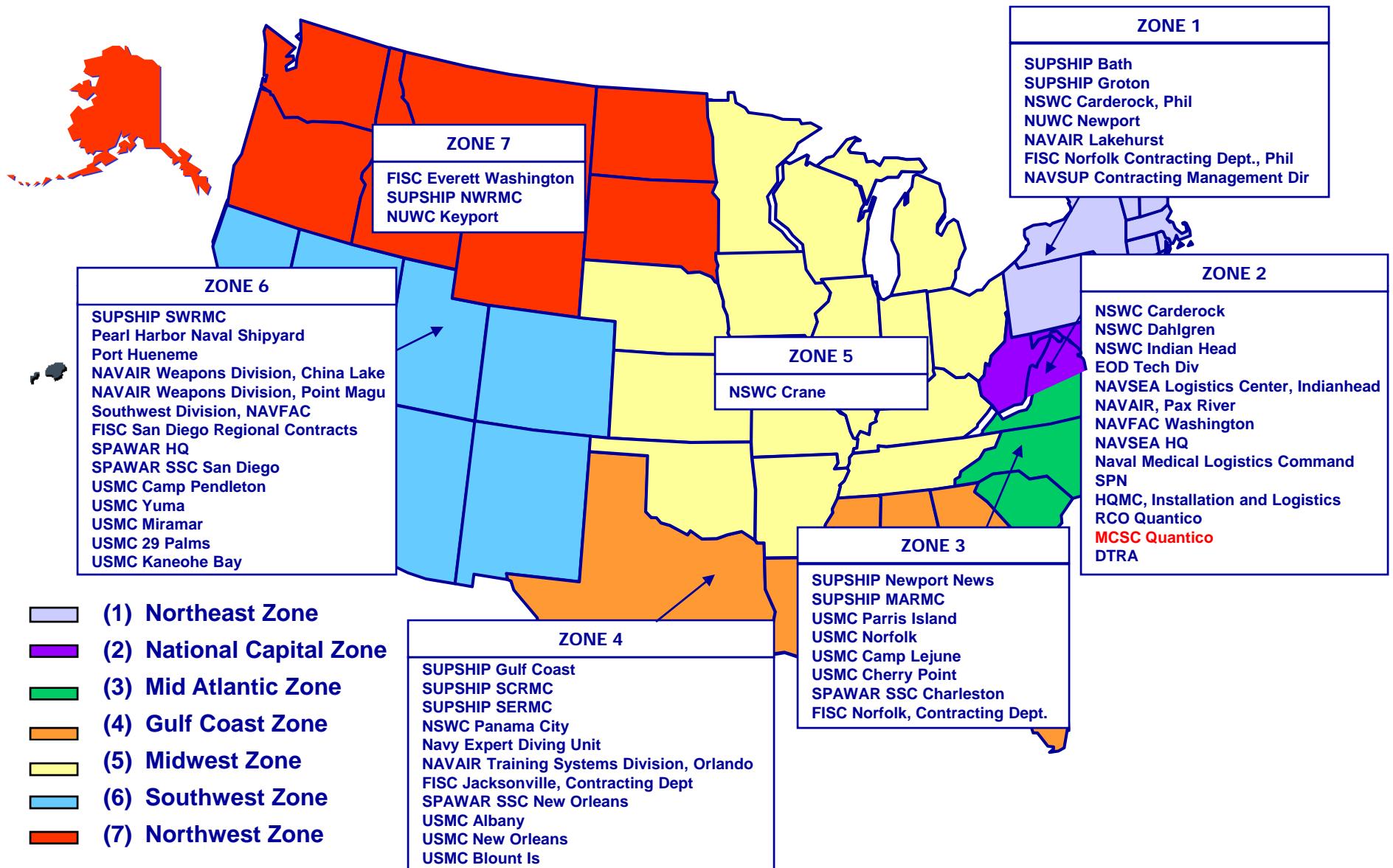
SeaPort Zones



Total Primes: 2,540 Total SB Primes: 2,193 = 86%



SeaPort Zones



Basic Ground Rules





Administration

- Only the SeaPort Contracting Officer may make modifications to the SeaPort contract or represent the Navy on its behalf in regards to these contracts
- The Deputy Commander/Executive Director for Contracts (SEA 02/02B) shall appoint the SeaPort Contracting Officer
- The SeaPort Contracting Officer shall monitor the MAC ceilings to ensure that task orders are not placed in excess of the ceiling



Rolling Admissions

- Annually, the Contracting Officer and the SeaPort council shall convene to review the performance of the SeaPort program in accordance with the Rolling Admissions clause
- The Rolling Admissions criteria are:
 - Quality of performance by each IDIQ holder
 - The number, value, and complexity of work assigned to each holder
 - Amount of competition achieved
 - Internal transaction cost for issuing each task order
 - The amount of small business participation
 - Revise scope of the Statement of Work and the ceiling amount
 - Additional Ordering Offices



Subcontractor Teaming

- The SeaPort PCO is the only individual authorized to add team members to the SeaPort MACs
- Requests to add new team member(s) may be issued via the Vendor Portal
 - Only existing Prime Contractors may issue a teaming request
 - This can be accomplished at any time by clicking on the "Create Teaming Request" button found on the "Teaming" tab within the SeaPort Vendor Portal
 - This capability is available only to authenticated Vendor Portal users who have the "Vendor Admin" role



Security Concerns

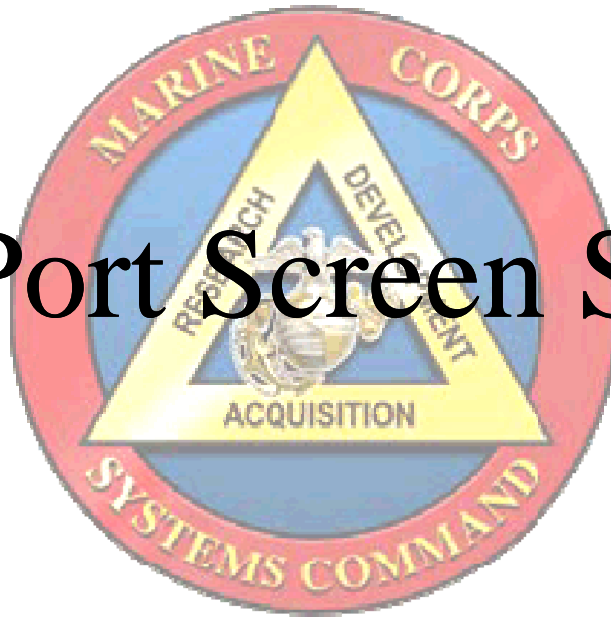
- Facility clearances, if required, will be handled at the task order level, not at the basic IDIQ MAC contract level. The government ordering office, or cleared contractor in the case of subcontracting, is responsible for requesting the sponsorship letter from Defense Security Service (DSS) for new facility clearances.
- All classified task orders will require a facility security clearance issued by the DSS. The security classification and guidance of classified task orders will be specified in the Contract Security Classification Specification DD Form 254. The DD Form 254 will be prepared by the ordering activity and issued with the resulting task order.
- Unclassified task orders do not require a facility clearance issued by DSS, nor a DD Form 254.



Security Concerns (cont.)

- Contractor personnel shall be required to have a security clearance at the level required for each specific task order.
- The planned utilization of non-U.S. Citizens in task order performance must be identified by name and country of citizenship in the task order proposal. Foreign Nationals shall not be allowed access to classified or critical program information unless approved on a case by case basis by DSS.
- Since all SeaPort Task Order Solicitations are posted on the SeaPort Portal, Task Order Solicitations shall not contain any classified material. The Ordering Activity's Local Security Managers should be consulted if there is a question relating to security issues.

SeaPort Screen Shots



http://www.seaport.navy.mil/default.aspx - Microsoft Internet Explorer provided by NMCI

http://www.seaport.navy.mil/default.aspx

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SeaPort

- Rolling Admissions
- MAC Scope
- Partners
- Success/News
- FAQ
- Recognition

SeaPort-e is the Navy's electronic platform for acquiring support services in 22 functional areas including Engineering, Financial Management, and Program Management. The Navy Systems Commands (NAVSEA, NAVAIR, SPAWAR, NAVFAC, and NAVSUP), the Office of Naval Research, the United States Marine Corps, and the Defense Threat Reduction Agency (DTRA) compete their service requirements amongst 1800+ SeaPort-e IDIQ multiple award contract holders. The SeaPort-e portal provides a standardized, efficient means of soliciting offers from amongst the diverse population of large and small businesses and their approved team members. All task orders are competitively solicited, awarded and managed using the SeaPort-e platform. Since nearly 85% of its contract-holders are small businesses, the SeaPort-e approach to acquiring services provides opportunity that fuels the Nation's engine of job growth.

Simply stated, SeaPort-e provides an efficient and effective means of contracting for professional support services and enhancing small business participation. I encourage you to navigate through this website to learn more about SeaPort-e and our industry partners. The Navy conducts rolling admissions to allow new industry partners the opportunity to participate. Updates to the [Rolling Admissions](#) schedule are posted on this website.

As members of the Navy team, we are professional sailors and civilians - a diverse and agile force exemplifying the highest standards of service to our Nation, at home and abroad, at sea and ashore. With SeaPort-e, you too can join our team of dedicated professionals committed to our Nation's Navy.

Elliott B. Branch
Director of Contracts
Naval Sea Systems Command

Quick Links

- Navy Users: [Access Portal](#)
- First-Time Navy Users: [Request Account](#)
- Industry Users: [Access Vendor Portal](#)
- SeaPort-e Rolling Admissions [Access Industry Portal](#) **Amendment Issued**
- [More SeaPort-e Rolling Admissions Information](#)
- [SeaPort-e Team Additions](#)
- [Contacts](#)

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- [Navy Website Registration #2140](#) •

Naval Sea Systems Command
ATTN: SEA 0265
1333 Isaac Hull Avenue SE Stop 2040
Washington Navy Yard DC 20376-2040

https://auction.seaport.navy.mil/Bid/Login.aspx

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SeaPort - Rolling Admissions - Microsoft Internet Explorer provided by NMCI

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SeaPort-e: Rolling Admissions

SeaPort

- Rolling Admissions
- MAC Scope
- Partners
- Success/News
- FAQ
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Below please find information on the latest SeaPort-e Rolling Admissions process:

The Navy Virtual SYSCOM may periodically decide to expand the existing SeaPort Enhanced Multiple Award Contracts (MACs). This expansion would take place via the Rolling Admissions clause of the MAC contracts. In conjunction with Rolling Admissions, current MAC holders would have the opportunity to expand into additional zones. While NSWC Dahlgren serves as the Contracting Officer responsible for Rolling Admissions and MAC administration, ordering offices in the various Virtual SYSCOM activities will be responsible for the competition of their own requirements at the task order level.

This web page will be the home of all Official SeaPort Enhanced Rolling Admissions information, including the Solicitation, industry briefs, and other notices to industry. Please check this website frequently for the latest information.

Current Rolling Admissions Status:

FY12 - ROLLING ADMISSIONS SOLICITATION AMENDMENT 0001 ISSUED

FY12 Rolling Admissions Solicitation documents available for download:

1. Synopsis
2. N00178-12-R-4000
3. Amendment 0001
4. Standard Form 33
5. Standard Form 33 Amendment 0001
6. REPLACEMENT FILL-IN PAGES_RA2012
7. FILL-IN PAGES_RA2012
8. J3_ZONE PRESENCE FORM
9. J4_SUMMARY OF FILL INS
10. J5_VETTING FORM 4_11_2011
11. Zone Map

[Registration Site](#)

Please continue to monitor this website for further updates.

Firms may also participate in SeaPort-e by becoming a team member to one or more of the existing prime contractors. To view a list of the prime contractors, go to <https://auction.seaport.navy.mil/Bid/PPContractListing.aspx>. You can refine your search by zone, business size, etc. There is no limit as to the number of teams that your company can be on.

Please check this site for updates.

The following information is available from the most recent SeaPort-e Rolling Admissions:

- [Click here to access our archive of reference materials concerning the previous \(Spring, 2011\) Rolling Admissions process](#)
- [Click here to access our archive of reference materials concerning the previous \(Spring, 2010\) Rolling Admissions process](#)
- [Click here to access our archive of reference materials concerning the previous \(December, 2008\) Rolling Admissions process](#)
- [Click here to access our archive of reference materials concerning the previous \(Spring, 2008\) Rolling Admissions process](#)
- [Click here to access our archive of reference materials concerning the previous \(Spring, 2007\) Rolling Admissions process](#)
- [Click here to access our archive of reference materials concerning the previous \(Spring, 2006\) Rolling Admissions process](#)
- [Click here to access our archive of reference materials concerning the previous \(Spring, 2005\) Rolling Admissions process](#)

Our [Privacy Advisory](#) applies.

You may need the following Viewers in order to properly read some files on this website.
Please Note: These links will take you outside of the SeaPort website. The links are provided as a service to our customers to assist in accessibility of files. Our [External Links Disclaimer](#) applies.

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SeaPort-e Contractor Information Registration: Welcome - Microsoft Internet Explorer provided by NMCI

https://auction.seaport.navy.mil/Registration/Default.aspx

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https://wawf.eb.mil/ SeaPort TOMS SeaPort-e Contractor Inf...



SeaPort-e Contractor Information Registration

If you have already registered, please login with your e-mail and registration number. If you have forgotten your registration number, please enter your e-mail address and click the 'Remind Me' button to receive an e-mail reminder.

E-mail:

Registration Number: [Remind Me](#)

[Log In](#)

If you are not registered for the 2012 SeaPort-e Contractor Information Registration site, please fill out the form below.

PLEASE NOTE: Registering on this site does not immediately provide access to the SeaPort Vendor Portal used by SeaPort-e contract holders. If your company is awarded a contract during Rolling Admissions, the information that you enter in this Registration site will be used to generate accounts and establish access for your company. You will receive additional information and instructions upon contract award. The number/identification that you receive as a result of registering is only used for the purpose of accessing this site.

Fields denoted with * are required.

- * E-mail:
- * Confirm E-mail:
- * Name:
- * Phone Number:

[Submit](#)

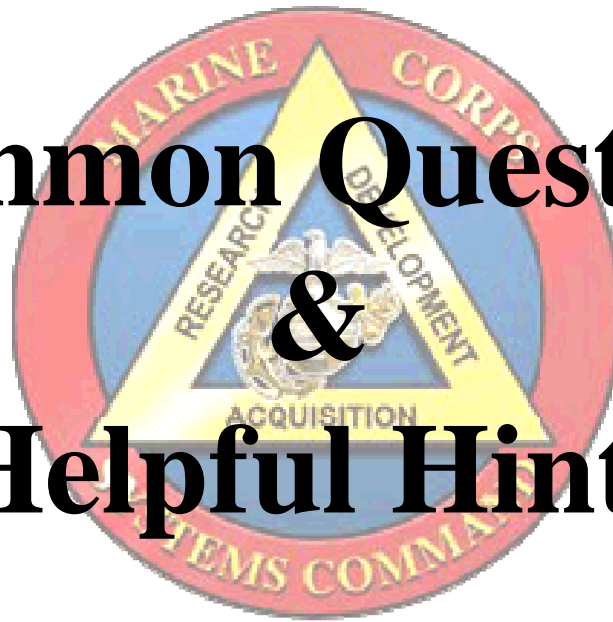
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Common Questions & Helpful Hints



Helpful Hints and Reminders



- You want to get a SeaPort MAC, where do you start?
 - Visit www.seaport.navy.mil and wait for the next Rolling Admissions announcement in order to become a Prime
 - Follow the requirements of the Rolling Admission solicitation
 - Teaming Arrangements
 - You do not have to be a Prime MAC holder to receive SeaPort work
 - Become an approved team member with an existing Prime MAC holder and become a subcontractor



Helpful Hints and Reminders

- You have won a SeaPort MAC, now what?
 - Monitor Opportunities available in your Zone
 - Emails are sent to all corresponding Zone MAC holders of business opportunities.
 - Team with larger businesses or other incumbent small businesses to get a foot in the door.
 - Simply winning a MAC will not bring work to your business, you must get out there and compete at the Task Order level.
 - Develop a relationship with procuring activities
 - Learn who the Navy procuring activities Deputies for Small Business are and contact them. DSBs help determine small business set-aside percentages in requirements.
 - Navy Program Offices are the requirements developers. Send capabilities statements so program managers are aware that businesses other than large can do the work to encourage small business set asides.



Helpful Hints and Reminders

- Submit proposals in the Vendor Portal
 - Read the solicitation thoroughly, follow the requirements as a prime or subcontractor.
 - If in doubt about a requirement, ask the question in the portal during the Q&A timeframe.
- Be aware of amendments issued
 - The amendment removes any drafts and proposals that were submitted under the solicitation. Even if the amendment didn't cause you to alter your proposal submission, remember to reload your proposal. It is your responsibility to ensure all your information is received by the Government.
- Report any technical difficulties in uploading your proposal
 - This is an automated system. When the closing time arrives, late is late. Only the Contracting Officer can make the determination to accept a proposal outside of the portal. It is your responsibility to ensure you have enough time to upload your proposal and to report any technical downtimes with the vendor portal. 10 minutes before closing is not an adequate amount of time.

Frequently Asked Questions



Question: Will NSWC Dahlgren be the central contracting/processing authority after Contract Award?

Answer: *Dahlgren is acting as the PCO on these multiple award contracts on behalf of the Virtual SYSCOM. After Award, each Site will have ordering authority and be responsible for the overall administration of the Task Orders they have Awarded. Bottom Line: Dahlgren awards the MACs, MCSC will award the individual task orders.*

Question: Can my company be on more than one Team as a Subcontractor?

Answer: *Yes, you may be on as many Teams as you think are appropriate. Only one Award as a Prime Contractor per Company will be permitted.*

Question: As a Small Business am I required to have experience in all the technical disciplines of the SOW to qualify for Award?

Answer: *As a Small Business you need only demonstrate that you satisfy one of the requirements areas of the SOW to qualify as technically acceptable.*

Frequently Asked Questions



Question: How many contracts will be Awarded?

Answer: *The Government expects to Award multiple contracts. The exact number is unknown since it is impossible to predict the number of technically acceptable proposals received.*

Question: Will the Government limit the number of Awards?

Answer: *Although the objective is to broaden the scope and geography of the contractors available under Seaport e, the Government reserves the right to limit the number of Awards if it is determined that an adequate number of outstanding or good proposals that represent both Large and Small Businesses have been received.*

Question: What happens to existing contracts or options currently in place sb2 at the various Virtual SYSCOM Sites?

Answer: *At time of contract renewal or option exercise, the work will be analyzed to determine if the MAC's are the appropriate contractual vehicle.*

Slide 57

sb2

What if 541330 isn't the size standard? That is an engineering services NAICS, so not always the one we will use.

stasia.baker, 4/26/2012

Frequently Asked Questions



Question: What happens to existing contracts or options currently in place at the various Virtual SYSCOM Sites?

Answer: *At time of contract renewal or option exercise, the work will be analyzed to determine if the MAC's are the appropriate contractual vehicle.*

Questions



Approximately 800 questions were formally received from industry and documented during the initial award of Seaport *e* MACs in 2004. These questions and answers are categorized by the areas of the original solicitation that they pertain to, and are posted along with the original solicitation under the rolling admissions link on the www.seaport.navy.mil homepage. Please review these materials.

SeaPort Contact Information

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202-781-2325

SeaPort Portal Technical Assistance
seaportsupport@aquilent.com

Rolling Admissions Questions
SEAPORT_EPCO@navy.mil

Way Ahead – Future Opportunities



The Economy



Past



Future



Work Forecast - ALA

TO	Vendor	Title	Org	Start	End	Award	Award Value
129	L3	Renewal: Renewal: IUID FSR Support	OFS	9/30/2011	9/29/2012	7/28/2011	\$4,212,246.00
103	URS	PM Intel Sensor Systems Biometrics Program Support	CINS	9/23/2011	9/22/2012	8/30/2011	\$685,366.00
113	L3	Renewal: Renewal: CCD Magazine Annual Support	CMC	1/28/2011	7/27/2012	1/10/2011	\$547,356.98
100	URS	Renewal: PM Fire Support Systems	AFSS	4/9/2011	7/8/2012	3/17/2011	\$8,370,831.00
121	L3	Renewal: PM Intel Annual Support	CINS	4/1/2011	6/1/2012	3/31/2011	\$5,071,505.32
112	L3	Renewal: Renewal: Range Support Services	TRASYS	1/16/2011	5/15/2012	12/23/2010	\$6,238,237.45
117	L3	Renewal: Renewal: AC LCL Support	AC LCL	3/2/2011	7/1/2012	2/11/2011	\$2,489,172.00
98	URS	Renewal: Renewal: TMDE GPT&TST and CTMS Annual	CESS	2/2/2011	5/1/2012	1/13/2011	\$3,066,008.00



Work Forecast - BA

TO	Vendor	Title	Org	Start	End	Days Left	Award	Award Value
106	BAH	Business Manager GTES, PM Engineers Support	GTES	10/1/2010	10/14/2012	170	8/31/2010	\$15,274,303.00
40	Serco	Renewal: GCSS-MC LCM OCM Support	GCSS	3/15/2011	3/14/2013	321	3/15/2011	\$791,843.64
33	Kalman	CBRN Support	MCCDC	1/26/2011	5/25/2012	28	1/24/2011	\$1,587,489.00



Work Forecast - ES

TO	Vendor	Title	Org	Start	End	Days Left	Award
94	QNA	Renewal: Renewal: GCSS-MC Release 1.2 Support	ISI	9/30/2011	9/29/2012	7/26/2011	\$3,994,241.44
58	GDIT	Renewal: Renewal: OPFOR IUID	OFS	9/28/2011	9/27/2012	7/28/2011	\$6,487,744.00
38	JACOBS	Renewal: Renewal: GTES Technologist Annual Support	GTES	9/21/2011	9/20/2012	7/27/2011	\$631,051.67
26	SAIC	Renewal: Renewal: Capabilities Based Assessment	MCCDC	9/14/2011	9/13/2012	7/25/2011	\$572,942.56
41	BAE	Renewal: Renewal: GCSS-MC PM Support for LIS	GCSS	9/14/2011	9/13/2012	7/29/2011	\$2,291,639.00
130	TASC	Renewal: Renewal: PM TRASYS IA Support	TRASYS	8/28/2011	8/27/2012	7/26/2011	\$1,540,349.66
37	JACOBS	Renewal: Renewal: PM TRASYS Culture and Language	TRASYS	7/24/2011	7/23/2012	7/8/2011	\$414,072.00
37	DCS	Renewal: Renewal: NECC Support -DISA	MC2I	7/17/2011	7/16/2012	7/15/2011	\$228,238.27
35	JACOBS	Renewal: Renewal: MT Fleet Support	GTES	1/5/2011	6/4/2012	12/15/2010	\$4,531,750.73
36	JACOBS	Renewal: Renewal: PM TRASYS Annual Support	TRASYS	3/5/2011	6/4/2012	3/1/2011	\$2,313,221.00
54	GDIT	Renewal: Renewal: MTRV/LVSR Support	GTES	1/5/2011	6/4/2012	1/4/2011	\$4,823,954.00
88	QNA	Renewal: TCS ES Support	CINS	4/5/2011	6/4/2012	4/1/2011	\$8,250,140.82

Work Forecast - SE



TO	Vendor	Title	Org	Start	End	Days Left	Award
44	AT&T	Renewal: Renewal: MARFORPAC SIPRNET Networking	ISI	9/28/2011	6/27/2012	7/26/2011	\$6,838,319.00
1	Survive	Network Operations and Enterprise Services	ISI	6/6/2011	6/5/2012	4/11/2011	\$11,809,189.00
11	STANLEY	Renewal: MCNOSC NETWORK OPERATIONS (NETOPS)	MCNOSC	6/1/2011	5/31/2012	6/6/2011	\$5,364,570.68

ACSS Staff FY12



ACSS POC	Role	Phone	Email
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Sherri Payne	Program Analyst	432.5612	Sherri.Payne@usmc.mil
Dawn Wiley	Program Analyst	432.5611	Dawn.Wiley@usmc.mil
Kristin Gomez	Program Analyst	432.5610	Kristin.Gomez@usmc.mil
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ACSS WEBSITE

<http://www.marcorsyscom.usmc.mil/sites/acss>