

SeaPort NxG

Program Overview

24 August 2021



- SeaPort is the Department of the Navy's (DON's) mandatory for consideration vehicle for the procurement of professional support services
- SeaPort refers to both a set of Indefinite Delivery Indefinite Quantity (IDIQ) Multiple Award Contracts (MACs) SeaPort-Next Generation (NxG) and also an electronic platform to solicit, award and administer task orders

- Decentralized ordering
- Not a schedule program or GWAC
- Fair Opportunity to Compete in accordance with FAR 16
- Electronic Portal for all Task Orders
- Promote Small Business set-asides as prime contractors
- No Fee to Contractors to utilize SeaPort
- Rolling Admissions to add new vendors

NxG Contract Characteristics

- Up to five-year Base ordering period w/Five-Year Option
- Single NAICS (541330) with military exception (\$41.5M)
- Fair Opportunity IAW FAR 16 provided to all Vendors Nationwide
 - Removal of Zone Presence Requirements
- Grouping of functional areas into 2 functional areas with 23 subcategories
- Leverages Vendor experience providing direct support to the DON, as either prime or sub
- Cost and Fixed priced task orders permitted
 - Only can bid on cost orders if adequate accounting system

NxG Contract Characteristics

- Only one MAC award per Company
 - “Company” includes affiliates and business units as defined in FAR 2.101, this also includes Joint Ventures.
- No Time and Material orders
- No Undefined Orders

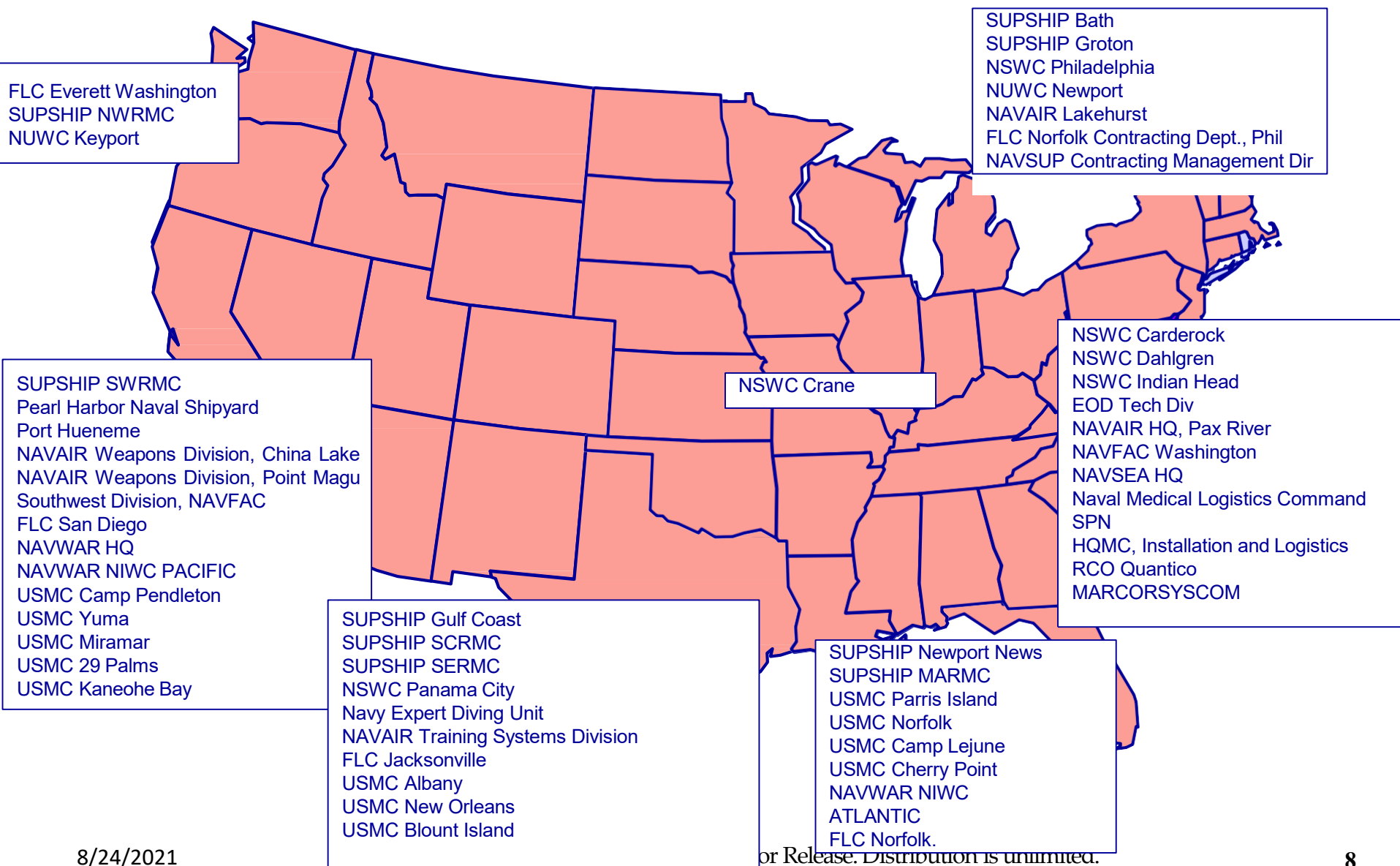
Small Business Strategy

- 85% of MAC Awardees are Small Businesses
- MAC Small Business goals:
 - 20% of obligated dollars to large businesses will be subcontracted to small business
- Government will reserve the right to set aside any requirement
 - Must be noted in the TO Solicitation
 - Each Task Order reviewed by each Deputy for Small Business for potential set asides and subcontracting goals
 - Subcontracting actuals tracked in the portal twice a year
- SBIRs cannot be awarded through SeaPort

Local Task Order Ordering Office responsibility includes:

- Requirements development
- Acquisition Forecasting
- Industry Days
- Ensuring Small business participation is sufficient
- Ensuring competition is healthy
- Award and administration of Task Orders
- Sponsorship of DD254 requests

Ordering Activities Nationwide



Response to Industry Feedback

NAVSEA has considered industry feedback in developing Sections L and M for use in all SeaPort procurements supporting NAVSEA HQ PEOs/Directorates

- Define minor subcontractors are those cost type subcontractors proposing less than 10% of the total LOE
 - Minor subs will not be included in cost realism evaluation unless the aggregate of all minor subs exceeds 25% of the total LOE
- Stipulate escalation to be used for proposal purposes unless FPRA evidence of lower incurred rates
- Labor mix is mandatory, will be defined in terms of MHs not %s
- Small business participation approach will be evaluated as pass/fail

Response to Industry Feedback

Industry commented “Low labor rates undermine ability to propose quality workforce

- Labor rate evaluations are based on
 - Payroll screen shots
 - Information from DCAA/DCMA where available
 - Historical actuals
 - Salary.com, Bureau of Labor Standards
 - DC Metro salary information is used for work performed in the Washington metropolitan area in support of NAVSEA PEOs/Directorates, regardless of contracting organization.
- Offerors choosing to propose the lower end of their category average rates in an effort to submit a lower cost proposal run the risk of setting themselves up for a cost overrun.

Response to Industry Feedback

“Requirements don’t reflect needs accurately with regards to labor mix and definitions of labor categories”

- NAVSEA PEOs/Directorates are working on standardizing definitions for senior, mid-level and junior labor categories

“Program Offices frequently ask for more senior staff in execution”

- In some cases, more senior staff is required as a result of changes in areas of emphasis driven by sponsor/Congressional interest
- These changes necessitate the need for cost type vehicles
- Industry should discuss with PM as well as the COR/PCO if impact on burn-rate is long-term

“Evaluate need for security clearances; specify accordingly”

- PEOs/Directorates are reviewing requirements to ensure facility clearance are truly required in conjunction with reviewing need for dedicated space close to the WNYD

Response to Industry Feedback

Program and Field Activity interpretation of Tripwire requirements for additional approval of best value determinations over 10% turns most procurements into de-facto LPTA, Encourages low-ball bidding

- Best value does not = high technical at any cost
- Not awarding to high tech/high cost does not = a 'de-facto LPTA"
- The SSA determines whether paying the evaluated premium is in the Government's best interest given the differences in ratings

Response to Industry Feedback

“RFPs do not properly value innovative approaches”

- Offerors are advised to thoroughly read the solicitation, some may encourage innovative alternatives, some may require strict adherence to the requirements
- Innovation approaches may be limited in some cases based on the scope of work
- Where allowable, offerors are encouraged to address any innovative approaches to meeting the solicitation requirements
- With regard to the support to NAVSEA’s HQs and PEO organizations, innovative approaches regarding methods to provide support are encouraged, variation from the mandatory labor mix is not

Response to Industry Feedback

“Establish a government-industry working group which meets periodically, possibly quarterly to discuss issues”

SeaPort meets with our industry partners at various annual events

- NAVSEA Small Business Industry Day
- Sea Air Space
- Navy Gold Coast
- Professional Services Council



NAVSEA NxG Award Stats

	# AWARDS
NAVSEA SYSCOM	
Mid-Atlantic Regional Maintenance Center (N50054)	10
Naval Sea Logistics Center Mechanicsburg (N65726)	4
NSWC, Indian Head Division (N00174)	7
NAVAL SURFACE WARFARE CENTER PHILA (N64498)	23
Norfolk Naval Shipyard (N42158)	2
NSWC, CARDEROCK DIVISION, MARYLAND (N00167)	11
NSWC, CORONA DIVISION (N64267)	5
NSWC, CRANE DIVISION (N00164)	37
NSWC, DAHLGREN DIVISION (N00178)	27
NSWC, PANAMA CITY (N61331)	17
NSWC, PORT HUENEME DIVISION (N63394)	9
NUWC, KEYPORT DIVISION (N00253)	5
NUWC, NEWPORT DIVISION (N66604)	19
PORTSMOUTH NAVAL SHIPYARD (N39040)	1
SERMC (N40027)	5
Grand Total	182

# of Different Vendors Receiving an Award	# Awards
102	182

Incumbent Won	# of Task Orders
No	95
Yes	87
Total Awards	182

Avg # of Proposals	Mode
7	3

Data as of 01/01/19 – 07/13/21



NAVSEA NxG SB Award Stats

NAVSEA Competitions	# of Task Order Awards
Unrestricted	74
Reserved for 8(a)	11
Reserved for HUBZONE	1
Reserved for SDVOSB	5
Reserved for WOSB	2
SB Set-Aside	89
Grand Total	182

Unrestricted Awards Going to SB Concern
13

# of Different SB Vendors Receiving an Award	# of SB Awards
78	126

Data as of 01/01/19 – 07/13/21



SeaPort NxG Award Stats

Command	# Awards	Sum of Potential Value At Award	% of Total Potential Value At Award
NAVAIR	16	\$ 435,457,202	2.67%
NAVFAC	25	\$ 107,382,658	0.66%
NAVSEA	182	\$ 8,160,395,908	50.07%
NAVSUP	135	\$ 1,665,966,689	10.22%
NAVWAR	77	\$ 4,975,449,060	30.53%
ONR	13	\$ 219,486,081	1.35%
SSP	1	\$ 10,966,824	0.07%
USMC	35	\$ 722,475,000	4.43%
Grand Total	484	\$ 16,297,579,421	100.00%

# of Different Vendors Awarded	# of Awards
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252

484

52% awarded to different vendors

Incumbent Won	# of Task Orders
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No

277

Yes

207

Total Awards 484

57% awarded to other than the incumbent

Average # of proposals per Competition

4

Data as of 01/01/19 – 07/13/21



Total SeaPort Spend w/ SB

Fiscal Year	Total Spend	SB Spend	SB%	Total Vendors	SB Vendors	SB Participation
FY17	\$4,879,237,148.03	\$2,144,131,479.31	43.94%	529	412	77.88%
FY18	\$5,478,291,100.16	\$2,514,287,190.35	45.89%	522	409	78.35%
FY19	\$5,972,088,584.02	\$2,904,633,080.75	48.63%	541	426	78.74%
FY20	\$6,276,233,921.06	\$2,925,914,498.92	46.61%	641	501	78.16%

Data includes both SeaPort e and NxG administered Task Orders



SeaPort NxG SB Award Stats

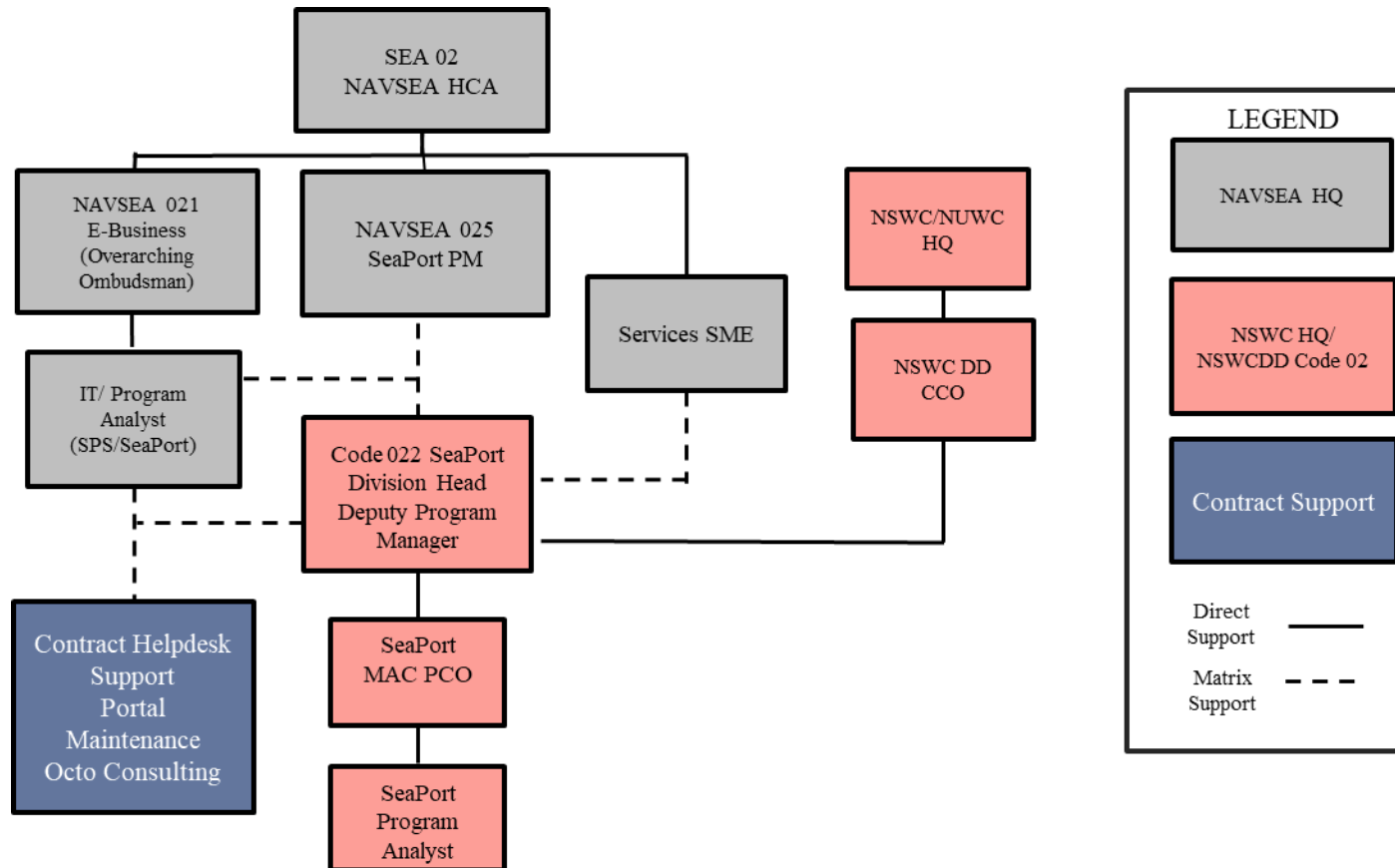
Set Aside	# of TO Awards
Unrestricted	172
Reserved for 8(a)	26
Reserved for HUBZONE	4
Reserved for SDVOSB	53
Reserved for WOSB	15
SB Set-Aside	214
Total Awards	484

65% of Solicitations to date have been set aside

Unrestricted Awards

**42 awards to
30 SB companies**

Data as of 01/01/19 – 07/13/21



SeaPort MAC Procuring Contracting Officer (PCO)

Seaport_EPCO@navy.mil

Questions for the SeaPort MAC PCO regarding specific SeaPort MAC contracts such as size status, ordering period information, vendor name/address/DUNs/CAGE Code changes and Rolling Admissions.

SeaPort Functional Helpdesk Support

seaportsupport.fct@navy.mil.

Contact the Seaport Helpdesk via email when access to the portal is not available – Please input formal Helpdesk tickets when portal access is available for questions concerning technical issues with the Seaport system and functionality.

