



NAWCWD Contracts

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Director for Contracts**



What We Do and Who We Support

Authority

- Contracts
- Simplified Purchase
- Purchase Card
- Services, Supplies, R&D
- NOT Facilities or Construction

FY11 Business Base

- 4,700 actions
- \$699M obligations
- 29,000 credit card buys valued at \$24M
- 670 active contracts valued at \$5B (19 Seaport-e valued at \$344M)

Customers

- China Lake
- Point Mugu
- FRCSW North Island
- NATEC North Island

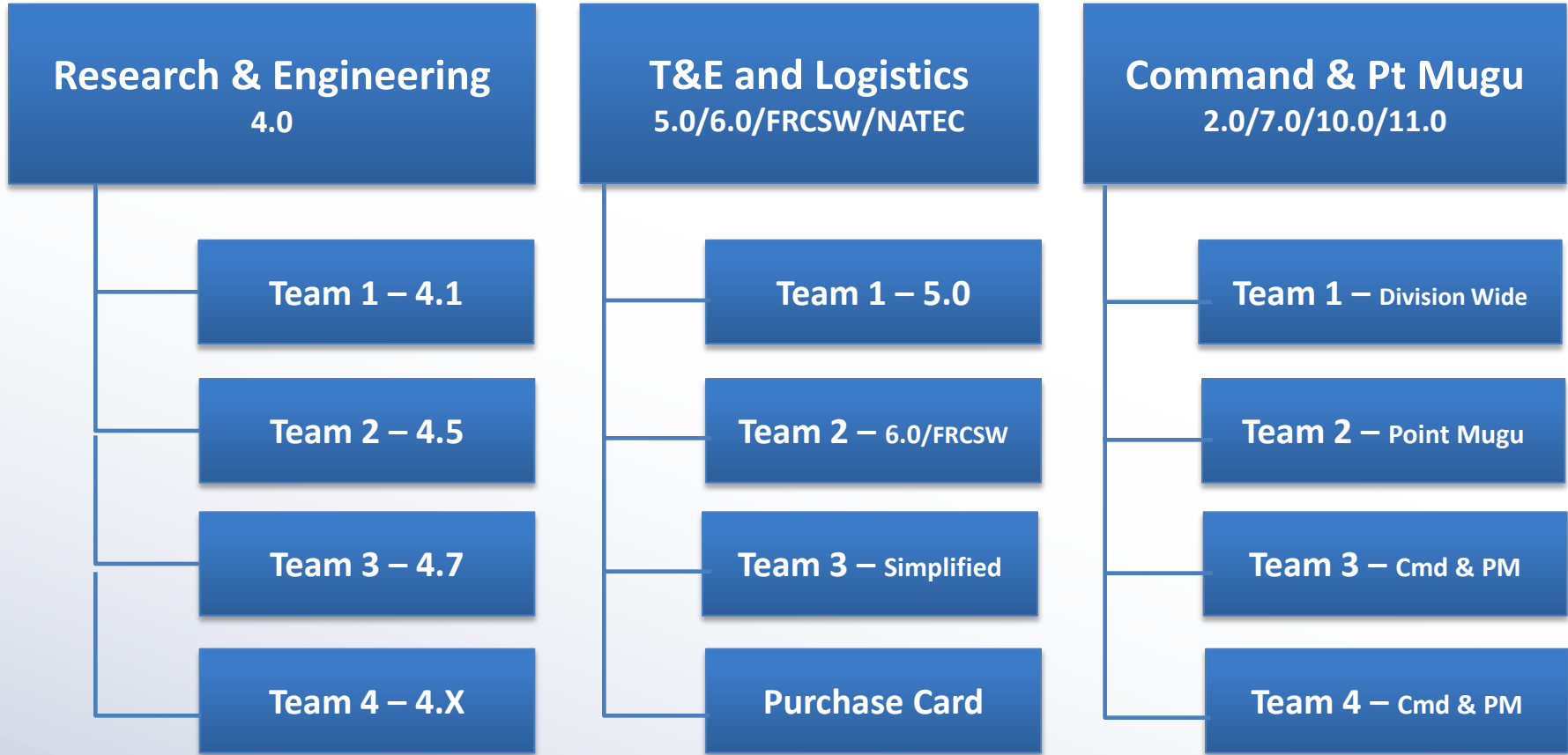
FY11 Metrics

- 61% competitive \$
- 70% competitive actions
- 35% Small Business \$
- 47% Small Business actions



NAWCWD Contracts Organization

Weapons Systems Contracts





Acquisition Trends

- **Dr. Carter “Better Buying Power” Initiatives outlined in 2010 continue**
- **Current focus areas**
 - **Competition**
 - **Acquisition of Services**
 - **Source Selection**
 - **Strategic Sourcing**
- **Other highlights**

- **Special Topic Break Out Session on “DoD Acquisition Policy Trends” at lunch and 3:15**



Competition

- **Emphasis on more competition initially and throughout the life cycle**
- **Breakouts where possible**
- **Additional actions required to achieve real competition and avoid single proposal responses**
- **Multiple rather than Single award IDIQ contracts**
- **Enhanced market research**
 - **Respond to FBO sources sought and Seaport-e announcements**
 - **Confirmation of competition in current market**



Acquisition of Services

- **Services Court reviews**
 - **CSS spend limited to 2010 baseline**
 - **Reduce cost where it makes sense**
 - **Fewer hours**
 - **Lower rates**
 - **Less travel**
 - **Less ODCs**
 - **Adjusting our processes to conform with Navy and DOD policy**
- **3 year versus 5 year service contracts for knowledge based services**
- **Improved administration of service contracts**



Source Selection

- **New DoD Source Selection Procedures effective 1 July 2011 implemented at NAVAIR**
- **Current trends to save money**
 - **Moving towards increased importance of price in best value trade-off evaluation factors**
 - **Expect to see more Lowest Price Technically Acceptable (LPTA)**
- **Special Topic Break Out Session on “NAVAIR Source Selection Process Overview” at lunch and 4:15**



Fact or Fiction?

- **Survey requested feedback on “why no one is knocking out the incumbents”**
- **Fact**
 - **Almost half of NAWCWD competitions aren't follow-ons so there is no incumbent**
 - **In the last 18 months 33% of our follow-on actions were awarded to OTHER than the incumbent**



Strategic Sourcing

- **ASN(RD&A) Memo 23 April 2012**
 - **Information Technology development and support services**
 - **Use of GSA Alliant/Alliant Small Business, DISA Encore II, Army ITES-2S, Air Force NETCENTS, NIH, GWAC, and Seaport-e mandatory in certain scenarios**



Davis Bacon Act

- **Construction in non-Construction Contracts**
ASN(RD&A) Memo 18 Aug 2011
 - **Reiterates DON policy on construction contracting authority residing with NAVFAC**
 - **Chartered DON working group to draft detailed DON guidance (in process)**
 - **TIP: Read RFPs closely because DBA may apply to portions of an otherwise non-construction contract**



Safety & Security

- **Counterfeit parts**
 - **Increasing threat**
 - **New clause for reporting potential safety nonconformities**
- **Secure 2012**
 - **NAWCWD focus area**
 - **Support from our industry partners**



System for Award Management



What Is Our Improvement Approach?



Today

- ▶ **Siloed** – Separate systems, each with a separate login
- ▶ **Redundant** – Overlapping data creates opportunity for error and complicates changes
- ▶ **Separate** – Multiple vendors at many hosting locations, managed separately with varying levels of service



Future

- ▶ **1 Login!** – Functionality accessible at one online location to streamline the process
- ▶ **1 Data Source!** – Centralized, normalized data to eliminate potential for conflicting values and improves agility to deal with future changes
- ▶ **1 Host!** – Consolidated hosting to reduce O&M costs



Existing capabilities, streamlined for efficiency.

For more information go to <http://www.sam.gov>



How You Made a Difference

- **We heard your feedback at the last conference**
 - **Changed sole source action to competitive**
 - **Relaxed the personnel qualification requirements on a number of actions to encourage competition**
 - **Conducted a number of meetings with industry partners on the best way to manage MACs**
- **Our Competition and Small Business Metrics improved**



Summary

- **We're committed to working with industry to get the best value for the warfighter**
- **Expect a dynamic environment as we implement new policies and processes to achieve that goal**



Questions and Answers Information Exchange

***The reason we're here!
Raise your hand and we'll bring
you a microphone***



Disclaimer

- 1. The information presented at the NAWCWD Industry Day affords our industry partners insight into on-going and pending acquisitions**
- 2. Significant portions of the information are planning in nature and are subject to change throughout the acquisition planning and acquisition strategy approval process, and in response to NAVAIRSYSCOM, DASN(A&LM) and DPAP peer reviews**
- 3. The PCO is your source for the most current information.**