



# Solutions for Enterprise-Wide Procurement

## Reverse Industry Presentation



# Welcome

- Introductions
- Reverse Industry Day Purpose and Expectations
- Overview of SEWP
- Knowns for SEWP VI
- Comments from Industry and Government Responses
- Next Steps



# Purpose / Expectations

- Opportunity for the Industry to provide insight, thoughts, and concerns to the NASA SEWP Team
- Provide Industry with an overview and overall structure of SEWP
- Provide general plans for SEWP VI
- No specific information regarding SEWP VI is readily available as the Government is in the early stages of gathering information for Market Research.



# What is SEWP?

- Multi-award suite of Government-Wide Acquisition Contracts
  - 140+ Contract Holders / 100+ Small Businesses
    - 9000+ OEMs (Providers)
    - Annual Obligated Value Over \$10.2B
  - Utilized by every Government Agency
- Contract Vehicle for ICT (Information and Communication Technology) and Audio/Visual Solutions
- Program Management Office (PMO) to provide support and information throughout the Acquisition Process



# SEWP PMO Customer Role

## **The NASA SEWP Program Management Office performs many roles in support of Government Acquisition staff:**

- Manage SEWP contracts
- Mediate actions between Government and Industry
- Facilitate the Acquisition process
- Recommend best approaches to Acquisition issues
- Inform the Government customer on both overall Contract use and specific policy-related aspects of their acquisition

As a central Program for decentralized Government Acquisition, SEWP is an information channel between Industry and Government and between Agency decision-makers and their Acquisition teams



# SEWP PMO Industry Role

## **The NASA SEWP Program Management Office performs many roles in support of Industry:**

- Oversee and monitor Contract Holder Relations
- Mediate actions between Government and Industry
- Support, track, and verify supply chain relationships
- Expedite addition of current and emerging technology based on customer requirements
- Monitor and inform on Acquisition policies and best practices
- Manage Industry interaction in support of all Federal Agencies



# What can be procured through SEWP V?

## SEWP IS A SOLUTIONS CONTRACT – PRODUCT AND SERVICES

<b>Information Technology &amp; Networking</b>	Computer Hardware, Tablets Network Appliances: Routers, Modems, VOIP Storage Security
<b>Software &amp; Cloud</b>	Software Virtualization and Cloud Computing XaaS (e.g. SaaS=Storage as a Service)
<b>Mobility &amp; Communications</b>	Telecommunication Devices and Monthly Service
<b>Supporting Technology</b>	Scanners, Printers, Copiers, Shredders Associated Supplies and Accessories Sensors Health IT
<b>AV/Conferencing</b>	A/V Equipment and Accessories TVs, Display Monitors, Projectors and Screens
<b>Services</b>	Maintenance / Warranty Site Planning / Installation Product-Based Training Product-Based Engineering Services



# Product/Service Availability

## Dynamic Catalog

- 'Catalog by Request' not 'Request by Catalog'
- Providers and products and services added daily
  - Primarily based on Customer requirements
  - Thousands of providers (Original Manufacturers and Service Providers)
  - Millions of Unique Products & Services
- Quotes verified against contract catalog for pricing and availability

## Static Catalog

- Contract-level items and pricing in support of Agency requirements
- Strategically sourced items
- Click to Order functionality or consolidated bundling options

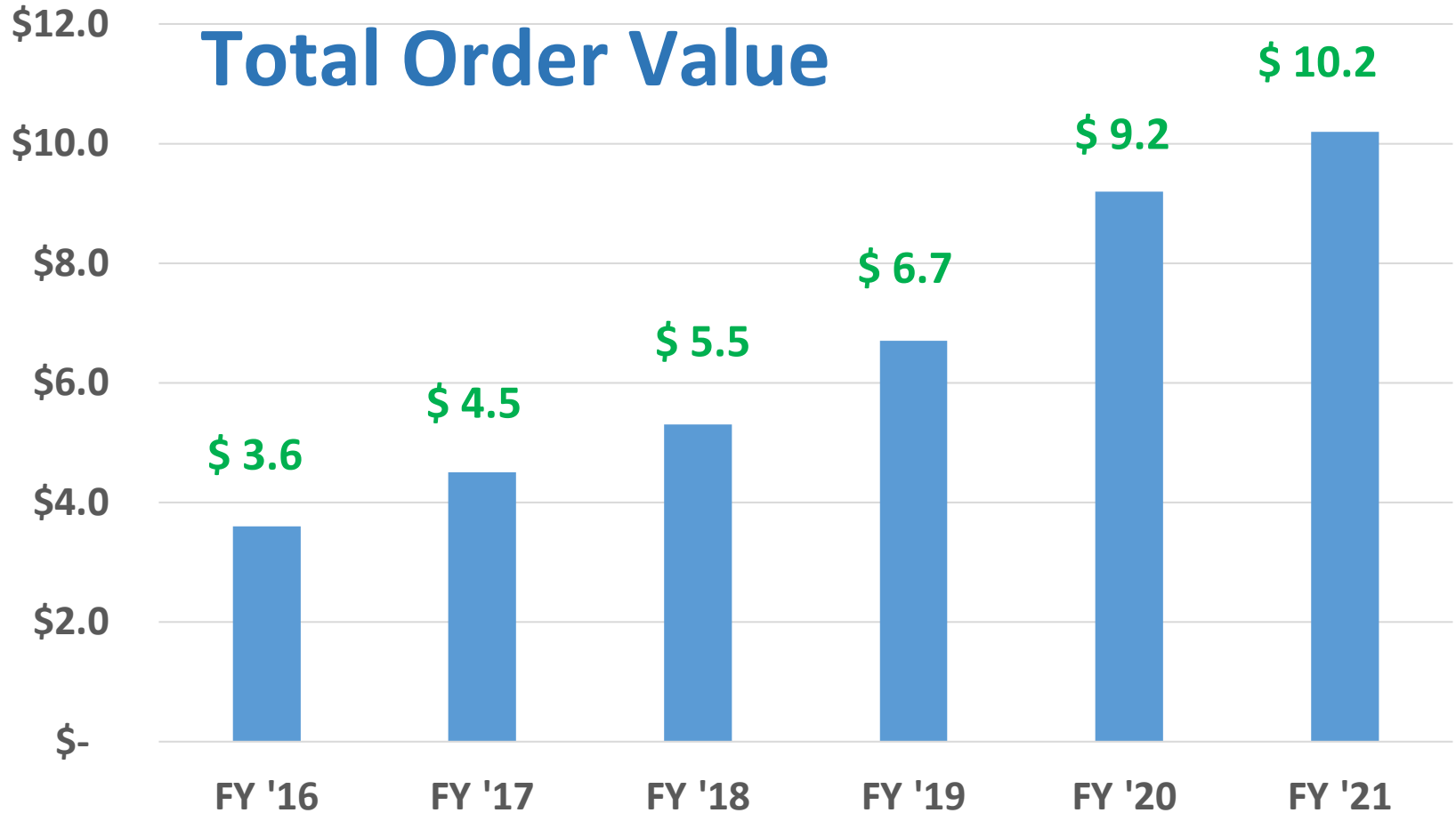




# Typical SEWP Requirements Process

- Issuing Agency selects a socio-economic group or all (Fair Opportunity).
- Issuing Agency submits solicitation using the SEWP Tool Set.
- Selected Contract Holders access solicitation documentation.
- Contract Holders prepare proposal with assistance of business partners and providers.
- Contract Holders add solution set to their SEWP Contract via the Technology Refresh process.
- Average time solicitation document is on the street is five business days.
- Contract Holder submits Quote and supporting information through the SEWP Tool Set

# SEWP Growth





# What makes SEWP Hot?

- ***SPEED:*** Products/Solutions added; orders processed; and all inquiries responded to within 1 business day!
- ***CUSTOMER SERVICE:*** Gold standard. Customer Service is the central focus of the SEWP staff
- ***Competitive PRICES:*** Product prices are consistently low due to contract structure and internal competition
- ***ENTERPRISE-WIDE SUPPORT:*** Agency-specific catalogs; Customizable reports; FASST (Agency focused consultation)
- ***TRACKING & COMMUNICATION:*** Information flow to Government and Industry throughout the acquisition and fulfillment process
- ***SUPPLY CHAIN RISK MANAGEMENT:*** Processes in place to reduce risk and support policy-based decisions



# SEWP V

- SEWP evolves in scope through each iteration based on Government Customer needs and Industry trends
- SEWP tracks and supports current policy and other Governmental focus areas
- SEWP values its reputation as a supporter of small businesses



# SEWP VI Consideration

- Considering adding services at the Contract Level for SEWP VI, looking for industry feedback in relation to NAICS codes
- Considering factors as it relates to the Non-manufacturer rule and how it impacts the industry resellers
- New methodologies on evaluation scoring, searching for industry feedback.
- How ISO certification requirements impact SEWP Resellers
- CMMC requirement impact on SEWP Resellers
- Benefits on Minimum Mandatory requirements
- Suggestions for post-award implementation as to formats for data interchange and information for providers
- Maximizing small businesses with SEWP



# SEWP VI Next steps

- West Coast Reverse Industry Day- February 13<sup>th</sup>, 2023
- One-on-one discussions and other feedback from Industry
- Draft RFP in 2023
- RFP in 2024
- Award May 1, 2025
- All questions received will be posted on the SEWP VI page following the Reverse Industry Days.



# Call to Action!

- Your feedback is requested, help us help you.
- Let us know what you think SEWP PMO should consider with the next iteration of SEWP.
- Use the QR Code to access the slido page to submit your suggestions and questions.



# Initial Feedback Points

- Evaluating business capability
- Past Performance
- Scope
- Small Business concerns
  - JVs
  - Set-asides
  - Non-manufacturer rule
  - Service Contract Act
  - Recertification process
- Best practices





**SEWP V**

[www.sewp.nasa.gov](http://www.sewp.nasa.gov)

**Thank You!**