



SeaPort Enhanced

Program Overview



Primary Topics

- What Is SeaPort-e?
- SeaPort-e Programmatic Approach
- Program Evolution
- Program Results
- SeaPort-e Program Governance
- Lessons Learned
- Current Challenges



What Is SeaPort-e?

- **SeaPort-e is a Set of Multiple Award Contracts:**
 - Navy's Virtual SYSCOM Enterprise solution to acquire Engineering, Financial, and Program Management support services
 - SeaPort-e Navy service procurement vehicle:
 - 1,618 prime contractors (84% small business) with a basic IDIQ MAC in SeaPort-e
 - Competitive Task Orders – Fair Opportunity (FAR 16.505)
 - Competed in one of seven geographic zones based upon principal place of performance
- **SeaPort-e is a Web-Based Portal:**
 - Provides a means for electronically competing & awarding Task Order solicitations
 - Facilitates the acquisition and management of services



Programmatic Approach

- **SeaPort-e 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 under review
- **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



Programmatic Approach

- SeaPort-e 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-e (except minimum guarantee Orders)
 - SeaPort-e policy requires ALL Task Orders be competed
 - 100% of SeaPort-e Task Orders awarded competitively
 - Task Order period of performance can not exceed 5 years in length



Program Evolution

| Category | SeaPort Original (2001 – 2004) | SeaPort-Enhanced (2004-2005) | VS SeaPort-Enhanced (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 | 123 |
| # of Prime MACs | 21 | 151 | 1,618 |
| # of Functional Service Areas | 4 | 21 | 22 |
| SB Consideration? | No | Yes | Yes, incl., HUBZone, SDVOSB |
| Task Order’s Competed Nationally? | Yes | No | No |



22 Functional SOW Areas

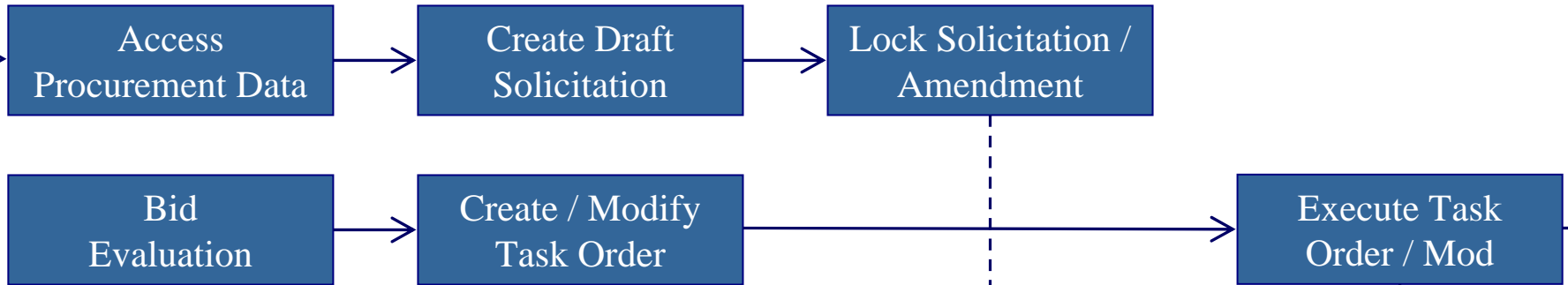
1. Research and Development Support
2. Engineering, System Engineering and Process Engineering support
3. Modeling, Simulation, Stimulation, and Analysis Support
4. Prototyping, Pre-Production, Model-Making, and Fabrication Support
5. System Design Documentation and Technical Data Support
6. Software 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

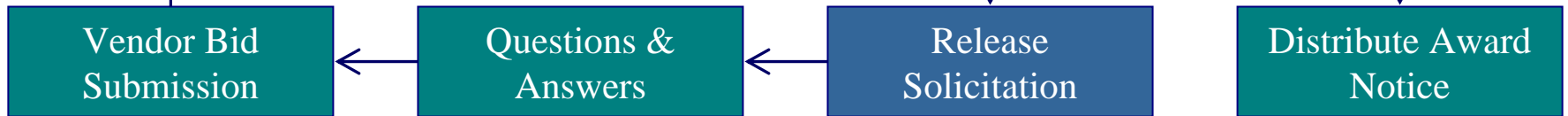


SeaPort-e Acquisition Lifecycle

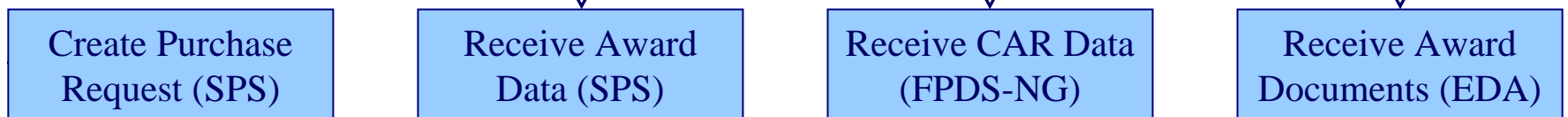
SeaPort-e Government Portal:



SeaPort-e Vendor Portal:



External System Interfaces:



= Industry User Function = Government User Function



Platform Technology

- Originally developed in 2001 based in part on commercially-available software, the SeaPort-e portal now fully utilizes Aquilent's Epic™ solution & application framework
 - The SeaPort-e solution takes advantage of more current & readily supportable technologies (e.g., .Net, web services, XML)
- With 40 production release cycles completed, the portal solution now includes greater government / industry collaboration tools, & integrates with Federal / DoD / Navy systems & initiatives (e.g., FPDS-NG, SPS, EDA)
 - The SeaPort PMO works directly with Aquilent to implement enhancements & required changes based on user feedback & compliance initiatives
- SeaPort's ATO status has been granted by NETWARCOM for use by all approved Navy activities

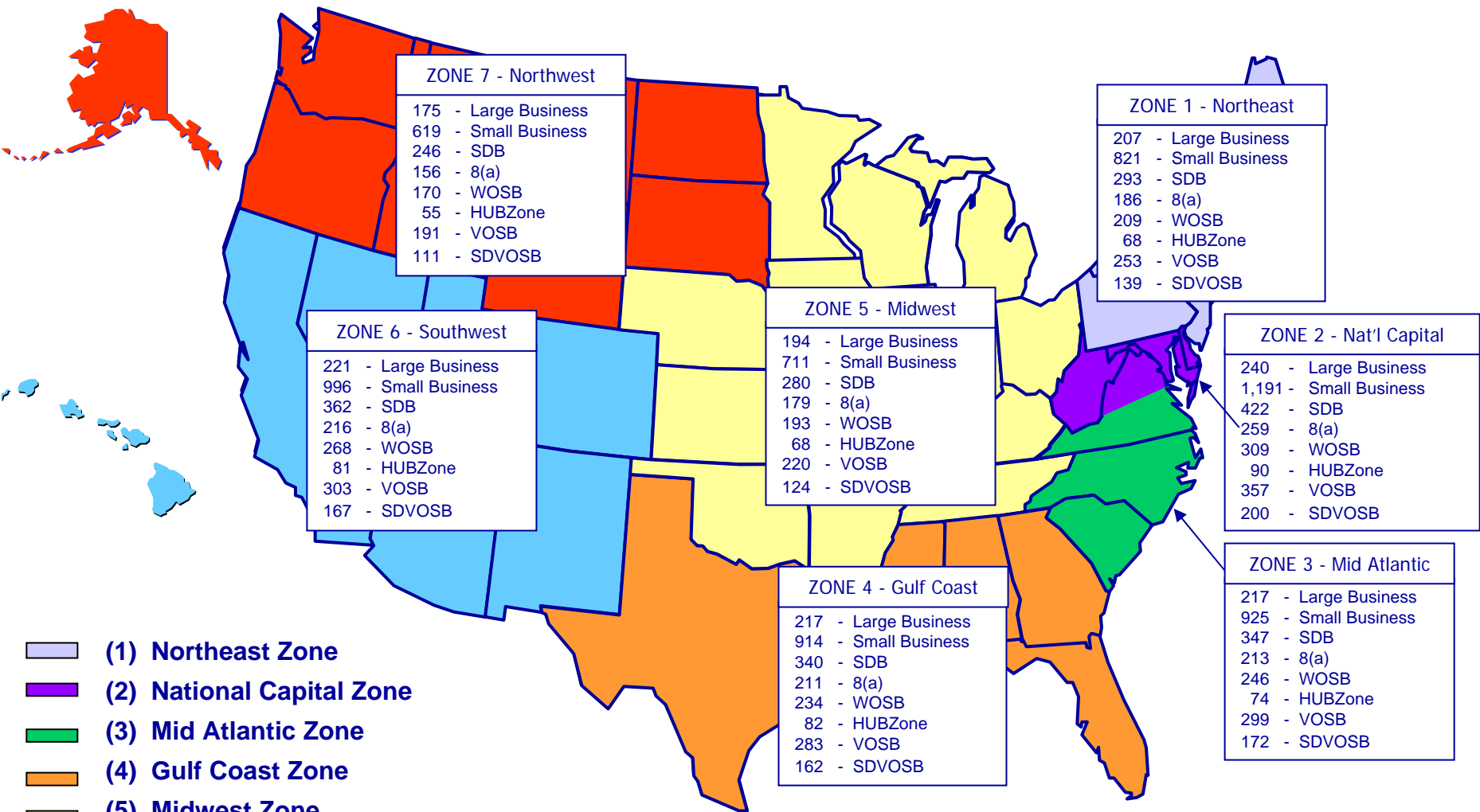


Rolling Admissions

- 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 December 2008 to add 8(a) companies.



VS SeaPort-e Zones

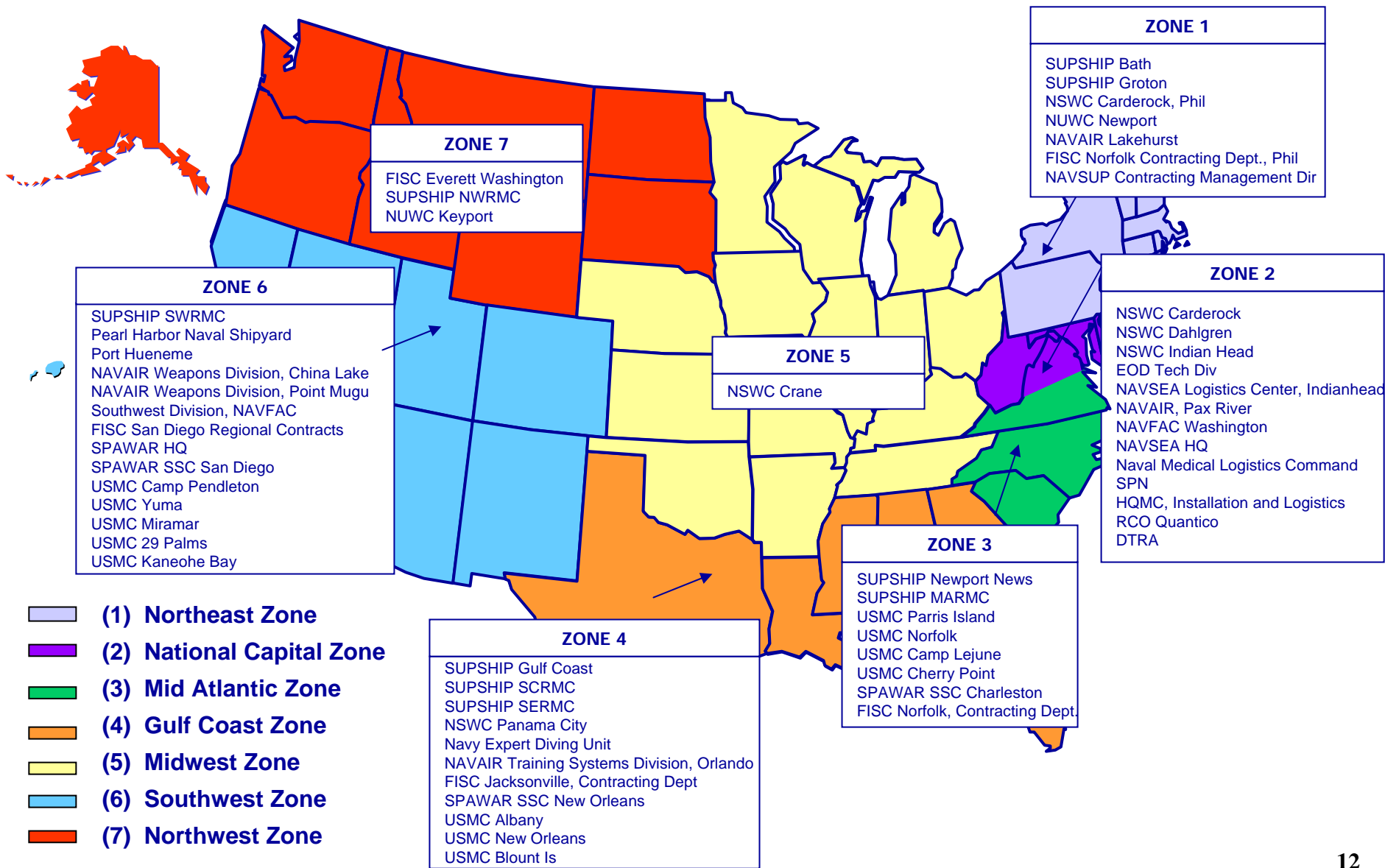


- (1) Northeast Zone
- (2) National Capital Zone
- (3) Mid Atlantic Zone
- (4) Gulf Coast Zone
- (5) Midwest Zone
- (6) Southwest Zone
- (7) Northwest Zone

Total Primes: 1,803 Total SB Primes: 1,553 = 86%



VS SeaPort-e Zones





Program Benefits

- SeaPort-e streamlines the acquisition process via:
 - Flexible workflow & package administration
 - Electronic file folder 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 placement & distribution



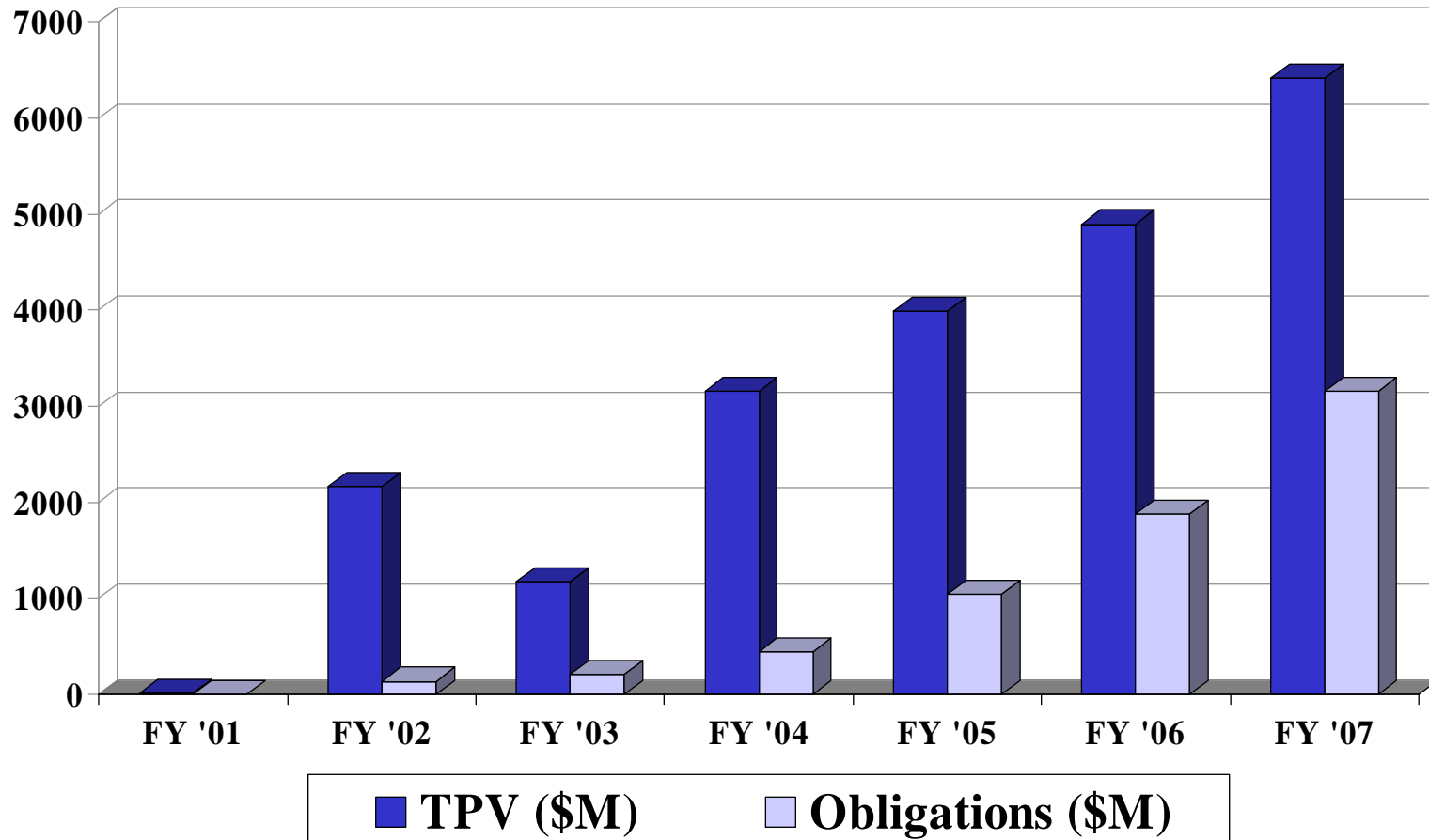
Program Benefits

- SeaPort-e 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, PALT calculations, 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

Awards & Obligations Since Program Inception:



Note: Includes SeaPort-I (2001-2004) & SeaPort-e (2004 – Present) program results



SeaPort-e Program Results

Navy Virtual SYSCOM Awards To Date:

| SYSCOM: | # of Task Orders: | # of Actions / Mods: | TPV @ Award: | Funded To Date: |
|----------------|--------------------------|-----------------------------|-------------------------|-------------------------|
| NAVAIR | 152 | 2,127 | \$3,986,536,952 | \$1,438,484,023 |
| NAVFAC | 115 | 513 | \$719,748,811 | \$249,384,831 |
| NAVSEA | 1,054 | 18,610 | \$14,348,115,122 | \$7,049,967,596 |
| NAVSUP | 145 | 918 | \$1,063,472,064 | \$390,612,175 |
| SPAWAR | 296 | 3,367 | \$4,584,117,765 | \$2,023,341,890 |
| SSP | 1 | 20 | \$36,786,701 | \$30,134,278 |
| USMC | 42 | 216 | \$284,166,101 | \$107,281,842 |
| Totals: | 1,805 | 25,771 | \$25,022,943,516 | \$11,289,206,635 |

* Note: As of September 2, 2009



Small Business Participation

- Improved Small Business Participation
 - SeaPort-e Results:
 - Prime awards: 787 of 1,688 (47%)
 - Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 31%
 - Percent of total dollar obligations to small business concerns at the subcontract level: goal: 20%, actual: 20%
 - Small business subcontracting reported by large business via the portal semi-annually



SeaPort Governance Council

- The SeaPort-e Governance Council leverages the experience & resources of SeaPort-e users to continually improve the program
 - The Governance team includes representatives from:
 - NAVSEA HQ & Field Offices
 - NAVAIR
 - SPAWAR
 - NAVFAC
 - NAVSUP
 - NMLC
 - USMC
 - DTRA
- The committee typically addresses topics related to:
 - Standardization of SeaPort acquisition processes / best practices
 - SeaPort portal enhancement opportunities
 - Current issues & trends in the service contracting arena



Command Coordinators

- Each SeaPort-e Command shall appoint an overarching Command Coordinator to monitor & oversee performance by the various ordering activities eligible within the contract
- Command Coordinators shall track & assist in addressing issues pertaining to:
 - PALT (Acquisition Cycle Time)
 - Average # of Offers Received
 - % of Solicitations Yielded Greater Than One Bid
 - Small Business Performance
 - Ombudsman Issues
- The Command Coordinator shall interface directly with the SeaPort-e Council on a periodic basis to assess program & command performance



Other Applications

- Naval Medical Logistics Command (NMLC)
 - The SeaPort-e portal was customized to accommodate all business processes associated with the placement of orders under a group of the NMLC contracts, supporting all phases of the acquisition cycle from requirements definition through order award, performance and closeout. . Functional and business processes changes were accommodated to reflect the necessary NMLC support requirements, while leveraging the underlying SeaPort functionality and architecture
- SeaPort-R
 - Application of SeaPort functionality to ship repair service contracts to provide tools to allow shipyards/commanders ability to apply consistent processes/procedures to increase efficiency and track performance
- NAVFAC Base Operating Services (BOS)
 - Application of SeaPort functionality to BOS contracts to provide NAVFAC greater consistency of processes/procedures and to provide contract management at the HQ level of all BOS contracts across the competency



SeaPort Strategy

Striking a Balance





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