



**SEWP V**

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

# Solutions for Enterprise-Wide Procurement

## Industry Presentation



# What is SEWP?

## SEWP

- Multi-award suite of contracts
  - 140+ Contract Holders / 110 small businesses
  - Government-Wide Acquisition Contract (GWAC)
  - Authorized by OMB
  - 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 Strengths

- Program is more than a contract / catalog
- Flexible yet constrained
  - IT Focused Product Solution Contracts
  - Oversight, reporting, scope requirements
- Quick / Efficient
  - Internal performance measured in hours
- Responsive
  - Quality not quantity
- Innovative - Always open to trying new ideas *"Often Happy; never satisfied"*
- Realistic
  - Cannot force agencies to follow processes not geared to their agency
  - Commercial contracts = rely on commercial practices



# Contract Holder Neutrality

- NASA SEWP Office is Contract Holder Neutral
  - No recommendations
    - Except: Business size group differentiations
    - Program Performance information
  - No preferential treatment – First In First Out(FIFO)
  - No cold calls to Government personnel
    - Always happy to take calls from any Government personnel
  - Contract Holder ads may use SEWP logo
    - Direct customers to NASA SEWP Website for program information
  - Providers (Original Manufacturers/Service Providers) may use SEWP Provider logo



# What makes SEWP Hot?

- ***SPEED:*** Products/Solutions are added, orders are processed and all inquiries responded to within 1 business day!
- ***CUSTOMER SERVICE:*** Staff is always available to assist
- ***LOW FEE & PRICES:*** Product prices are consistently low due to contract structure and internal competition
- ***TRACKING & COMMUNICATION:*** Tracking of all orders through delivery and provides feedback to contract holders and customer throughout process.
- ***REPORTING:*** Customizable Agency CIO reports on what their Agency is ordering
- ***ONLINE TOOLS:*** Easy to use tools available 24x7





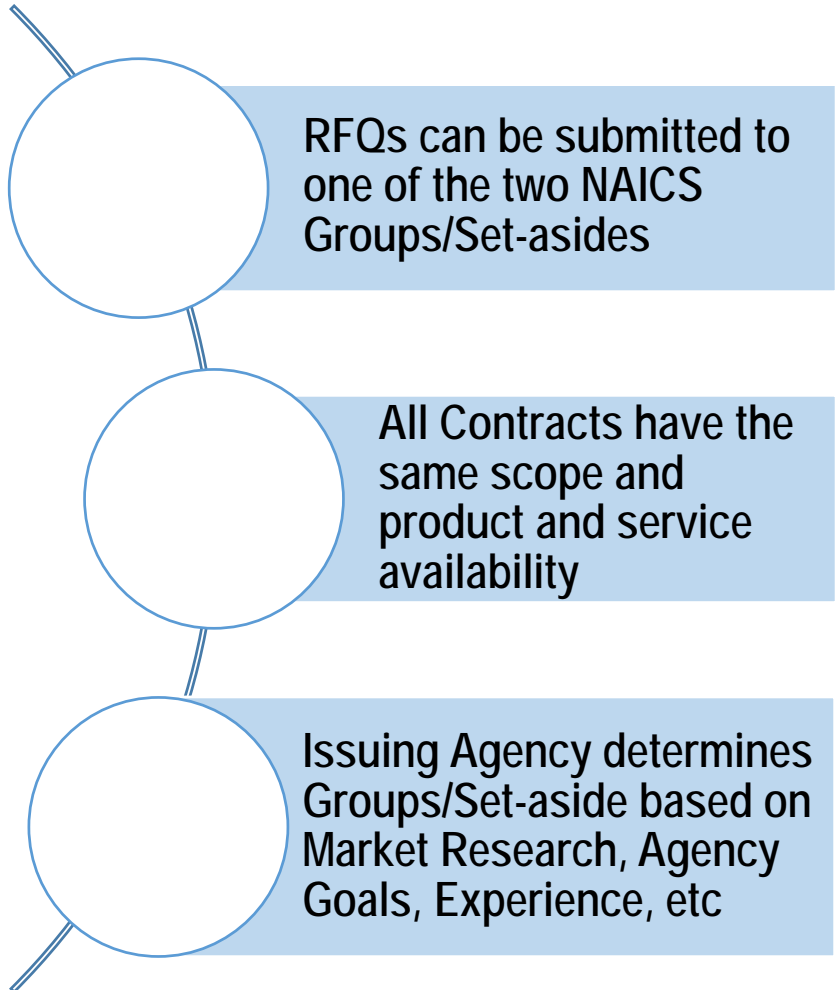
# SEWP Groups

## Group A (NAICS 334111)

- All Group A Contracts -or-
- Set Asides:
  - Small Business

## • Groups B/C/D (NAICS 541519)

- All Group B, C, and D Contracts -or-
- Set Asides:
  - Small Business
  - SDVOSB
  - HUBZone
  - WOSB
  - EDWOSB





# What can be procured through SEWP?

<b><u>In-Scope Categories</u></b>	<b><u>Examples of In-Scope Products &amp; Services</u></b>
<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=Software as a Service)
<b>Mobility &amp; Communications</b>	Telecommunication Devices and Services
<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 / Cabling Product Based Training Product Based Engineering Services



# Dynamic Availability

## 'Catalog by Request' not 'Request by Catalog'

- **Thousands of Providers**
  - Cisco, NetApp, Microsoft, Oracle, etc.
  - New providers added daily
- **Millions of Unique Products & Product Based Services**
  - Items added daily to contract based on customer requests
  - On-line contract database of record
  - Quotes and orders are verified against contract catalog

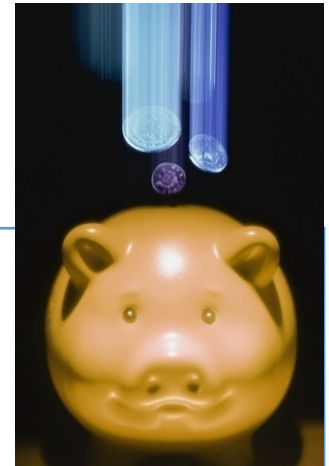


# Static Views

- **Market Research Tool (MRT)** combines 'Search' of current offerings with RFI to request new products/services
- **Quote Request Tool** includes options for Request for Information (RFI) or Market Research Request (MRR) or Request for Quote (RFQ)
- Agency Catalogs
  - Snapshot of product availability and pricing based on agency requirements
- Delivery Order With Options (DOWO)
  - An order awarded for recurring product/service needs, with options to purchase from the same quote/initial order for a defined period of time



# Pricing



## Contract Price

- Contractual Processes set pricing including:
  - Must be less than Contract Holder's GSA Price
  - Must be comparable to other contracts

## Quoted Price

- Consolidation and internal competition maximizes price discounts
- Product prices may be negotiated and/or questioned

## Fair and reasonable pricing set at contract level

- All products
- All fixed price services

## Labor price reasonableness determined by initiator

- Level of effort
- Labor Category
- Labor Rate



# SEWP V Figures: August 1, 2019

- 130,389 orders placed
- \$18.1 B value of orders
- \$139 K avg. order

## ➤ Small Business Usage

All Small	81%
SDVOSB	29%
HUBZone	11%
EDWOSB	9%
WOSB	25%



# 5 Ways Industry is Involved

- Place Products Under Existing Contracts(Provider)
- Partner/Team/Assist Contract Holders
- Purchase from Existing Contracts
- Win a SEWP Prime Contract
- Acquire and novate an existing SEWP Contract Holder



# Place Products Under Existing Contracts

- “Provider” of IT Products / Solutions
  - Work with one or more Prime Contract Holders to request product addition
    - Business case is negotiated between Prime and Provider
  - A Prime Contract Holder must first request acceptance of Provider
    - Check is made by SEWP to ensure products in scope
  - After a Provider is accepted:
    - All Primes may add products from the Provider
    - Products added through Technology Refreshment process



# SEWP Provider

## Provider(n):

Any company that has any product and/or services on one or more SEWP V contracts.

- Submit for approval through Provider Add Tool
  - Any Contract Holder can add products after initial approval
- CLINs added using SEWP TR process



# Supply Chain Information

- Contract Holder/Provider Relationship provided in the Verification file that accompanies Quotes
- Customer does not need to request an LOA (Letter of Authorization)
  - SEWP verification is more controlled and monitored than LOAs
  - Utilize the info in the Verification file to check relationships
- Supply Chain – Level of Provider Authorization
  - Authorized reseller\* (verified with OEM)
  - Using an Authorized Distributor but not directly an Authorized Reseller
  - Unverified relationship

\*Authorized Resellers are defined as: A reseller who is known by the OEM and the OEM has verified that the reseller is considered by them to be an authorized or approved reseller.



# Partner with Existing Prime

Some Contract Holders authorize companies to represent them as a sales agent for their SEWP contract.

- Agent DOES NOT have a SEWP contract
- Orders remain between Government agency and Contract Holder
- Compensation agreement between Contract Holder and “sales agent” company
  - CLIN Cost must not increase
  - No fee can be charged



# Purchase from Existing Contracts

Approved Contractors may Utilize SEWP Contracts as part of their Government Contract.

- Authorization Letter from Support Service Contractor's CO (Contracting Officer)
  - Authorization required on an individual support service contract basis
  - Appropriate FAR 51 requirements
- List of Approved Support Service Contractors available on SEWP website



# Win a SEWP Prime Contract

- SEWP V Contracts 5 year w/ 5 year option
  - All Official Information will be provided through FedBizOpps ([www.fbo.gov](http://www.fbo.gov)) and the SEWP website ([www.sewp.nasa.gov](http://www.sewp.nasa.gov))
- Long, Costly Process
  - Full & Open Competition
  - Formal Source Evaluation Board (SEB) procedures
  - Extensive Requirements
  - Strong Competition
  - No Guarantees (Awardees and Non-Awardees)



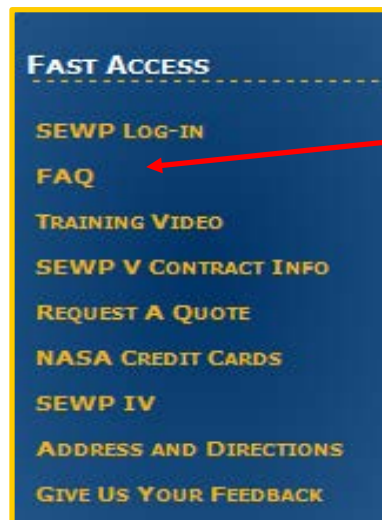
# Novate an Existing Prime Contract

- Any novation of an existing Contract Holder must follow all appropriate FAR rules and related processes for novation.
- The SEWP Program Office does not become involved until a novation package is submitted to the appropriate Agency/Procurement Office (this is not necessarily NASA)
- A novation triggers a re-certification of the associated business size.



# For more information:

- <http://www.sewp.nasa.gov>
- Frequently Asked Questions





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Questions?