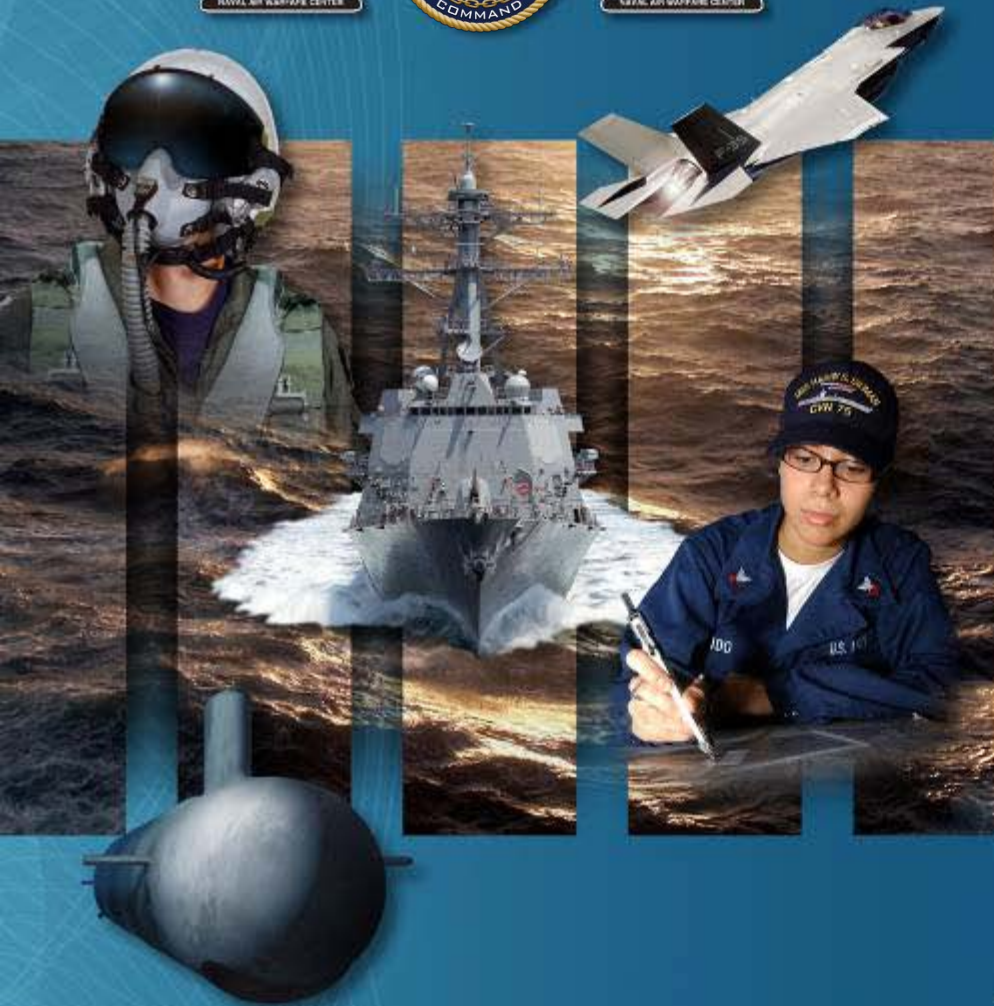


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Industry  
Concerns/Issues  
**Competitive  
Acquisitions**

28 September 2011



# Agenda



0900 - Welcome/Opening Remarks

0915 – Presentation

1045 – Wrap-up Questions

1100 - Final Remarks

Please ensure you signed in

Provide feedback/comments to Mr. Joel Owens [jowens@camber.com]



# Outline



- Disclaimer
- Industry Concern/Issues
- Competitive Acquisition Process
  - Competitive Acquisition Roadmap
  - Competitive Acquisition Flow
  - Competitive Acquisition Structure
  - Impacts to Competitive Acquisitions
- Questions

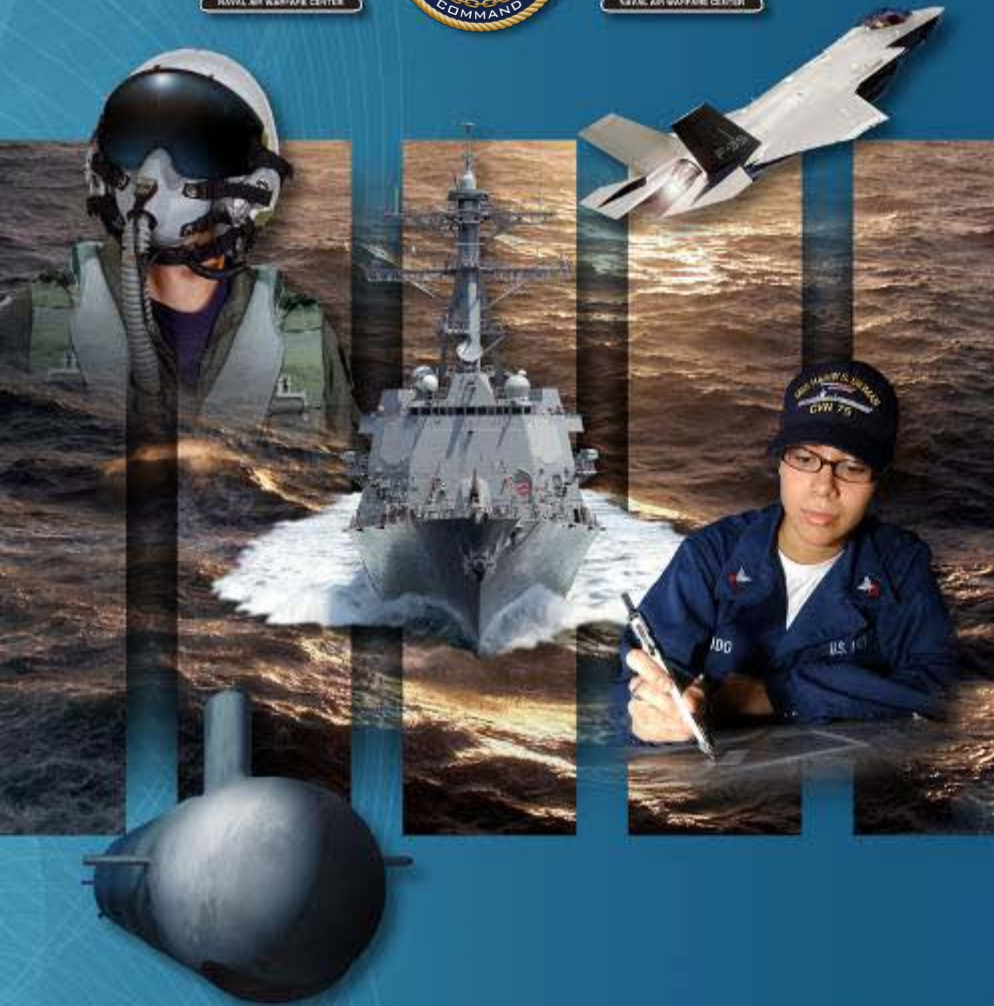


# Disclaimer



- The material presented herein is for informational purposes only. For specific acquisitions, the Contracting Officer is the Authority.

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# Industry Concerns/Issues

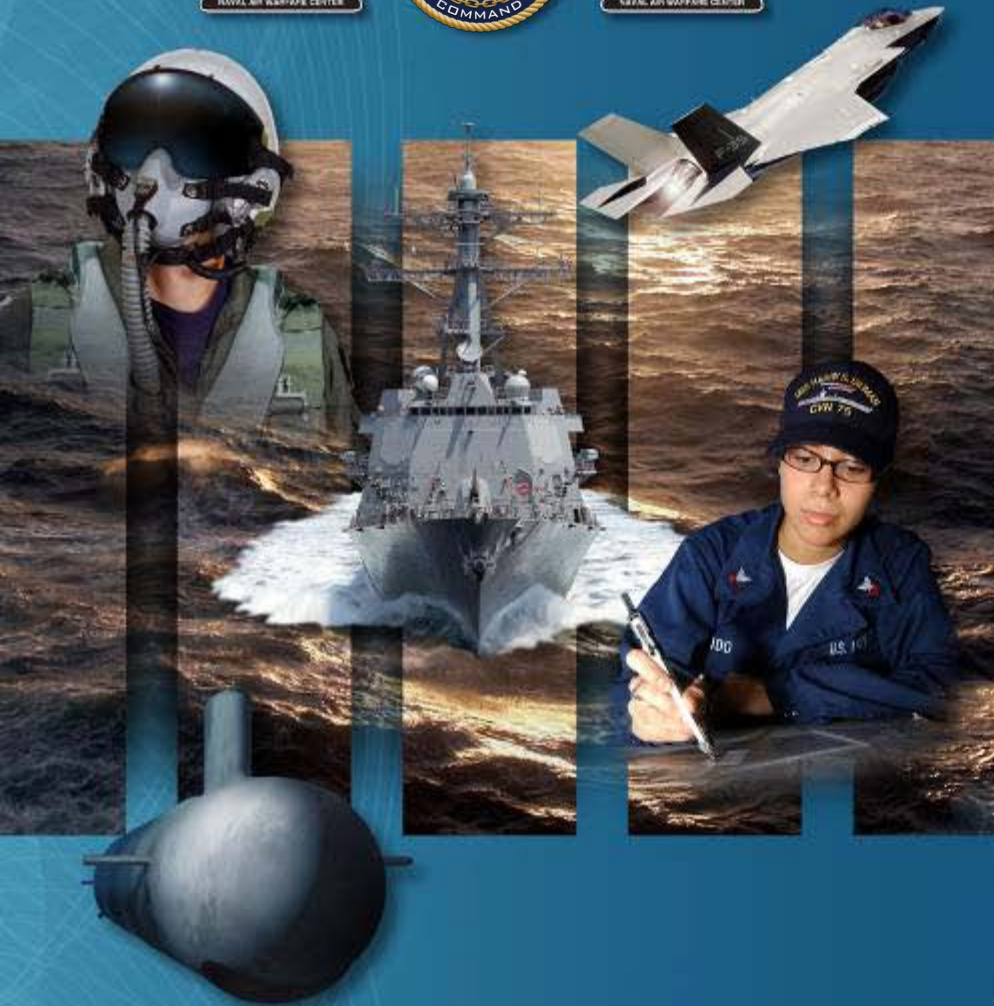


# Industry Concern/Issues



- We need consistency on when contact is shut off (i.e., restricted to contracts) during the acquisition cycle. This seems to be PCO driven: some allow contact up until the release of the DRFP/RFP; others break contact after posting of the SSN. Extended discussion benefits Industry and the Government helps refine requirements and helps produce a better product.(#4)
- Please describe the specific NAWCTSD acquisition steps and timeline from RFI to award; how much of this timeline is in NAWCTSD control and how much of the process and timeline is pushed down from above due to policy etc.; is there anything Industry can do to help expedite the process and ultimately reduce the timeline? (#5)
- Once a MAC is issued, what are the expected turn-around times? Are there generic standards or are they MAC specific? How do they vary from Delivery Order to Task Order? What is the NAWCTSD for standard for evaluating DOs and TOs submitted by primes under a MAC? (#10)

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# Competitive Acquisition Process

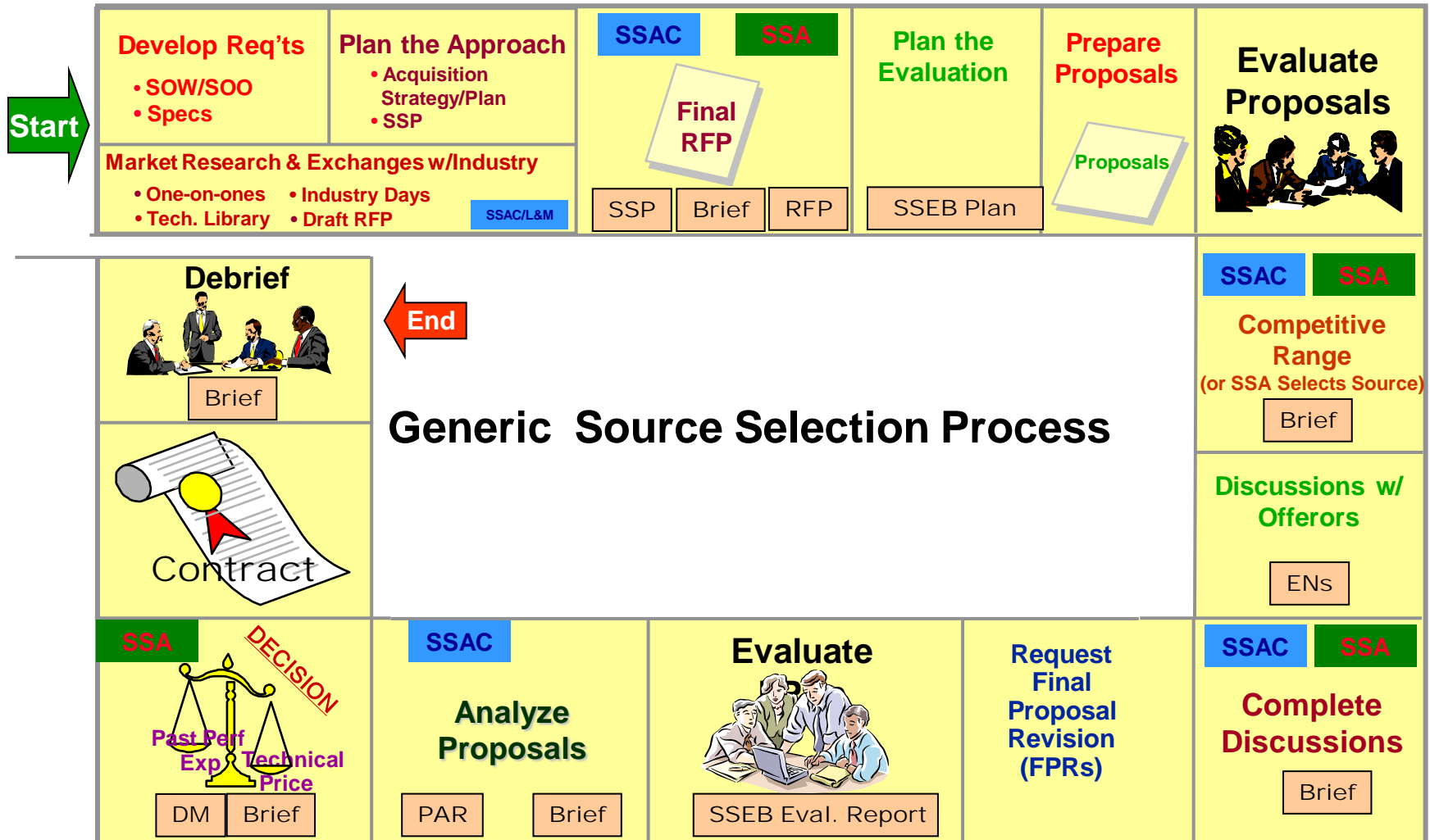


# Industry Concern/Issues



- Acquisition Steps and Timeline
  - Please describe the specific NAWCTSD acquisition steps and timeline from RFI to award.
  - How much of this timeline is in NAWCTSD control and how much of the process and timeline is pushed down from above due to policy?
  - Is there anything Industry can do to help expedite the process and ultimately reduce the timeline?

## Competitive Acquisition Roadmap



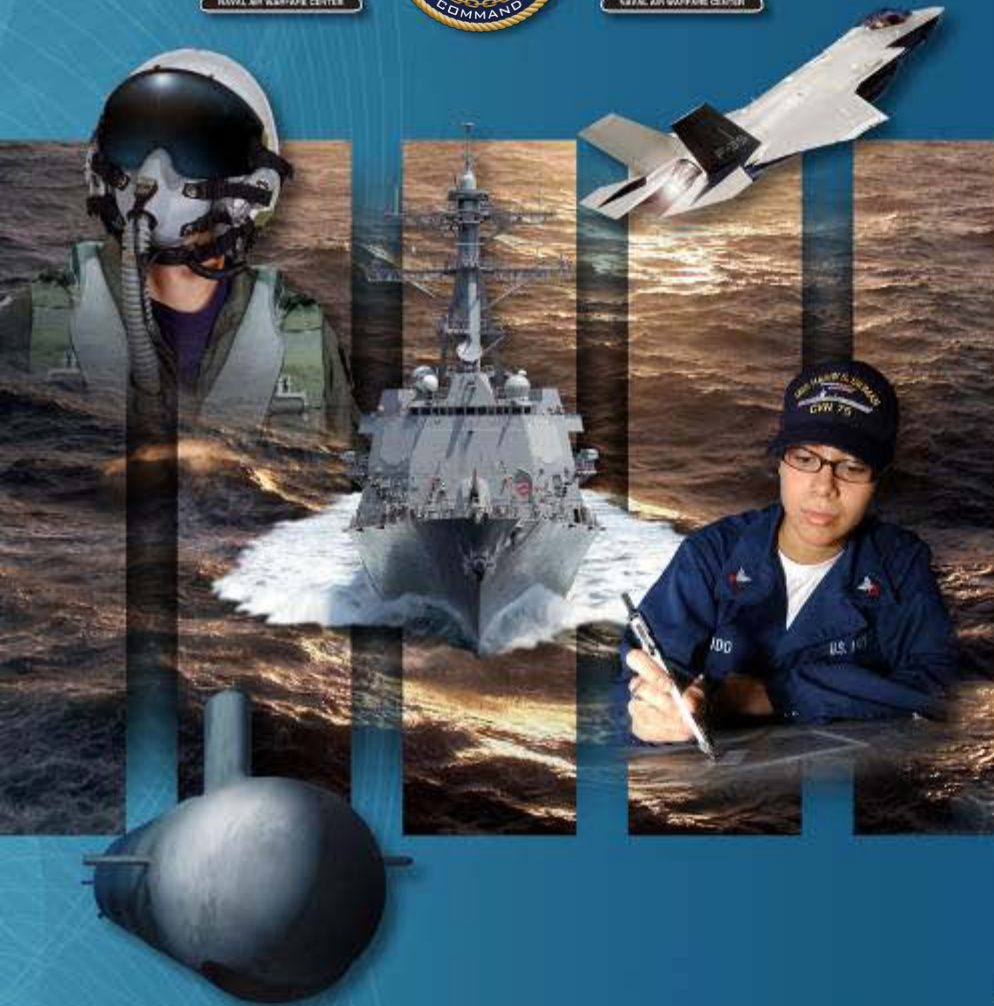


# Industry Concern/Issues



- Communication with Industry
  - We need consistency on when contact is shut off (i.e., restricted to contracts) during the acquisition cycle.
  - This seems to be PCO driven: some allow contact up until the release of the DRFP/RFP; others break contact after posting of the SSN.
  - Extended discussion benefits Industry and the Government helps refine requirements and helps produce a better product.

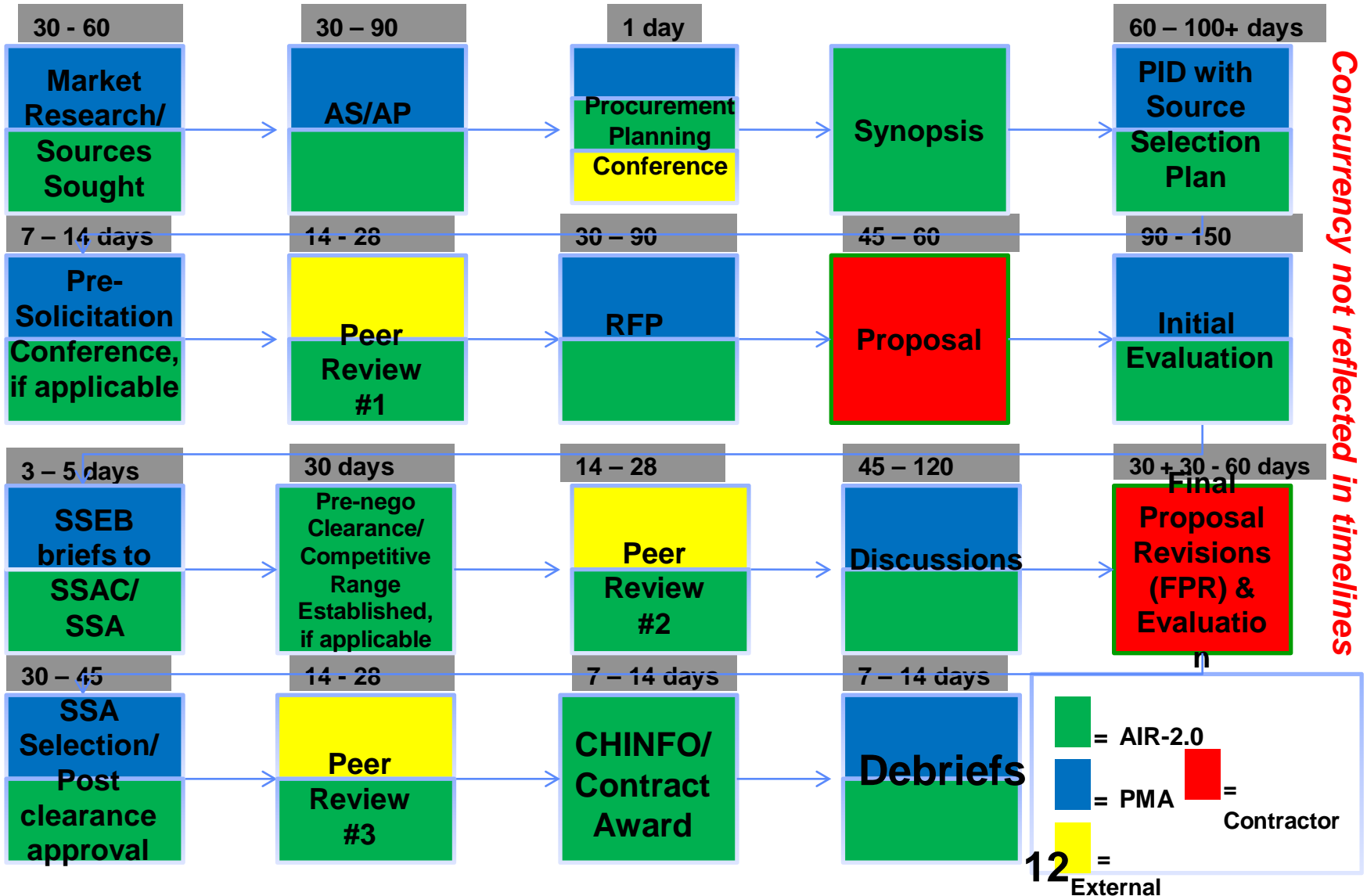
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# Competitive Acquisition Flow



# Competitive Acquisition Flow





# Procurement Peer Review Requirements Summary



Peer Review Level/Authority	Type Procurement/Criteria	Types/Timing of Reviews	Policy Document(s)
NAVAIR/AIR-2.5	Competitive – Supplies/Systems/Services (Except BAAs and SBIRs) – New Contracts and MAC orders $\geq$ \$10M but $<$ \$25M (inclusive of options) <b>OR</b> Classified as a Special Interest Item (regardless of dollar value) by the cognizant Dept. Head (AIR-2.2-2.6)	-Pre-award, prior to: (1) Release of Draft Solicitation (if Sections L&M are included) <b>OR</b> Release of Final Solicitation <b>AND</b> Prior to Approval of the Source Selection Plan (SSP) (2) Source Selection Decision/Contract or MAC order award <b>An additional review may be required at the discretion of the peer review leader</b>	CCI 4200.56A (Supplemental) dtd 27 May 10
NAVAIR/AIR-2.5	All Services (Competitive and Non-competitive) $\geq$ \$10M but $<$ \$50M (base plus all options)	-Post award: (1) Prior to Option Exercise (addressed via review of D&F by Branch Head PCO)	CCI 4200.56A (Supplemental) dtd 27 May 10

**Note: A separate LRB is still required for procurements  $\geq$ \$50M. This review is independent of any DOD/DON/2.0/2.5 requirement.**



# Procurement Peer Review Requirements Summary



Peer Review Level/Authority	Type Procurement/Criteria	Types/Timing of Reviews	Policy Document(s)
NAVAIR/AIR-2.0	Non-competitive – Supplies/Systems/Services – New Contracts and MAC orders $\geq$ \$250M (inclusive of options) <b>OR</b> Special Interest Item (regardless of dollar value) as determined by AIR-2.0, 2.0A or 2.2-2.6	-Pre-award, prior to: (1) Contract or MAC order award	CCI 4200.56A dtd 19 Apr 10
NAVAIR/AIR-2.0	Competitive – Supplies/Systems/Services – New Contract and MAC orders $\geq$ \$25M (inclusive of options) <b>OR</b> Special Interest Item (regardless of dollar value) as determined by AIR-2.0, 2.0A or 2.2-2.6	-Pre-award, except for 4.10E managed source selections, prior to: (1) Release of Draft Solicitation (if Sections L&M are included) <b>OR</b> Release of Final Solicitation <b>AND</b> Prior to Approval of the Source Selection Plan (SSP) (2) Source Selection Decision/Contract or MAC order award <b>An additional review may be required at the discretion of the peer review leader</b>	CCI 4200.56A dtd 19 Apr 10
NAVAIR/AIR-2.0	All Services (Competitive and Non-competitive) $\geq$ \$50M (base plus all options)	-Post award: (1) Prior to Option Exercise (addressed via review of D&F by Branch Head PCO)	CCI 4200.56A dtd 19 Apr 10



# Procurement Peer Review Requirements Summary



Peer Review Level/Authority	Type Procurement/Criteria	Types/Timing of Reviews	Policy Document(s)
DOD/DPAP	Competitive and Non-competitive Services/Supplies/Systems $\geq$ \$1B (inclusive of options) <b>OR</b> Special Interest Items identified by OSD	-Competitive Pre-award, prior to: (1) Solicitation issuance (2) Request for FPRs (3) Contract award -Non-competitive Pre-award, prior to: (1) Negotiation (2) Contract award -Post-award for services (1) If base period >1 year, then mid point of base period <b>OR</b> If base period $\leq$ 1year, then prior to exercise of first option period (2) Prior to every option period thereafter <b>AIR-2.0, DASN(A&amp;LM) AND ASN(RD&amp;A) MUST BE PRE-BRIEFED PRIOR TO ANY DOD/DPAP PEER REVIEWS</b>	- DODI 5000.02 - DFARS/DFARS PGI 201.170 - DPAP Memo dtd 29 Sep 08 - DPAP Memo dtd 18 Feb 09
DON/DASN (A&LM)	Competitive and Non-competitive Services $\geq$ \$250M but <\$1B (inclusive of options) <b>OR</b> Special Interest Items identified by DASN (A&LM) or referred from the Contracting Activity	-Pre-award reviews same as DOD/DPAP -Post award: (1) At the mid point of the base period <b>OR</b> in sufficient time to complete review and address/clear recommendations prior to option exercise	- DASN (A&LM) Memo dtd 26 Mar 09

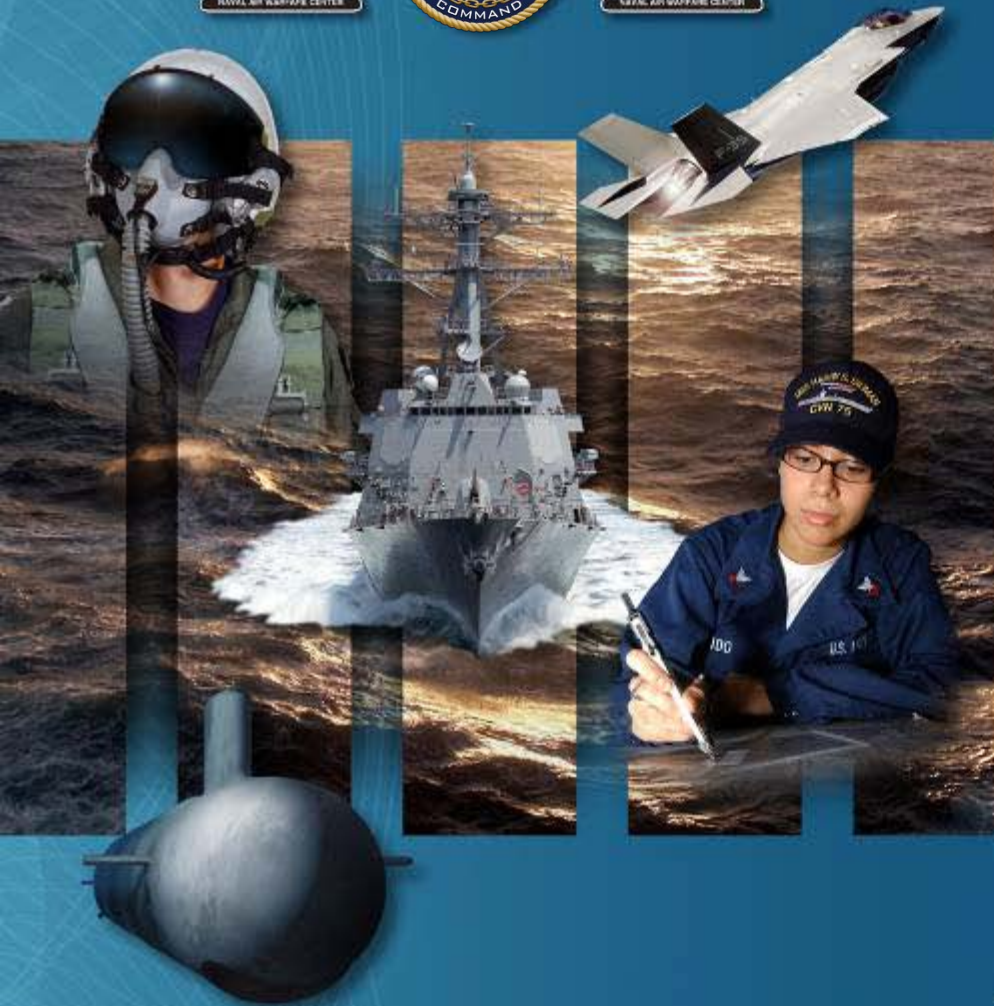


# Industry Concern/Issues



- Multiple Award Contracts
  - Once a MAC is issued, what are the expected turn-around times? Are there generic standards or are they MAC specific?
  - How do they vary from Delivery Order to Task Order?
  - What is the NAWCTSD standard for evaluating DOs and TOs submitted by primes under a MAC?

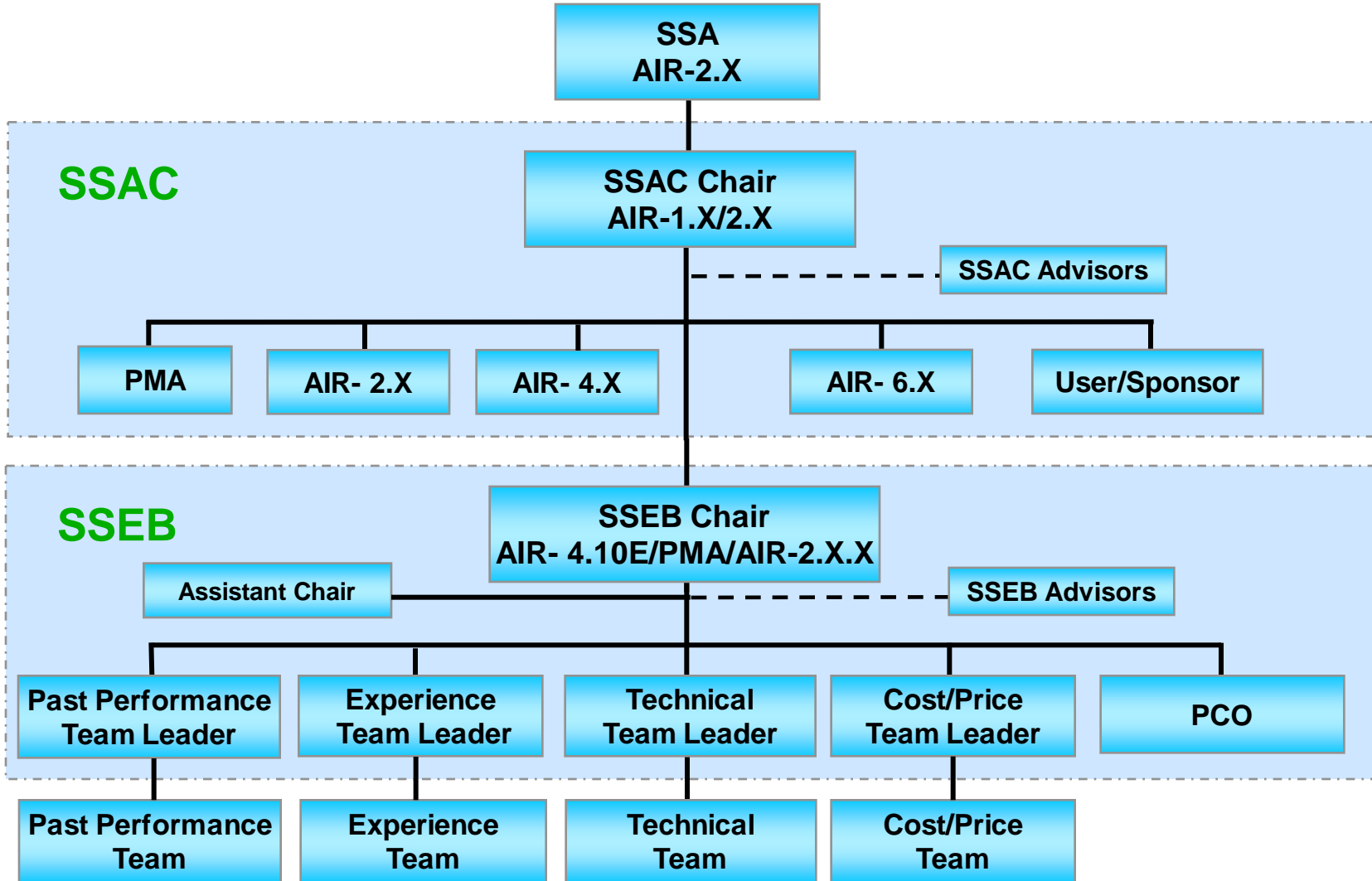
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# Competitive Acquisition Structure

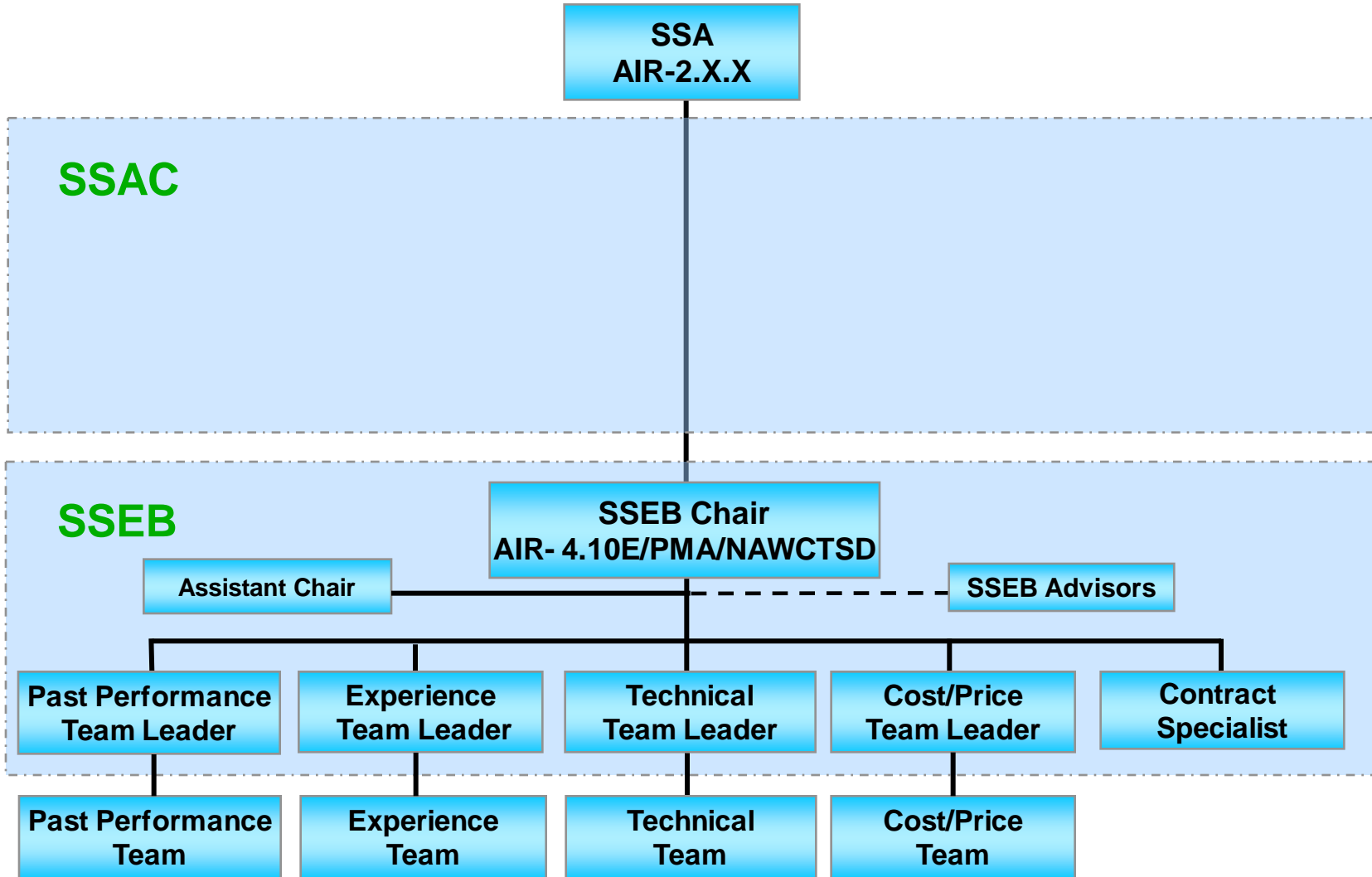


# Typical Level B Source Selection Organization

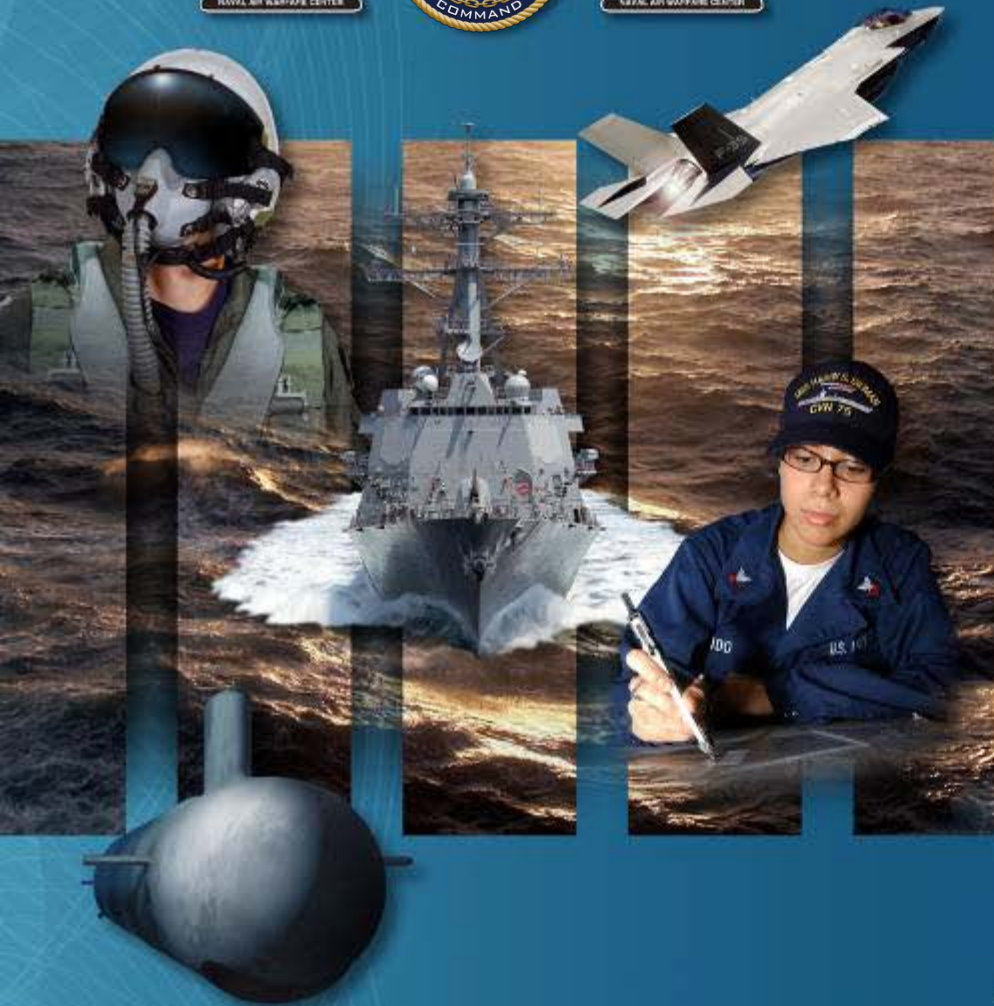




# Typical Level C Source Selection Organization



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# Impacts to an Acquisition



# Impacts to an Acquisition



- Requirements Definition
- Understanding the Process
- Experience of Team Members
- Quality of RFP/Proposals
- Amount of Information Requested and Evaluated
- Discussions
- Competing Priorities/Resources
- Protests



# Reference Web-Sites



## NAWCTSD Web-Site

<http://www.nawctsd.navair.navy.mil>

## Busting": Addressing Misconceptions to Improve Communication with Industry during the Acquisition Process

<http://www.whitehouse.gov/sites/default/files/omb/procurement/memo/Myth-Busting.pdf>

## Department of Defense Source Selection Procedures

<http://www.acq.osd.mil/dpap/policy/policyvault/USA007183-10-DPAP.pdf>