NASA SEWP

Solutions for Enterprise-Wide Procurement

**Customer/Industry Presentation**

www.sewp.nasa.gov

Questions?

Scan this QR Code to submit any questions you have during the presentation, OR visit www.slido.com and enter code 3688599.

What is SEWP?

Providing the latest in commercial ICT/AV products and services, the **NASA SEWP (Solutions for Enterprise-Wide Procurement)** contract vehicle has an outstanding track record of serving up fresh technology for Federal Agencies.
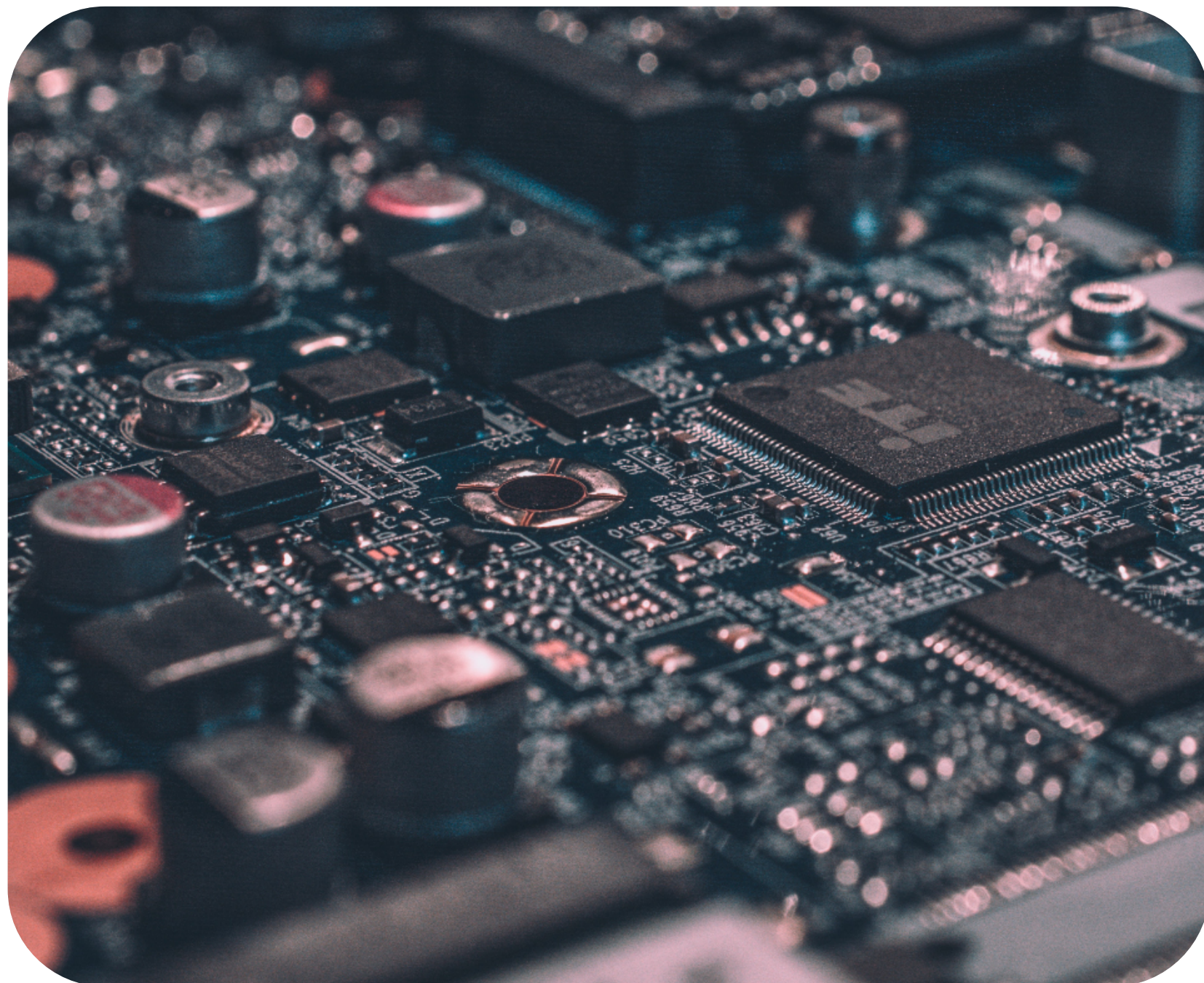
Multi-award suite of contracts
- 140+ Prime Contract Holders
- 108 Small Businesses
- 9000+ Original Manufacturers (OEM) and Service Providers
- Annual Obligated Value over $10.5B
- Ability to set-aside to small businesses across all groups at the delivery order level

Government-Wide Acquisition Contract (GWAC)
- Authorized by Office of Management and Budget (OMB)
- Open to All Federal agencies and Approved Contractors
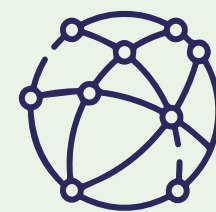- Utilized by every Federal agency

Contract Vehicle for Information and Communication Technology (ICT) and Audio/Visual Solutions

Program Management Office (PMO) to provide support and information throughout the Acquisition Process
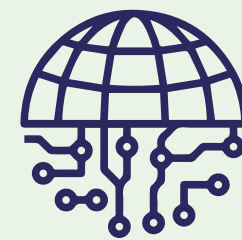
What Can Be Procured Through SEWP?

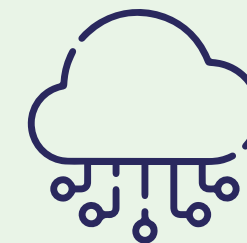## In-Scope Categories & Examples of In-Scope Products and Services

Information Technology & Networking

Computer Hardware, Tablets
Network Appliances: Routers, Modems, VOIP, Storage, Security

Software & Cloud

Software, Virtualization and Cloud Computing, XaaS (e.g. SaaS=Software as a Service)

Mobility & Communications
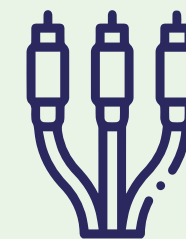
Telecommunication Devices and Services

Supporting Technology

Scanners, Printers, Copiers, Shredders, Associated Supplies and Accessories, Sensors, Health IT

A/V Conferencing

A/V Equipment and Accessories, TVs, Display Monitors, Projectors and Screens

Services

Maintenance/Warranty, Site Planning/ Installation/Cabling, Product Based Training, Product Based Engineering Services

How did the duck become SEWP's official mascot?

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SEWP PMO Customer Support

The NASA SEWP Program Management Office (PMO) 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 Support

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
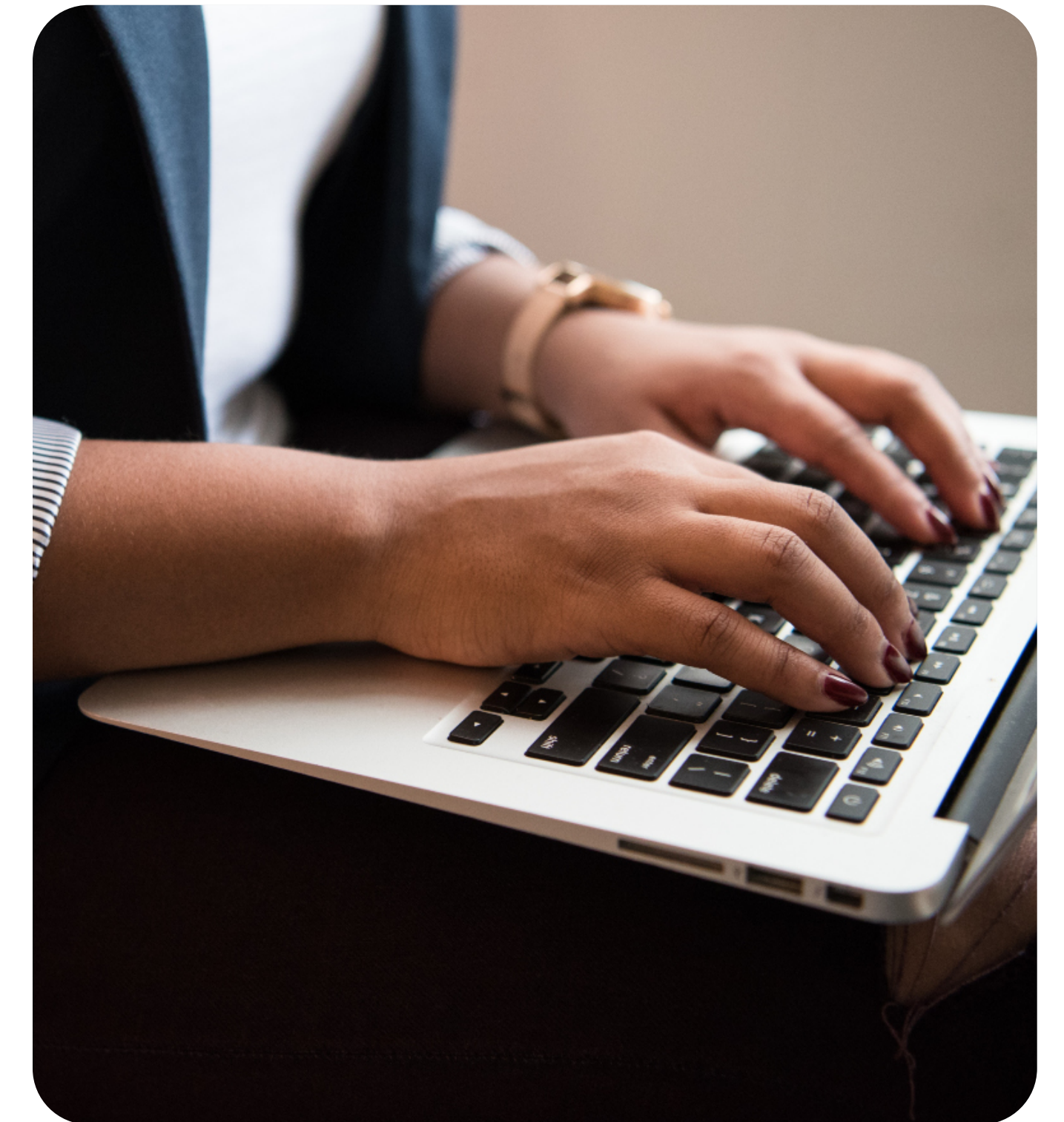
SEWP Pricing

- Fair and reasonable product pricing determined at the contract level
  - Labor Price reasonableness determined by initiator
  - Contractually required to be equal to or lower than GSA schedule prices
  - Pricing can be negotiated

- Purchases can be consolidated to maximize price discounts

- Internal competition results in line item discounts

- Fee included in product price

Primary Catalog

- Dynamic Catalog: 'Catalog by Request' not 'Request by Catalog'
- Contract database of record
- Providers and products and services added daily
  - Primarily based on customer requirements
  - Thousands of providers (OEMs and Service Providers)
  - Millions of Unique Products & Services

Primary Catalog Subset: SEWP Marketplace

- Contract-level items and pricing in support of Agency requirements
- Agency specified products and services; e.g.
  - Assessed and cleared list
  - Standardization of technology
  - Strategic sourcing and initiatives
- Built in reporting and accountability

SEWP Scoop

How many Federal Agencies use SEWP?

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SEWP, from Start to Finish

1 Government determines they have an IT need.

2 Government selects a solicitation type (RFQ/RFI/MRR/RFAC) then selects a group of Contract Holders from Group A (NAICS 334111) or Group B, C and D (NAICS 541519).

3 Contract Holders team with Industry Providers (Providers and Items are added to contract within 1 business day via a Technology Refresh.

4 Contract Holders submit their quote using the SEWP Online Tools Set.

5 Verification Report created for all responses against Solicitation Requirements.

6 Purchasing Officer selects winning response based on "Best Value" and submits award to SEWP PMO.

7 SEWP PMO issues a SEWP Tracking Number (STN) within 1 business day to winning Contract Holder.

8 Winning Contract Holder fulfills the Government Purchase Order based on Order Requirements.

9 SEWP PMO tracks order through Delivery.

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; Strategic Training and Acquisitions Resources Team (STAR) (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

Industry Initiatives & Concerns

- **Supply Chain Risk Management (SCRM)**
  - Approved Reseller: Provider verification of Contract Holder Relationships
  - ISO 20243 Standard: Focused on risk from Counterfeit and Tainting

- **889 Rule**: Prohibition on Contracting with Entities Using Certain Telecommunications and Video Surveillance Services or Equipment (Incorporated at the contract holder level)

- **Cybersecurity Maturity Model Certification (CMMC)** *(Monitoring and updating as needed)*

- **Accessibility Conformance Report (ACR)**
  - Speeds up the acquisition process
  - Formerly 508 Documentation

- **Industry Outreach**
  - Industry Webinars
  - Contact us at **help@sewp.nasa.gov**

What is Industry's Role?

Add Products and Services to Existing Contracts

Team with Existing Primes

Additional SEWP Contract Information

Add Products and Services to Existing Contracts

Provider

- A company that has products and/or services on one or more SEWP V contracts
- Currently over 9000 SEWP providers
- 20+ added weekly

"Provider" of IT Products/Services

- 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
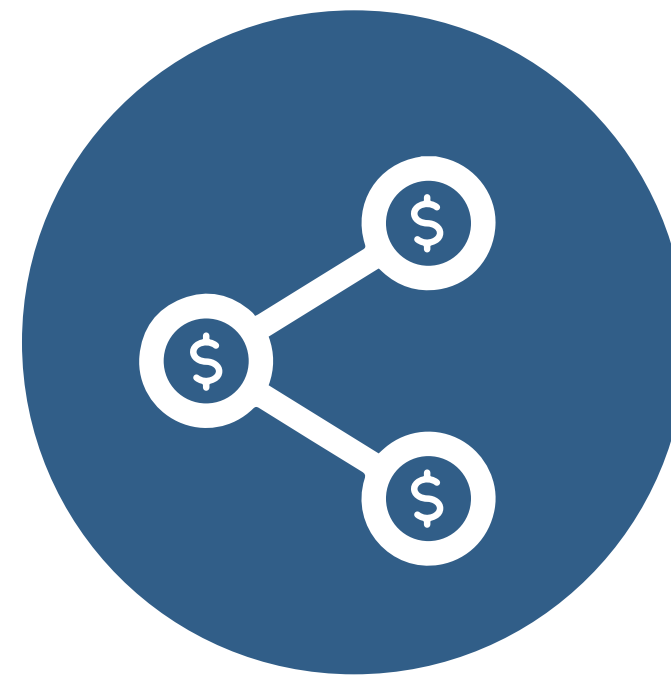- Provider may have a central POC to review Contract Holder relationships

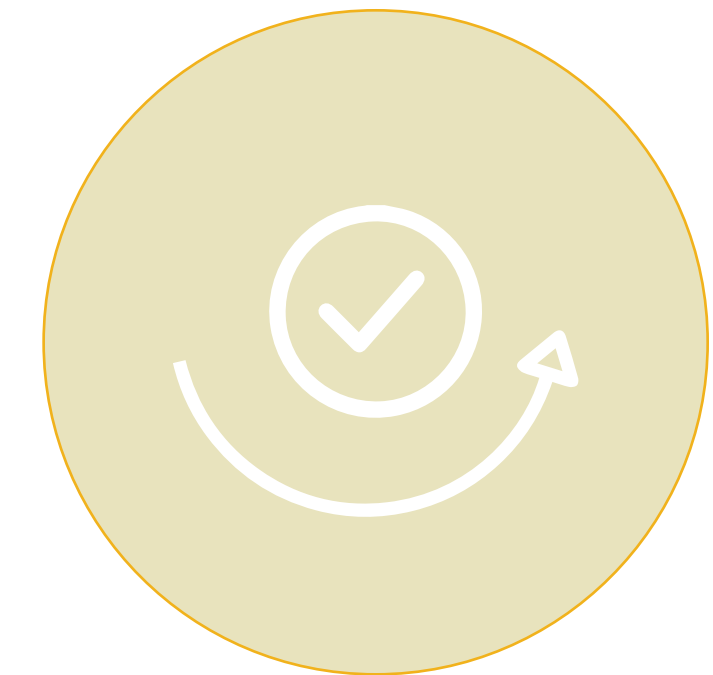# Provider Relationship Types

Approved Resellers

SEWP uses the term "**Approved**" to indicate that the Contract Holder is known by the Specified Industry Provider and considers the purchase of their products by the designated Contract Holder to be legitimate.

Subset Reseller

SEWP uses the term "**Subset Reseller**" to indicate that the Contract Holder is known by the Specified Provider and considers the purchase of specific products or product lines by the designated Contract Holder to be legitimate.

One-off Approval

SEWP uses the term "**One-off Approval**" to indicate that the Contract Holder is known by the Specified Industry Provider and considers a one time purchase by the designated Contract Holder to be legitimate.

Team with Existing Prime

Some Contract Holders team with companies on a business-to-business basis.

Examples of why a Contract Holder would Partner
- Increase access to Products/Services/Solutions
- Increase locality presence
- Provide access to a specific customer or agency

Teaming partner DOES NOT have a SEWP contract
Access to SEWP Contract Holder applications and resources are only available to the Prime including quoting tool

Orders remain between Government and the Contract Holder

Contract Holder is ultimately responsible for all Government interactions

How long has SEWP been in existence?

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Additional SEWP Contract Information

- **SEWP V Contracts are 5 year w/ 5 year option (5/1/15-4/30/25)**
    - Follow-on (SEWP VI) activities and information
        - All official information provided through the SAM.gov Contract Opportunities site (beta.sam.gov) and the SEWP website (www.sewp.nasa.gov)

- **Purchase from existing contracts**
    Approved Support Service Contractors may utilize SEWP Contracts as part of their Government Contract

- **Novate an existing prime contract**
    - A novation of an existing Contract Holder shall comply with FAR 42.12 requirements
    - The Contracting Officer responsible for processing and executing a novation shall be determined based on FAR 42.1202 – Responsibility for Executing Agreements

SEWP Support

Customer Service Support Business Hours - 7:30 AM - 6 PM EST
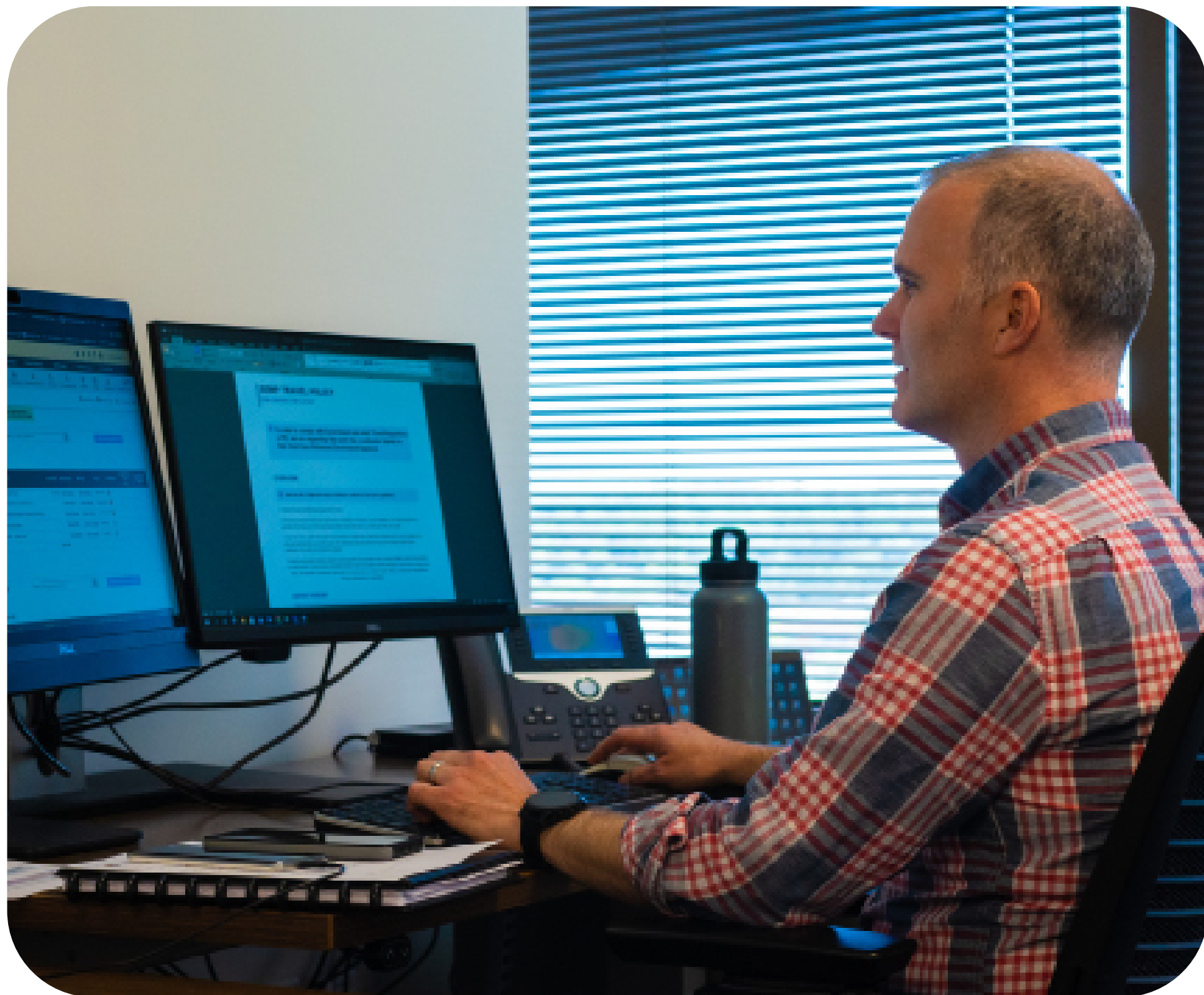
📞 (301) 286-1478

💬 Online Chat
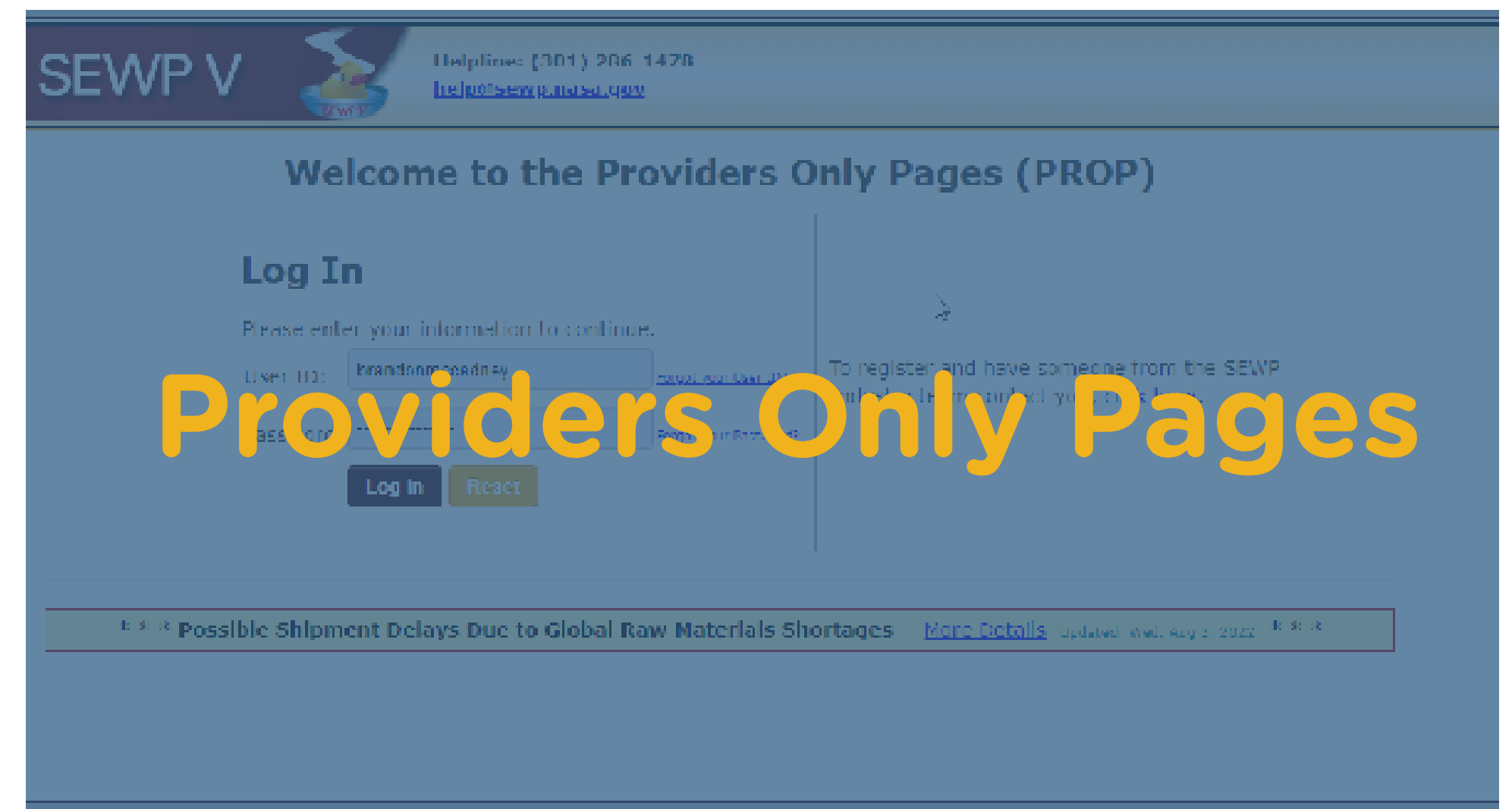
Assistance Anytime

✉️ help@sewp.nasa.gov

Free Training Options

- In-person
- Webinars & training videos
- Training document
- SEWP Forum at NCMA World Congress

SEWP Tools Tour

SEWP Website

Providers Only Pages

Thank You