CAPTURE 2 PROPOSAL

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Identify teaming partners, orchestrate capture efforts, and dynamically calculate and update probability of winning across all capture efforts

SECURE ENCLAVE FOR PROPOSAL DEVELOPMENT

Meet and exceed the controls requirements for DFARS 252.204-7012 and NIST 800-171 requirements for controlling unclassified information for DoD proposals

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CAPTURE 2 — Small-Business Guide to Seaport-NxG Capture

Scope:
The Seaport-e to Seaport-NxG transition a ~$60B multi-award contract acquisitions vehicles supporting NAVSEA from 2019 through 2024 with a planned extension through 2029.

Key Dates:
Synopsis of Seaport-NxG: 14 February 2018
Draft RFP Posting: Q2 FY2018
Final RFP Posting: Q3 FY2018
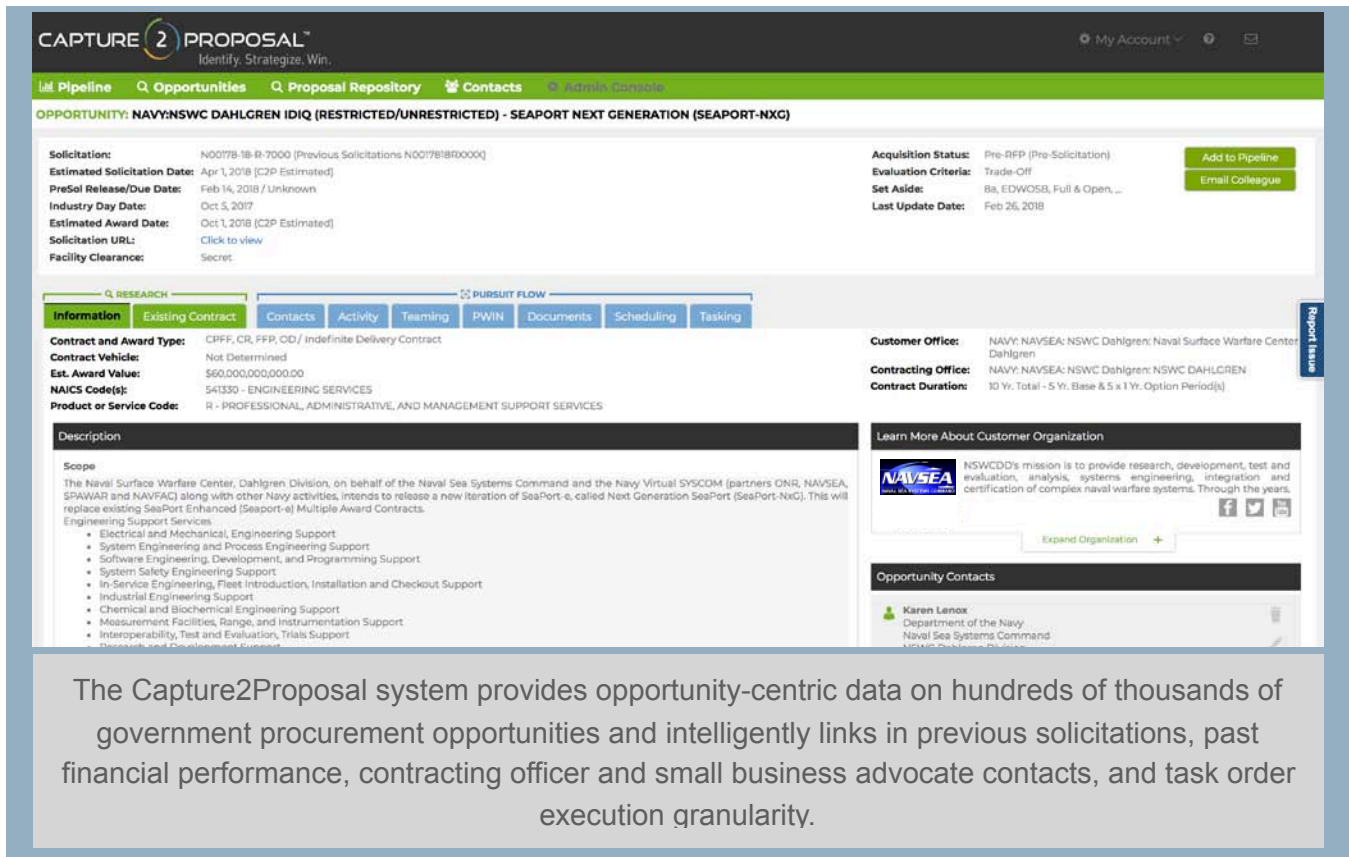Proposals Due: Q3 FY2018
Awards Made: Q1 FY 2019

During the window from now through til the Draft and Final RFP publication is industry's time to shape the RFP. The best way to do this is submitting questions to: seaportnextgen.fct@navy.mil which will be answered by the contracting officer's through FBO.

Alert! There is a noticeable date discrepancy between FedBizOpps and the recent Seaport Q&A with the KO. FBO lists the RFP Response Date at 28 September 2018 while the Q&A clearly states Q3 FY18 (April to June). Your competitors relying on FBO data are at risk of being unprepared for the RFP drop.

Eligibility for the MAC:
In order to be eligible for the multi-award contract, i.e. the hunting license, from contract award/inception the potential awardee must meet several criteria:

- Have established past performance, within the past five years, directly supporting a Navy program.
    What is important here is that the end-user/agency supported by your efforts is under the Department of the Navy. It doesn't matter which agency it was contracted under, as long as the contract was 'in direct support of the Navy'.
- Stand On Your Own: JVs will not be considered for MAC award, your company must have its own past-performance. This cannot be addressed through any teaming arrangements at the MAC level.
- Small Business Status must be valid when the MAC is awarded.
    This is also worth noting - if your Small Business status expires in after the MAC is awarded your set-aside status will continue to be honored for the duration of the five-year base period.

The Capture2Proposal system provides opportunity-centric data on hundreds of thousands of government procurement opportunities and intelligently links in previous solicitations, past financial performance, contracting officer and small business advocate contacts, and task order execution granularity.

- Rolling admissions. The government has stated that there will be rolling admissions into the Seaport-NxG MAC but they will not be as frequent as Seaport-e's annual admissions were.
  In summary, focus on winning the MAC as it may be 18-24 months before you can get in if you miss the window.

Regions and Zones - Geographic Fencing:
The regions and zones that plagued small business in Seaport-e have been removed in Seaport-NxG. While this will increase the number of competitors for each TO, it also allows you to avoid being geographically restricted from bringing your capabilities to any given opportunity.

Seaport-e Grandfathering:
If your firm was on the MAC for Seaport-e there is no automatic inclusion into Seaport-NxG. Specifically at risk are contractors who have been on the Seaport-e MAC but did not win any task orders - unless they have other past performance with the Department of the Navy they are ineligible to with the MAC for Seaport-NxG.
  It is our guidance for any contractor that views the Navy as a strategic customer for their growth and services to focus aggressively on a near-term subcontracting opportunity with a prime on the current Seaport-e or other near-term procurement to establish past performance to be eligible to compete for the MAC on Seaport-NxG.

Hardware and Software/Vendor Procurement
The contracting officers were clear that "Any and all material or products ordered under SeaPort-NxG shall be in direct support of performed services."
  This should eliminate the collection of VARs and Vendors competing directly and create an opportunity for value-creation for Contractors and Systems Integrators that establish themselves as resellers with key suppliers who often reward 'deal registration' with accretive margins. If your specialties will require substantial prototyping and standing up of sizable CI/CD development environments it may be worthwhile to explore capital leasing options to help attenuate the cashflow challenges common at contract start.

Structural Advantages for Small Businesses

Within the Seaport-NxG documentation there are several areas that seem friendly to small business, specifically some of the more complicated/expensive certification requirements are not necessary to win on the MAC - but may be required on a per-Task Order basis:

- CMMI Requirements

    There is no requirement for Capabilities Maturity Model Integration levels to win the MAC. That being said, it is highly likely that software/systems work will require CMMI level 2/3 depending on the nature of the system.

- ISO Requirements

    Similar to CMMI there are no ISO requirements enumerated. It is; however, likely that these will be task order specific.

- DCAA Compliant Accounting

    For the MAC there is no requirement for DCAA/CAS cost-based accounting. However, without CAS compliance the contractor will be unable to be awarded any cost-type task order. After the MAC award are made the government will be providing information to assist in a pre-award accounting system review. We strongly recommend every contractor take advantage of this offer.

Teaming to Win Subsequent Task Orders on the Seaport-NxG MAC

Capture2 customers have available to them a list of all existing Seaport-e contract holders who have executed task orders and thus are eligible for the Seaport-NxG MAC. Proactive contractors are forming relationships with other potential MAC holders today to jointly go after valuable TOs. Please contact your account representative for access to this additional data source to help team selection.

Gotcha - DFARS/NIST Compliance

Recently we have seen several examples where the DoD revoked contracts from contractors who were not meeting the NIST 800-171 standard for securing controlled unclassified data (CUI) in their proposal management systems. These projects to achieve compliance with a proper NCC and SSP often require $250k+ investment in documentation as well as additional controls. Two things to be aware of:

1) *It is highly likely that a reasonable portion of the task orders associated with Seaport-NxG will require DFARS/NIST compliance for your proposal systems - start planning/preparing if you are not already compliant.*

2) *Capture2 has developed a secure enclave for proposal management that provides many of the NIST 800-171 Rev 1 security controls and is happy to work with our clients on ensuring their success in this critical effort.*

Happy Hunting!

CAPTURE 2

For more information on Capture2's Platform click here

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