



CAPTURE  PROPOSAL

## CAPTURE MANAGEMENT SOLUTION CAPABILITIES

### OPPORTUNITY-CENTRIC MARKET INTELLIGENCE

Find and Research government procurement opportunities with the industry's most comprehensive and intelligently correlated and linked data set

### PURSUITFLOW - CAPTURE MANAGEMENT AND TEAM ORCHESTRATION

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 Seaport-NxG RFP Response/Capture Guide

Updated 23 May 2018 from Q&A Posted 23 May 2018

The Seaport-e to Seaport-NxG transition is a ~\$60B multi-award contract acquisitions vehicle supporting NAVSEA from 2019 through 2024 with a planned extension through 2029. It will also be used by NAVSUP; however, it will not be utilized by NAVAIR.

### Key Dates:

**Formal RFP Posting: 1 June 2018**

**Proposals Due: 2 July 2018**

Awards Made: 30 November 2018

*During the window from now through til the 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](mailto:seaportnextgen.fct@navy.mil) which will be answered by the contracting officer's through [FBO](#) and posted to the [Capture2Proposal](#) government contracting solution.*

### 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 **ten** years, directly supporting a Department of the Navy program including Marine Corps.
- NAICS 541330. Verify your SAM record has NAICS 541330, if not, add it. (This does not need to be your primary NAICS)
- 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. Wholly owned corporate entities can be used for the MAC; however, only one MAC award will be made to any corporate entity - so choose either the parent or the subsidiary - *'there can be only one!'*

**CAPTURE 2 PROPOSAL™**  
Identify. Strategize. Win.

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**OPPORTUNITY: NAVY:NSWC DAHLGREN IDIQ (RESTRICTED/UNRESTRICTED) - SEAPORT NEXT GENERATION (SEAPORT-NXG)**

**Solicitation:** N00178-18-R-7000 (Previous Solicitations N001781BRXXX)  
**Estimated Solicitation Date:** Apr 1, 2018 (C2P Estimated)  
**PreSol Release/Due Date:** Feb 14, 2018 / Unknown  
**Industry Day Date:** Oct 5, 2017  
**Estimated Award Date:** Oct 1, 2018 (C2P Estimated)  
**Solicitation URL:** [Click to view](#)  
**Facility Clearance:** Secret

**Acquisition Status:** Pre-RFP (Pre-Solicitation)  
**Evaluation Criteria:** Trade-Off  
**Set Aside:** 8a, EDWOSB, Full & Open, ...  
**Last Update Date:** Feb 26, 2018

**Buttons:** Add to Pipeline, Email Colleague

**RESEARCH PURSUIT FLOW**  
 Information Existing Contract Contacts Activity Teaming PWIN Documents Scheduling Tasking

**Contract and Award Type:** CPFF, CR, FFP, OD / Indefinite Delivery Contract  
**Contract Vehicle:** Not Determined  
**Est. Award Value:** \$60,000,000,000.00  
**NAICS Code(s):** 541330 - ENGINEERING SERVICES  
**Product or Service Code:** R - PROFESSIONAL, ADMINISTRATIVE, AND MANAGEMENT SUPPORT SERVICES

**Description**  
**Scope**  
 The Naval Surface Warfare Center, Dahlgren Division, on behalf of the Naval Sea Systems Command and the Navy Virtual SYSCOM (partners ONR, NAVSEA, SPAWAR and NAVFAC) along with other Navy activities, intends to release a new iteration of SeaPort-e, called Next Generation SeaPort (SeaPort-NxG). This will replace existing SeaPort Enhanced (SeaPort-e) Multiple Award Contracts.

**Engineering Support Services**

- Electrical and Mechanical, Engineering Support
- System Engineering and Process Engineering Support
- Software Engineering, Development, and Programming Support
- System Safety Engineering Support
- In-Service Engineering, Fleet Introduction, Installation and Checkout Support
- Industrial Engineering Support
- Chemical and Biochemical Engineering Support
- Measurement Facilities, Range, and Instrumentation Support
- Interoperability, Test and Evaluation, Trials Support
- Research and Development Support

**Customer Office:** NAVY: NAVSEA: NSWC Dahlgren: Naval Surface Warfare Center Dahlgren  
**Contracting Office:** NAVY: NAVSEA: NSWC Dahlgren: NSWC DAHLGREN  
**Contract Duration:** 10 Yr. Total - 5 Yr. Base & 5 x 1 Yr. Option Period(s)

**Learn More About Customer Organization**  
 NAVSEA  
 NSWCDD's mission is to provide research, development, test and evaluation, analysis, systems engineering, integration and certification of complex naval warfare systems. Through the years, f t y

**Expand Organization** +

**Opportunity Contacts**  
 Karen Lenox  
 Department of the Navy  
 Naval Sea Systems Command  
 NSWC-Dahlgren Division

**Report Issue**

Capture2Proposal is the leading capture management solution that 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/modification execution granularity.

- Small Business Status must be valid and will be verified when the MAC is awarded.  
*There have been many clarifications about the Small Business Designation. The Small Business designation will be verified at the time of MAC award, not the time of submission. It is not possible to predict exactly when it will be checked. However, once a business is confirmed as a Small Business, they will retain that status for the entire 5-year base period of the multi-award contract.*  
*Socio-economic Set-Aside designations (such as SDVOSB, EDWOSB, and 8(a)) will be verified with each Task Order submission in SAM, but Small Business status will not be subject to further verification until the optional extension period begins.*
- Rolling admissions. There will be rolling admissions into the Seaport-NxG MAC but they will not be as frequent as Seaport-e's annual admissions were. **Focus on winning this MAC as it may be 18-24 months before you can get in if you miss this 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.

## 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.*

- DCAA Compliant Accounting

*For the MAC there is no requirement for DCAA compliant cost accounting system (CAS). However, without a compliant CAS the contractor will be unable to be awarded any cost-plus type task order.*

## Teaming

Large business is being required to submit a teaming plan and subcontracting percentages with a target towards 20% sub-contracting to small business. We have been advocating aligning with the large businesses that have done substantial 1M+ hour work on Seaport-e as viable sub-contracting business strategy.

You are highly encouraged to list your teammates in Section L but are NOT required to have a formal subcontracting plan and/or TAs in place with teammates at the time of the MAC submission

## DFARS/NIST Compliance

*Recently we have seen several examples where the DoD revoked contracts from contractors who were not meeting the NIST SP 800-171 standards 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 SP 800-171 Rev 1 security controls and is happy to work with our clients on ensuring their success, cost-effectively, in this critical effort.*

Happy Hunting!



# Seaport-NxG RFP Response Checklist

With SeaPort-NxG formal RFP anticipated to be released in 1 June 2018 and with a quick 30-day turn around to submission, many companies have already started writing their responses. While Capture2's analyst team has done several reviews to assist industry with preparing for opportunity we wanted to address a few things to best prep you for when the formal RFP drops:

- **No Time Like the Present to Ask Questions** - As stated in the SeaPort-NxG Questions and Answers 8 MAY 2018, the Government is still open to questions from industry on the DRAFT RFP until Final RFP is released. After that all questions submitted must reference the Formal RFP. So until then, ensure your team asks questions to obtain the clarification required to submit a compliant and compelling proposal.
- **Review and Ask Questions on Day 1 of Final RFP Release** – It is anticipated that the Formal RFP will be adjusted in response to questions and feedback from industry. When the Final RFP drops, conduct a review and immediately submit questions. *With a 30 day turn around, time is not on your side.*
- **Tell the Government what they want to hear** - While the prime's qualifications stand on their own, the Government has indicated that it *"does prefer that all potential team members/future subcontractors be identified in the MAC proposal submission."* Do you want to be the only company not identifying that you have access to various potential sub-contractors at your disposal? List your teammates in Section L and be sure to include Name, Address, DUNS, CAGE, size standard and socio-economic status.

## DO's and DON'Ts

- **Don't Forget Simple Tasks** – The Government has clearly stated several times that all contractor's must have SAM certification under NAICS 541330 to receive a SeaPortNxG award, yet industry keeps asking this question. It takes a few minutes to add NAICS 541330 to your SAM account, and in most cases it is approved within an hour. So double check your account in SAM and add 541330 if you don't have it - it does not need to be your primary NAICS code as this can sometimes take longer to change.
- **DO** provide an accounting system audit conducted by DCMA and DCAA if you intend to compete for cost-plus task orders.
- **DON'T** include proprietary data or classified material - this was stressed at the NDIA briefings/updates as well. There is nothing in the RFP that should require the disclosure of confidential, classified, or proprietary information.
- **DO** include the Contract Number for your past performance, even if that contract is classified.
- You **DON'T** need to provide SF294s (Subcontract Report for Individual Contracts)
- **DO** know and report the DCMA office for your location in your Cover Letter.
- If your past performance is as a subcontractor, **DO** provide a copy of the latest conforming subcontract as an appendix or attachment to your technical volume.