



NAWCWD Contracts

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What We Do and Who We Support

Authority

- Contracts
- Simplified Purchase
- Purchase Card
- Services, Supplies, R&D
- NOT Facilities or Construction

FY13 Business Base

- 4,000 actions
- \$620M obligations
- 22,000 credit card buys valued at \$19M
- 500+ active contracts valued at \$1.3B (15 Seaport-e valued at \$142M)

Customers

- China Lake
- Point Mugu
- FRCSW North Island
- NATEC North Island

FY13 Metrics

- 62% competitive \$
- 63% competitive actions
- 41% Small Business \$
- 46% Small Business actions



NAWCWD Contracts Organization

Weapons Systems Contracts

Research & Engineering 4.0



T&E and Logistics 5.0/6.0/FRCSW/NATEC



Command & Pt Mugu 2.0/7.0/10.0/11.0





Acquisition Trends

- **Better Buying Power**
- **Streamlining Successes**
- **Acquisition of Services**
 - **Standard Labor Categories**
 - **Tripwires**
 - **Contracting Officer Representatives**
 - **Incurred Cost Reporting**
 - **eCMRA**
 - **New NAVAIRINST – Acquisition of Services**
- **Construction in Non-Construction Contracts**
- **Communication with Industry**



Better Buying Power

- **1.0 – Established the rules**
- **2.0 – Created tools to help people think and set up better business deals**
- **3.0 – Will likely focus on innovation and how to move things more rapidly and more effectively into the hands of warfighters**



Acquisition Streamlining

- **3 year limitation on Knowledge Based Services was rescinded**
- **NAVAIR Peer Review Board Thresholds were raised**
- **NAVAIR Legal Review Requirements revised to allow more PCO discretion**



Standard Labor Categories

- **250+ standard NAVAIR labor categories**
- **Purpose**
 - **Reduce the variability in labor category requirements**
 - **Standardize functional area, functional description, education, experience**
 - **Align with SCA standard categories**
 - **Establish traceability from CWP planning to IGCE to SOW/RFP to proposal to execution**
- **Benefits**
 - **Minimize 'labor creep' that favors incumbent workforce vice actual need**
 - **Increase consistency in the NAVAIR communication of requirements to industry**



NAVAIR Labor Tripwires

Functional Area	Hourly Rate (\$ / HR)
Program Management	\$130
Engineering	\$130
IT	\$122
Logistics	\$100
Business	\$100
Administrative	\$50
Other	\$70



Other Tripwires

- **ODCs greater than 10% or \$3M in a contract year**
- **Best value trade-off premium in excess of 10%**
- **One-bid competitive procurements**
- **Not precluded but do require special reviews and approvals**



Contracting Officer's Representatives

- Revised DoD COR Handbook
- NAVAIRINST 4200.57 (under revision)
- Required for all service contracts
- Increases contract oversight responsibilities
 - More stringent monitoring of costs
 - Additional Reports
 - Yearly Reviews



Incurring Cost Reporting CDRL

- **NAVAIR Clause 5252.232-9529 "Incurring Cost Reporting and Progress Reporting for Services" and the accompanying CDRL titled "Incurring Cost and Progress Reporting"**
- **Used to capture the fully-burdened labor rates of both primes and subcontractors throughout execution of a contract**



eCMRA

- Enterprise-wide Contractor Manpower Reporting Application (eCMRA)
 - online database that automates the DON contract management and reporting process
 - 10 USC 2330a, requires the Secretary of Defense to submit to Congress an annual inventory of contracts for services. The inventory must include the number of contractor employees using direct labor hours and associated cost data collected from contractors
- eCMRA captures information including funding source, contracting vehicle, organization supported, mission and function performed, labor hours, and labor costs for contracted efforts
- Navy implementation at NMCARS Subpart 5237.102(90)
- DFARS Case 2012-D05, published 6/5/2014 in the Federal Register is currently out for public comment
- Navy Guidebook available at

https://doncmra.nmci.navy.mil/help/Full_User_Guide.pdf



NAVAIRINST Acquisition of Services

- **Single Instruction covering all the special requirements associated with acquisition of services**
- **Applicable to all services except R&D including service CLINs on supply contracts**



Construction Contracting

- **New NMCARS language and Navy Guidebook governing Non-Construction Contracts Containing Construction Work finalized and issued.**
 - **Reiterates DON policy on construction contracting authority residing with NAVFAC**
 - **TIP: Read RFPs closely because DBA may apply to portions of an otherwise non-construction contract**



NAVAIR Industry Communication Guide

Advocates communication between industry and NAVAIR throughout the acquisition cycle to:

- Enhance competition
- Improve proposal quality
- Reduce cycle time
- Avoid surprises

Ensures contracting personnel publically update advertised requirements promptly that experience significant schedule changes



Summary

- **We're committed to working with industry to get the best value for the warfighter**
- **Expect a dynamic environment as we implement new policies and processes to achieve that goal**



Questions and Answers Information Exchange

***The reason we're here!
Raise your hand and we'll bring
you a microphone***



Disclaimer

- 1. The information presented at the NAWCWD Industry Day affords our industry partners insight into on-going and pending acquisitions**
- 2. Significant portions of the information are planning in nature and are subject to change throughout the acquisition planning and acquisition strategy approval process, and in response to NAVAIRSYSCOM, DASN(A&LM) and DPAP peer reviews**
- 3. The PCO is your source for the most current information.**