



OST GLOBAL SOLUTIONS

SEWP VI Questions & Quirks

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SEWP VI Brief Overview



SEWP VI Overview



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- 140+ Contract Holders / 100+ Small Businesses
- 9700+ OEMs (Providers)
- Annual Obligated Value Over \$12.2B (FY23)
- Utilized by every Government Agency
- Contract Vehicle for ITC/AV (Information Technology, Communications and Audio/Visual Solutions)
- Program Management Office (PMO) to provide support and information throughout the Acquisition Process

SEWP VI: Categories and Set-Asides



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- Three Categories for SEWP VI:
 - Category A: IT Solutions (Products-Information Computer Technology (ICT) and Audio Visual (AV)) – NAICS 541519e
 - Unrestricted
 - SB Set-Aside
 - Category B: Enterprise-wide IT Solutions (Products and Service Solutions) – NAICS 541512
 - Unrestricted
 - SB Set-Aside
 - HUBZone, VOSB, SDVOSB, WOSB, EDWOSB, 8a Set-Aside
 - Category C- IT Professional Services (Information Communication Technology (ICT) and Audio Visual (AV) SERVICES) – NAICS 541512
 - SB Set-Aside
 - HUBZone, VOSB, SDVOSB, WOSB, EDWOSB, 8a Set-Aside
- NAICS 541519e has a small business size standard of 150 employees
- NAICS 541512 has a small business size standard of \$34M

SEWP VI: Scope



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- Category A: IT Solutions:
 1. IT Computer Systems / Compute Facilities
 2. IT Storage Systems
 3. Networking and Communication Equipment
 4. Imaging Equipment and Supporting Technology
 5. IT Power and Cabling Equipment
 6. Audio / Video Equipment
 7. Security and Sensor Equipment
 8. Software and Cloud Technology
 9. Product- based services

- Category B: Category B: Enterprise-wide IT Solutions (Products and Service Solutions):
 1. IT Managed Services
 2. Enterprise-Wide Network Services
 3. Enterprise-Wide Innovation Services
 4. IT Service Management
 5. Enterprise Service Program Integration
 6. Enterprise-Wide Information and Data Analytics Services (IDAs)
 7. Enterprise-Wide Application Services/Software Development
 8. Enterprise-Wide Cybersecurity Services
 9. Enterprise-Wide Cloud Services
 10. Enterprise-Wide Digital Multimedia and Technical Communications Services
 11. Program Management/Ancillary Services and Supplies

- Category C: IT Professional Services (ICT and AV Services):
 1. Network Services
 2. Innovation Services
 3. Information and Data Analytics Services (IDAs)
 4. Application Services/Software Development
 5. Cybersecurity Services
 6. Cloud Services
 7. Digital Multimedia and Technical Communications Services
 8. IT Operations and Maintenance/Help Desk/Call Center Support
 9. Database Services
 10. In-Scope Training
 11. Program Management/Ancillary Services and Supplies



SEWP VI Weirdness and Quirks



General Proposal Instructions Quirks



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■ A.3.5 PROPOSALS REQUESTED:

- Only one proposal per group for each scope category will be accepted per offeror. An Offeror can propose as the prime contractor one time per category and can propose one additional time as a member of a joint venture (JV) or contractor team arrangement (CTA) in that same category. For example, it is permissible for XYZ, Corp to propose as a prime contractor in Category A, and form a JV with 123, LLC to propose in category A. This example applies to all categories as well as CTAs.
- If an Offeror submits more than one proposal with any Meaningful Relationships sharing proposal evaluation elements, only the first proposal received will be considered for evaluation and all other proposals received will be rejected and not evaluated.

■ A.3.6 PROPOSAL PREPARATION—GENERAL INSTRUCTIONS:

- If other organizations are proposed as being involved in conducting this work, their relationships during the effort shall be explained and their proposed contributions shall be identified and integrated into each part of the proposal, as appropriate.
- Meaningful Relationship Letters are required for using past performance of another organization within your entity and/or from subcontractors of small business prime offerors. Does this mean that we can use “teaming partners/vendors” in our technical volume without the fear of being disqualified if we are not using their experience/past performance examples to meet the minimum experience/past performance requirements?
- FYSA: one complete separate proposal per category.

Proposal Content and Page Limitations Quirks



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- A.3.6 PROPOSAL PREPARATION—GENERAL INSTRUCTIONS; (B) PROPOSAL CONTENT AND PAGE LIMITATIONS (7)
 - Any proposal found to be a duplication or replica of another offeror (company) or have a section that is a duplication or replica of another offeror (company), that is not a part of a joint venture or contractor teaming arrangement, will lead to all identified offerors being ineligible for award and will not be evaluated by the Government. Information such as Provider Point of Contact Information, or proof of certifications will not be considered as duplication if submitted by multiple entities.
 - Offerors proposing as a prime and as part of a joint venture may submit the same management approach, certifications, references for past performance and mandatory experience. In no event can an offeror compete as a prime and as part of more than one joint venture or teaming arrangement per category.
- Part of offerors' ability to “demonstrate” scalability and extensibility in the Mission Suitability Volume is going to be by showcasing their partner network and “value chain”, so there will need to be clarification regarding the use of partners/vendors' capabilities who are not being proposed as members of a CTA/JV.

Offer Volume Quirks: AbilityOne



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■ A.3.7.1 OFFER VOLUME

- Offeror's subcontracting plan and AbilityOne Commitment Letter, if applicable: The AbilityOne Commitment Letter shall identify the POC from SourceAmerica/NIB and identify plans to subcontract with qualified nonprofit agencies for SEWP opportunities within identified NAICS Codes.

■ A.1.34 NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) & NAICS CODES WITHIN SCOPE

- Category A NAICS w/ AbilityOne SubK Requirements:
 - 334112*: Computer Storage Device Manufacturing
 - 518210*: Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services
 - 541519*: Other Computer Related Services
- Categories B and C NAICS w/ AbilityOne SubK Requirements:
 - 518210*: Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services
 - 519190*: All Other Information Services
 - 541512*: Computer Systems Design Services
 - 541513*: Computer Facilities Management Services
 - 541519*: Other Computer Related Services

Offer Volume Quirks: AbilityOne



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■ A.1.35 AbilityOne SUBCONTRACTING

- All Contractors competing and awarded a SEWP contract under NAICS Codes provided in A.1.34 NAICS and In-Scope NAICS Codes have a mandatory requirement to utilize AbilityOne non-profit organizations as Subcontractors on orders utilizing any of the referenced NAICS codes identified with an asterisk.
- All AbilityOne subcontractors shall be utilized for services provided by AbilityOne nonprofit agencies that employ people who are blind or have significant disabilities and are affiliated with the SourceAmerica or the National Industries for the Blind (NIB), the central nonprofit agencies under the AbilityOne Program (www.abilityone.gov). Attachment H is applicable at the order level and the AbilityOne Central Nonprofits will provide reporting to the SEWP PMO at the Contract level in the aggregate to verify what is submitted by the contract holder. The contractor shall identify in the Ability One Commitment letter the communication with SourceAmerica/NIB to identify qualified nonprofit agencies and use subcontracting opportunities for SEWP with qualified AbilityOne nonprofit agencies. To assist contractors in finding qualified AbilityOne nonprofits, contact: primecontractor@abilityone.org.
- Upon award, the SEWP Contract Holder shall have an established formal agreement with AbilityOne Non-Profit Agency (NPA)/Non-Profit Agencies NPAs as proof of commitment to meeting the mandatory requirement to utilize non-profit organizations, which will be incorporated into the contract as Attachment I. The formal agreement shall outline the qualifications for subcontracting inclusive of facility clearance level, various company certifications, and the process for notification of applicable order level solicitations and the subcontractor's acceptance to perform work. Contract holders shall allocate a target goal of at least 2% of the overall contract value to AbilityOne subcontractors. If Ability One subcontractor is unable to perform the work, the contractor may utilize their own subcontractors or perform the work as the prime. The contractor is required to submit a quarterly report reflecting which orders have been subcontracted to qualified AbilityOne Non-profits. In the yearly report, if the goal is not met, then the contractor shall state what they will do to improve efforts to meet the goal. The quarterly and yearly report shall be sent via email to primecontractor@abilityone.org with subject header- (insert Contract Number) AbilityOne Subcontracting (insert Quarterly or Yearly) Report.

Offer Volume Quirks: AbilityOne



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- **A.3.7.1 OFFER VOLUME: (c) Offeror NAICS Size Standard Crosswalk (Exhibit 4)**
 - A contractor can compete for a SEWP VI contract using any of the eligible in-scope NAICS for the category in which they are competing and are not beholden to using NAICS 541512- Computer Systems Design Services. The use of NAICS Code 541512- Computer Systems Design Services in Category B and C or NAICS 541519 footnote 18- IT Value Added Reseller in Category A are **for administrative purposes only**.
 - For non-applicable NAICS codes, please enter “NA” in the cell. An Offeror’s size standard shall match the NAICS information reflected in SAM.gov entity information. This exhibit is being collected to verify an Offeror’s size standard and for the SEWP data repository.
 - An Offeror will be grouped within a scope category based on the size standard associated with NAICS code identified on Exhibit 4.
- Several questions result from this requirement impacting the AbilityOne requirement and which proposal instructions offerors must submit a SEWP VI proposal under:
 - If my company is small under NAICS 325910 (750 employees) but considered large under NAICS 541519e (150 employees), should I follow the small business proposal instructions/minimum requirements or do I have to meeting the minimum requirements of a large business?
 - If the primary NAICS that we bid the SEWP VI Contract under is in a NAICS that does not have an AbilityOne requirement, do I still have to meet the AbilityOne subcontracting requirement in order to compete for task orders within NAICS that do require AbilityOne subcontracting requirements or will we be excluded from bidding on those task orders?
 - What FAR clause is the SEWP PMO using to mandate that all bidders enter into a contractual relationship with a commercial entity without regard for competition?
 - Did the Government confirm that AbilityOne and its subsidiaries will enter into commercial subcontract agreements with all SEWP bidders with out discrimination?
 - Has NASA SEWP PMO conducted price competitiveness of AbilityOne and its subsidiaries to ensure cost competitiveness on task orders?
 - The NASA PMO does not generate requirements for Task Orders on the SEWP VI contract. Will NASA SEWP PMO require ordering agencies to mandate the use of AbilityOne/subsidiaries in their minimum task order requirements or give preferential evaluation to subK plans that include AbilityOne/subsidiaries offsetting costs?
 - Given the limitations on subcontracting for small business, mandating contractual requirements and subcontracting to large entities (non-profits) significantly impacts the ability of a small business to build a competitive team on small orders. Is the AbilityOne subcontracting requirement only for large businesses or for all bidders?

Offer Volume Quirks: Consultants and Generative AI



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- Identify any consultants, generative artificial intelligence, and/or sub-contractors used in writing this proposal (if any) and the extent to which their services will be available in the subsequent performance of this effort.

Offer Volume Quirks: ISO 9001:2015 and CMMI



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- Offerors may not use the ISO 9001:2015 and/or CMMI certifications of a Parent Company, Affiliate, Division, and/or Subsidiary within a corporate structure.
- For Small Business offerors: It is acceptable to provide proof that the **certification approval is in process** by providing the Point of Contact information including the name of appraisal body and name, phone number, and email of a representative from whom the Offeror is obtaining the certification. The certification process must be completed within 12 months of contract award.
- This used to be that the certification process is in progress. Will need NASA SEWP PMO to clarify that the difference between preparing to be certified and currently within the process of being certified.

Offer Volume Quirks: Mandatory Experience Offerings – Category A



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- Offerors shall provide a Letter of Authorization (LOA) from a designated provider (OEM) for each of the four (4) Technical Areas, excluding Technical Area 9, which does not require a designated provider, identifying that the provider is aware and approves of the offeror proposing their solutions for the SEWP VI proposal.
- While the exact wording and format of the LOA can vary, the Point of Contact (POC) signing the LOA must include the name of the offeror, a reference to SEWP VI, and the POC's position in the company.
- Additionally, the POC in the LOA must be the designated provider identified in Exhibit 3a- Category A Solutions Spreadsheet, Point of Contact (POC) Info Tab.

Offer Volume Quirks: Mandatory Experience Offerings – Category A



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- Adobe Systems, Inc.
- Amazon.com Inc
- Apple Computer, Inc.
- Bosch Group
- Broadcom LTD /VMWare
- Canon, Inc
- Cisco Systems Inc
- CitriX Systems, Inc.
- CommVault Systems, Inc.
- Dell Technologies Inc
- Document Storage Systems, Inc.
- Elasticsearch BV
- F5 Networks, Inc.
- Forcepoint LLC
- Hewlett Packard Enterprise CO
- HID Corp
- Hitachi, Ltd.
- HPI Federal LLC
- IBM Corporation
- Intel Corp.
- Juniper Networks, Inc.
- Kensington Technology Group
- Koninklijke Philips N.V.
- L3Harris Technologies, Inc.
- Legrand Sa
- Meta
- Microsoft Corp.
- Motorola Solutions Inc
- NetApp, Inc.
- NutaniX, Inc.
- Open Text Corp
- Oracle Corp.
- Palo Alto Networks Inc
- Panasonic Corp.
- Red Hat, Inc.
- Ricoh Company, Ltd.
- Salesforce.com
- Samsung Group
- SAP SE
- Schneider Electric SA
- Seagate Technology LLC
- ServiceNow, Inc.
- Shure Inc
- Splunk, Inc.
- StarTech.com
- TPV Technology
- Trellix
- Veritas Technologies LLC
- Vertiv Group
- Zoom Video Communications, Inc.

**There are over 9,700 OEMS on SEWP V.
Many of these providers are not accepting
new resellers for the purposes of SEWP VI.**

Mission Suitability: Commitment to Sustainability



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- At a minimum, the offeror shall address the following areas:
 1. Does your company have in place a documented environmental management system?
 2. Does your company have a formal sustainability/environmental policy?
 3. Does your company use or intend to use renewable energy sources?
 4. Does your company have a recycling program?
 5. Has your company established sustainability purchasing guidelines for your direct suppliers that address issues such as environmental compliance, employment practices, and product/ingredient safety?
 6. Does your company monitor its carbon emissions to set reductions targets or objectives?
 7. Describe other ways in which your company mitigates the environmental impact of its services, such as greenhouse gas emissions, amount of waste generated, water and energy use, or other areas related to your services and how application of your company sustainability policies benefit the environment.
- The Government will evaluate the Offeror's management approach for commitment to Sustainability, specified in Section A.3.7.3(b)(2) for effectiveness, reasonableness, and efficiency.
- It seems like this questionnaire is more applicable to manufacturers. What is considered reasonable and effective for organizations who are primarily resellers and/or services providers?
- Is answering no or saying the offeror has no applicability for these requirements reasonable?



Next Steps & Resources



Next Steps & Resources



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- We provide gap analysis, capture, and proposal support.
- Q&A updates can be found here: <https://www.sewp.nasa.gov/sewpvi/>
- We have a subcontractor portal where you can upload your capabilities for this opportunity and others:
 - <https://www.ostglobalsolutions.com/teaming-partner-match-portal/>
- We are happy to schedule time to discuss your SEWP VI bid:
 - <https://calendly.com/ostglobalsolutions/bdconsulting?month=2023-09>
- If you need any support or assistance with ISO certification process:
 - Schedule a meeting at <https://meetings.hupspot.com/anthony-bone>
- We regularly publish updates to major contracts through our newsletter and blog:
 - Blog: <https://www.ostglobalsolutions.com/blog/>
 - Newsletter sign up: <https://www.ostglobalsolutions.com/tag/email/>

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David Huff

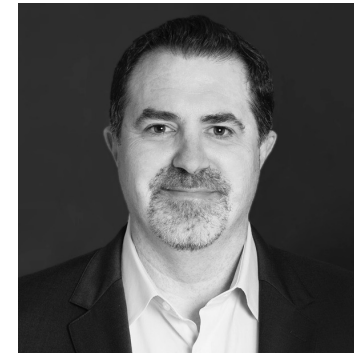
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