



OST GLOBAL SOLUTIONS

SEWP VI Amendments 8 & 9

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OST's SEWP VI Support



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- We are currently supporting 19 active SEWP VI proposals
- All of our proposals are within scope and on budget
- OST warrants that we will not reuse proposal content from one proposal to another
- We offer:
 - Color Reviews
 - Compliance Reviews
 - Proposal Management
 - Proposal Writing & Editing
 - Graphics and DTP
 - Catalog Creation
- Schedule a call to learn more about our support



Offer Volume
Changes



Offer Volume Changes



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- Failure to provide a signed SF 1449 and acknowledgement of all subsequent solicitation amendments will result in the Offeror being eliminated from competition.
- 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.
- To determine if an Offeror is responsible in accordance with FAR 9.104-1(a), Offeror is instructed to submit information which demonstrates its financial capability to perform the contract. Acceptable information includes: letters from certified United States banks indicating the available amount of credit for the business and the company's annual report. If a teaming arrangement, joint venture, or other business combination is contemplated, disclose each participant's responsibility for financial management of the venture, funding requirements, limitation of liabilities, and any other information which describes the financial arrangement

Minimum Experience Changes



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- **Category A:** All Offerors shall complete Exhibit 3a- Category A Solutions Spreadsheet and propose technology solutions for **Technical Area 9a** [Product Based Services] and any four (4) of the eight (8) Mandatory Technical Areas listed below...
- For Category B and C:
 - Each REP must be from a different project and must each address a different technical area per the given category. Each REP must be from a separate and distinct contract, task order, or project. A REP must be based on a single specific contract, single award IDIQ contract or blanket purchase agreement, or task order, but may not be based on a multiple award IDIQ contract.
 - The Government will not consider relevant experience on a newly- awarded contract that has no documented history (i.e., projects that have been under contract for less than six months prior to submission of offer). Offerors shall furnish relevant experience projects that are completed or ongoing within three (3) years of the solicitation release date to be considered recent and be from a different requirement. Subject to the requirements of 13 CFR 125.11, a small business concern that has been a member of a joint venture may elect to use the experience of the joint venture (whether or not the other joint venture partners were small business concerns) where the small business does not independently demonstrate past performance necessary for award. No additional information is requested in support of the Exhibit 1 REP template. Offerors shall only submit the total number of REPs as required for the proposed category and business size standard. For each REP, the Offeror shall provide a narrative that demonstrates the relevance of the work performed to the Technical Area being represented.
 - An Offeror may submit a single award IDIQ/BPA at the contract/agreement level for a single REP reference. However, Offerors are not permitted to submit a multiple award IDIQ/BPA as an individual REP.
 - Note: Exhibits 3(b) and 3(c) have been removed from the solicitation. The information in those exhibits will be captured post-award through the Technology Refreshment process as described in Section A.1.23. Technology Refreshment.

Minimum Experience Changes



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■ Category B

- For Small Businesses (inclusive of first-tier subcontractors, if applicable): A total of three different REPs from different mandatory experience technical areas shall be submitted.
- For Mentor-Protégé Joint Ventures, one of the REPs from different mandatory experience technical areas shall be submitted from the Protégé or the Mentor-Protégé Joint Venture itself. Each Protégé or Mentor-Protégé Joint Venture project need only have a minimum of \$2.5M in total value size of a single order or contract.
- For HUBZone, VOSB, SDVOSB, WOSB, EDWOSB, 8a offerors (inclusive of first-tier subcontractors, if applicable): A total of two different REPs from different mandatory experience technical areas shall be submitted. Each Project must have had a minimum of \$4M in total value size of a single order or contract and must be described using the Exhibit 1 REP template. For offerors submitting as HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB Joint Ventures, one of the REPs from different mandatory experience technical areas shall be submitted from the HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner, or the Joint Venture itself. The HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner project, or Joint Venture project need only have a minimum of \$2M in total value size of a single order or contract.

Minimum Experience Changes



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■ Category C

- For Small Businesses (inclusive of first-tier subcontractors, if applicable): A total of three different REPs from different mandatory experience technical areas shall be submitted. Each Project must have had a minimum of \$2M in total value size of a single order or contract and must be described using the Exhibit 1 REP template.
- For Mentor-Protégé Joint Ventures, one of the REPs from different mandatory experience technical areas shall be submitted from the Protégé or Mentor-Protégé Joint Venture itself. Each Protégé or Mentor-Protégé Joint Venture project need only have a minimum of \$1M in total value size of a single order or contract.
- For HUBZone, VOSB, SDVOSB, WOSB, EDWOSB, 8a, offerors (inclusive of first-tier subcontractors, if applicable): A total of two different REPs from different mandatory experience technical areas shall be submitted. Each Project must have had a minimum of \$2M in total value size of a single order or contract and must be described using the Exhibit 1 REP template.
- For offerors submitting as HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB Joint Ventures, one of the REPs from different mandatory experience technical areas shall be submitted from the HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner, or the Joint Venture itself. The HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner project, or Joint Venture project need only have a minimum of \$1M in total value size of a single order or contract.



Past Performance Volume Changes



Past Performance Changes



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- The offeror must provide past performance submissions as it relates to the SEWP VI in scope NAICS code being used for competition at the master contract level, as noted on the SF1449.
- If the NAICS code for the past performance submission does not match the Offeror's NAICS code used on the SF1449 or for references that are not assigned a NAICS code (e.g., commercial contracts), the offeror shall include the description within the past performance volume that explains how the work performed relates to the NAICS code used to compete as noted on the SF1449.
- An Offeror that has relevant past performance but fails to provide the minimum requirements of the past performance volume will result in the contractor being excluded from competition.

Past Performance Changes



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- Prime Offerors shall furnish the information requested below for a minimum of one but no more than three recent similar contracts. Contracts that are completed or ongoing within three years of the solicitation release date will be considered recent.
- The Government will not consider performance on a newly-awarded contract that has no documented performance history (i.e., projects that have been under contract for less than six months prior to submission of offer). Only contracts with performance within three years from the solicitation release date will be evaluated.
- Subject to the requirements of 13 CFR 125.11, a small business concern that has been a member of a joint venture may elect to use the past performance of the joint venture (whether or not the other joint venture partners were small business concerns) where the small business does not independently demonstrate past performance necessary for award.

Past Performance Changes



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- **For Small Businesses proposing in Category B:** the past performance provided shall be for similar scope efforts with a minimum average annual cost/fee incurred of \$1,000,000 for size to be rated relevant.
 - For offerors submitting as Mentor-Protégé Joint Ventures, contracts may be submitted from the Protégé or the offering Mentor-Protégé Joint Venture itself.
 - The Protégé or Mentor-Protégé Joint Venture project need only have a minimum of \$500,000 in average annual cost/fee incurred. For offerors submitting as HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB Joint Ventures, contracts may be submitted from the HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner or the Joint Venture itself.
 - The HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner contract, or Joint Venture contract, need only have a minimum of \$500,000 in average annual cost/fee incurred.
- **For Small Businesses proposing in Categories C:** the past performance provided shall be for similar scope efforts with a minimum average annual cost/fee incurred of \$500,000 for size to be rated relevant.
 - For offerors submitting as Mentor-Protégé Joint Ventures, contracts may be submitted from the Protégé or the offering Mentor-Protégé Joint Venture itself.
 - The Protégé or Mentor-Protégé Joint Venture project need only have a minimum of \$250,000 in average annual cost/fee incurred. For offerors submitting as HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB Joint Ventures, contracts may be submitted from the HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner or the Joint Venture itself.
 - The HUBZone, VOSB, SDVOSB, WOSB, or EDWOSB partner contract, or Joint Venture contract, need only have a minimum of \$250,000 in average annual cost/fee incurred.
- **For Other Than Small Businesses proposing in Category A & B:** the past performance provided shall be for similar scope efforts with a minimum average annual cost/fee incurred of \$2,500,000 for size to be rated relevant.



Mission Suitability Volume Changes



Mission Suitability Changes



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- The Mission Suitability Volume must specifically state which Category the Offeror is proposing. The proposal may refer to teaming partners, subcontractors, and other business to business relationships as support of the Offeror's core capabilities. The Mission Suitability Volume shall be separate and apart from the Offer Volume, and Past Performance Volume. All information submitted in the Mission Suitability Volume shall be current and responsive to all subfactors of the RFP. The offeror shall structure the Mission Suitability Volume with multiple sections distinguishing the subfactors.
 - Rejoice!

Technical Approach Changes



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- The Offeror must provide a summary description of their technical offerings and capabilities in accordance with the proposed Category scope (see Attachment A-SEWP Scope, Section A.2.SCOPE).
- Additionally, the Offeror must address how their technical offerings support the first three of the Four Acquisition Objectives as provided in Attachment A-SEWP Scope, Section A.1. ACQUISITION OBJECTIVES. Offerors Technical Approach shall also include information in the following areas:
 1. The offeror shall describe the technical scalability and extensibility of the offeror's products, solutions and/or services that demonstrates their ability to fulfill a range of ITC/AV Solutions and/or Services requirements centered on the Offeror's core technical capabilities within the breadth of the given Category scope.
 2. The offeror shall describe their over-all ITC/AV-based solutions and/or services and how the Offeror's solutions and/or service-oriented capabilities provide technological leadership in supporting the current and next generation of Government technical requirements in terms in terms of solutions and/or services.

Acquisition Objectives (for reference)



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- The SEWP VI contracts have four Acquisition Objectives:
 1. To have hardware and software solutions and services available to address an increasingly difficult, complex, and changing set of NASA-specific scientific and engineering problems while also providing Information Technology, Communication (and AV (ITC/AV) product-based solutions to assist all Federal Agencies in meeting their ITC/AV needs.
 2. To provide a suite of ITC/AV services to assist the Government in maximizing the ITC/AV infrastructure by leveraging the latest service offerings including cloud services, managed and shared services, consulting, training and support, and operational and engineering services.
 3. To provide the federal government with a wide range of ITC/AV hardware, communications, audio-visual and related hardware, software, and ITC/AV services to enhance the federal government's Information Technology capabilities.

Management Approach Changes



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■ Commitment to Supply Chain Risk Management and IT Security

- **i. FOR CATEGORY A** - The Offeror shall describe their corporate processes and resources with regard to the supply of products to the Government and corporate risks associated with Supply Chain Risk Management (SCRM) and IT Security.
- **ii. FOR CATEGORY B and C** - The Offeror shall describe their corporate processes and resources with regard to contractor acquired property; e.g., ancillary products required for performance and fulfillment of task orders with regard to corporate risks associated with SCRM and/or IT Security.

■ For All Categories

- iii. Information related to how the offeror is participating in SCRM activities, or at a minimum provide details regarding how the Offeror is kept abreast of and is addressing key SCRM practices.
- iv. The offeror shall describe how they will reduce and mitigate Supply Chain Risk and IT Security risks through application of their defined program including appropriate security controls based on the most current Government and Industry standards such as CNSSI 1253, NIST SP 800-53, NIST SP 800-161, NIST SP 800-171.
- v. The offeror shall either fill out Exhibit 5: C-SCRM Attestation Form or provide a copy of a valid active Open Trusted Technology Provider™ Standard (O-TTPS) Certification to attest to meeting the ISO 20243 standard. If Exhibit 5 is filled out, each row must be responded to with either Y(es); N(o); I(n Progress); or N/A (not applicable) in column B. If I or N/A is entered, a brief explanation of the progress or reason for non-applicability is required in Column C.

Management Approach Changes



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■ **Commitment to Sustainability**

- The offeror shall describe their corporate commitment with regard to sustainability issues. At a minimum, the offeror shall address the extent to which their corporate policies and procedures encourage, promote and/or require sustainable practices such as recycling, carbon emission reduction, reduced energy usage, etc.

■ **Commitment to Product and Services Diversity**

- The offeror shall describe their corporate policies and resources that will affect the addition of new solution providers and/or new services for the purpose of enhancing the technology and services available to the Government. The offeror shall provide information concerning how those policies will allow for continued and increased availability and competitiveness through the life of the contract.

Management Approach Changes



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■ Program Management

- ii. The plan shall address how and to what extent the offeror either currently addresses, or will scale to address, all or part of the broad scope of the SEWP contract offerings in terms of management, staffing, teaming, processes, etc.
- iii. The offeror shall also address if and how they will support both CONUS and, if applicable, OCONUS opportunities.
- v. The offeror shall provide details of their current and/or planned management and program capabilities related to Indefinite Delivery Indefinite Quantity (IDIQ) and Government Wide Acquisition Contracts (GWACs).

Amendment 9: Updated Forms



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- Exhibit 3a – Category A Solutions Spreadsheet Amendment 09
- Exhibit 3b – Category B Solutions Spreadsheet Amendment 09
- Exhibit 3c – Category C Solutions Spreadsheet Amendment 09
- Exhibit 4 – NAICS Size Standard Crosswalk Amendment 09
- Exhibit 5 – C-SCRM Attestation Form Amendment 09



Next Steps & Resources



Next Steps & Resources



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- We provide gap analysis, color reviews, 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>
- 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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