



Solutions for Enterprise-Wide Procurement

Reverse Industry Presentation



Purpose / Expectations

- Opportunity for the Industry to provide insight, thoughts, and concerns to the NASA SEWP Team
- Provide Industry with an overview and overall structure of SEWP
- Provide general plans for SEWP VI
- No specific information regarding SEWP VI is readily available as the Government is in the early stages of gathering information for Market Research.



What is SEWP?

- Multi-award suite of Government-Wide Acquisition Contracts
 - 140+ Contract Holders / 100+ Small Businesses
 - 9000+ OEMs (Providers)
 - Annual Obligated Value Over \$10.2B
 - Utilized by every Government Agency
- Contract Vehicle for ICT (Information and Communication Technology) and Audio/Visual Solutions
- Program Management Office (PMO) to provide support and information throughout the Acquisition Process



SEWP PMO Customer Role

The NASA SEWP Program Management Office performs many roles in support of Government Acquisition staff:

- Manage SEWP contracts
- Mediate actions between Government and Industry
- Facilitate the Acquisition process
- Recommend best approaches to Acquisition issues
- Inform the Government customer on both overall Contract use and specific policy-related aspects of their acquisition

As a central Program for decentralized Government Acquisition, SEWP is an information channel between Industry and Government and between Agency decision-makers and their Acquisition teams



SEWP PMO Industry Role

The NASA SEWP Program Management Office performs many roles in support of Industry:

- Oversee and monitor Contract Holder Relations
- Mediate actions between Government and Industry
- Support, track, and verify supply chain relationships
- Expedite addition of current and emerging technology based on customer requirements
- Monitor and inform on Acquisition policies and best practices
- Manage Industry interaction in support of all Federal Agencies



What can be procured through SEWP V?

SEWP IS A SOLUTIONS CONTRACT – PRODUCT AND SERVICES

| | |
|--|--|
| Information Technology & Networking | Computer Hardware, Tablets Network Appliances: Routers, Modems, VOIP Storage Security |
| Software & Cloud | Software Virtualization and Cloud Computing XaaS (e.g. SaaS=Storage as a Service) |
| Mobility & Communications | Telecommunication Devices and Monthly Service |
| Supporting Technology | Scanners, Printers, Copiers, Shredders Associated Supplies and Accessories Sensors Health IT |
| AV/Conferencing | A/V Equipment and Accessories TVs, Display Monitors, Projectors and Screens |
| Services | Maintenance / Warranty Site Planning / Installation Product-Based Training Product-Based Engineering Services |



Product/Service Availability

Dynamic Catalog

- 'Catalog by Request' not 'Request by Catalog'
- Providers and products and services added daily
 - Primarily based on Customer requirements
 - Thousands of providers (Original Manufacturers and Service Providers)
 - Millions of Unique Products & Services
- Quotes verified against contract catalog for pricing and availability

Static Catalog

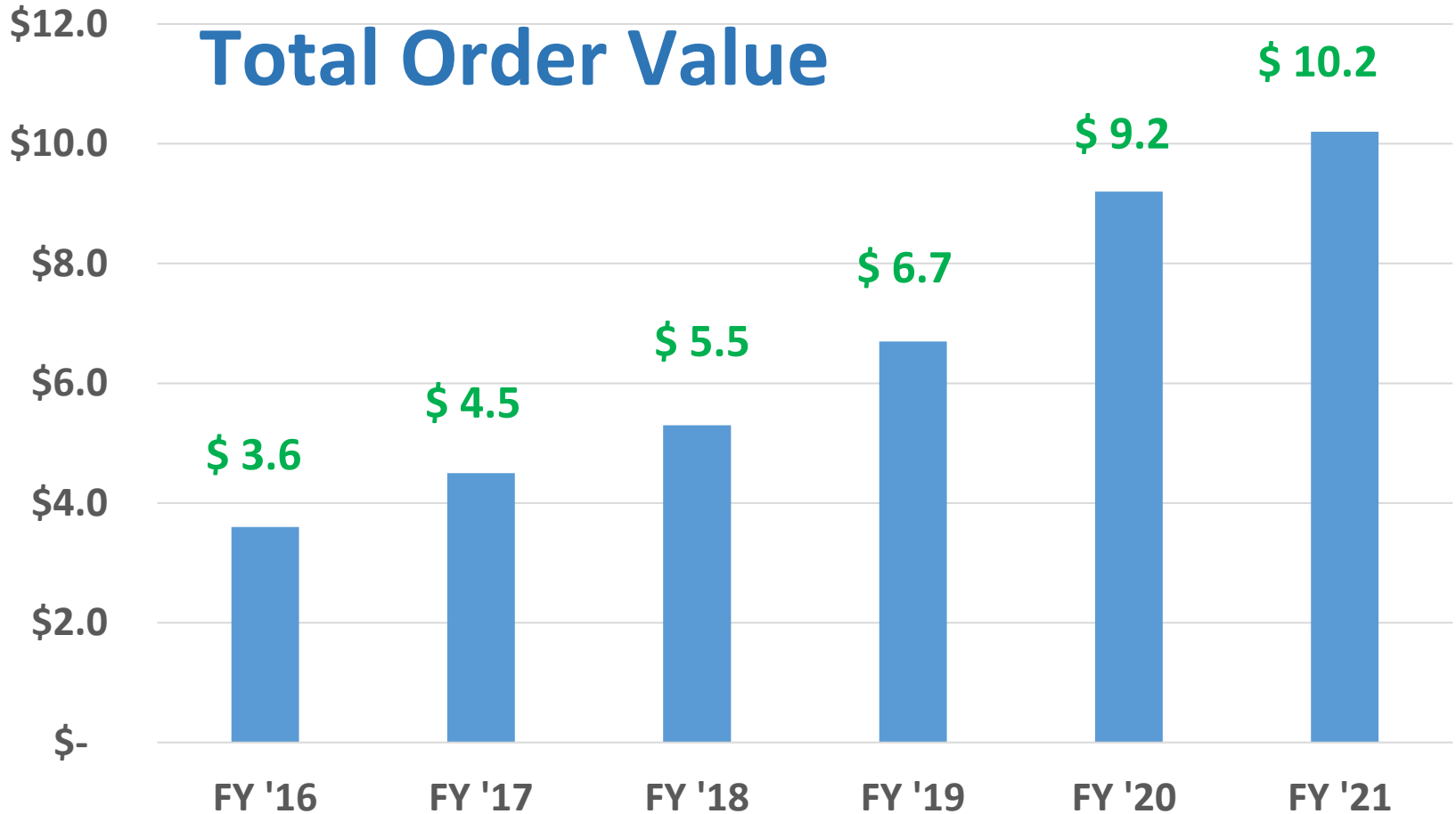
- Contract-level items and pricing in support of Agency requirements
- Strategically sourced items
- Click to Order functionality or consolidated bundling options



Typical SEWP Requirements Process

- Issuing Agency selects a socio-economic group or all (Fair Opportunity).
- Issuing Agency submits solicitation using the SEWP Tool Set.
- Selected Contract Holders access solicitation documentation.
- Contract Holders prepare proposal with assistance of business partners and providers.
- Contract Holders add solution set to their SEWP Contract via the Technology Refresh process.
- Average time solicitation document is on the street is five business days.
- Contract Holder submits Quote and supporting information through the SEWP Tool Set

SEWP Growth





What makes SEWP Hot?

- ***SPEED:*** Products/Solutions added; orders processed; and all inquiries responded to within 1 business day!
- ***CUSTOMER SERVICE:*** Gold standard. Customer Service is the central focus of the SEWP staff
- ***Competitive PRICES:*** Product prices are consistently low due to contract structure and internal competition
- ***ENTERPRISE-WIDE SUPPORT:*** Agency-specific catalogs; Customizable reports; FASST (Agency focused consultation)
- ***TRACKING & COMMUNICATION:*** Information flow to Government and Industry throughout the acquisition and fulfillment process
- ***SUPPLY CHAIN RISK MANAGEMENT:*** Processes in place to reduce risk and support policy-based decisions



SEWP V

- SEWP evolves in scope through each iteration based on Government Customer needs and Industry trends
- SEWP tracks and supports current policy and other Governmental focus areas
- SEWP values its reputation as a supporter of small businesses



SEWP VI Consideration

- Considering adding services at the Contract Level for SEWP VI
- Considering factors as it relates to the Non-manufacturer rule and how it impacts the industry resellers
- New methodologies on evaluation scoring, searching for industry feedback.
- How ISO certification requirements impact SEWP Resellers
- CMMC requirement impact on SEWP Resellers
- Maximizing small businesses with SEWP



SEWP VI Next steps

- Reverse Industry Days East and West Coast completed including One-on-one discussions and other feedback from Industry
- Draft RFP in 2023
- RFP in 2024
- Award May 1, 2025
- All questions received during Reverse Industry Days are posted on the SEWP VI page



SEWP V

www.sewp.nasa.gov

Thank You!