



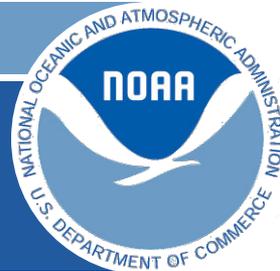
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Acquisition and Grants Office Professional and Technical Services (Pro-Tech) Industry Day

August 12, 2015



General Information

- **Restrooms -- located in lobby on the right before the exit**
- **Cell phones -- turn off or to silent mode**
- **This Industry Day event is part of the planning process**
 - **A Request for Proposals (RFP) has not been issued; a draft is planned.**
 - **All acquisition related information is subject to change as needed.**
 - **Any conflict between what you hear and see today shall be resolved in favor of the written RFP.**
- **Use the cards provided for questions; a session will follow**
- **An attendee list and an electronic copy of the presentations will be posted to www.fedbizopps.gov and the AGO website http://www.ago.noaa.gov/acquisition/pro-tech/10_pro-tech.html shortly after this event.**



Agenda

- 1:00 Introduction**
- 1:10 Building an Industrial Base of Partners**
- 1:30 Acquisition Strategy**
- 2:00 Break**
- 2:15 Questions and Answers**
- 3:00 Closing Remarks**



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Mitchell J. Ross
Director

Acquisition and Grants Office





DOC GOALS → NOAA PRIORITIES

COMMERCE GOALS

1

TRADE AND INVESTMENT

Expand the U.S. economy through increased exports and inward foreign investment that lead to more and better American jobs

2

INNOVATION

Foster a more innovative U.S. economy—one that is better at inventing, improving, and commercializing products and technologies that lead to higher productivity and competitiveness

3

ENVIRONMENT

Ensure communities and businesses have the necessary information, products, and services to prepare for and prosper in a changing environment

4

DATA

Improve government, business, and community decisions and knowledge by transforming Department data capabilities and supporting a data-enabled economy

5

OPERATIONAL EXCELLENCE

Deliver better services, solutions, and outcomes that benefit the American people



ENVIRONMENTAL INTELLIGENCE



RESILIENT COMMUNITIES



WEATHER READY NATION



OBSERVATIONAL INFRASTRUCTURE

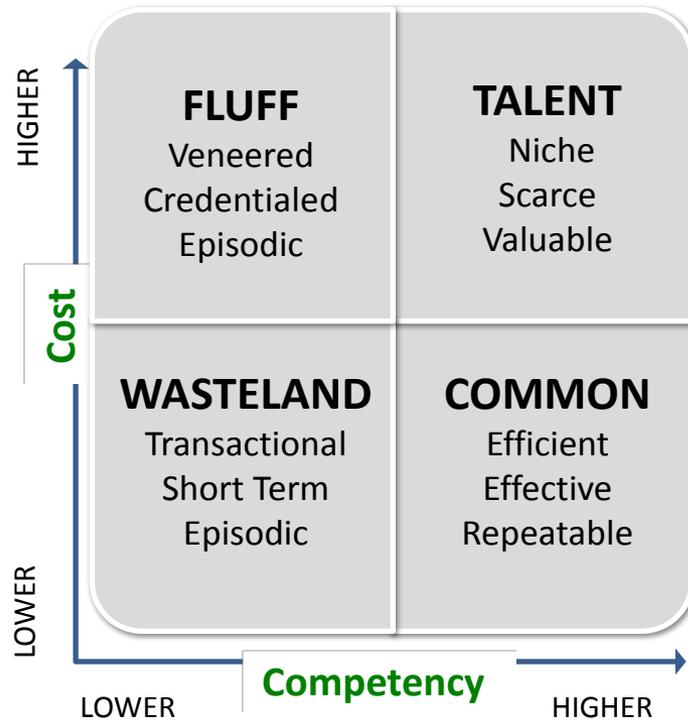


ORGANIZATIONAL EXCELLENCE

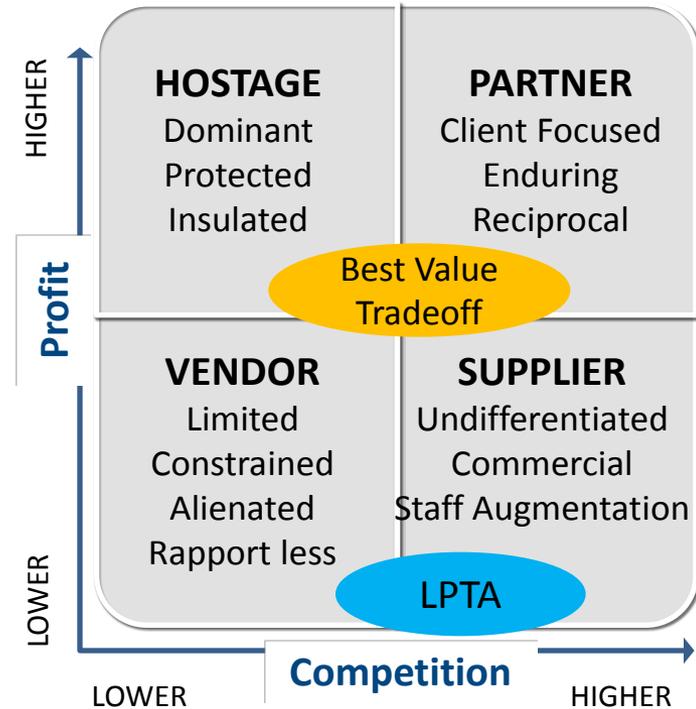
Build an Industrial Base of Partners

Small – Medium – Large Organizations

Capability Model



Business Model



- **Margin drives investment**
- **Must not be a Race to the Bottom**



Challenges

- ❑ **NOAA will not become an effective environmental intelligence capability for our nation relying solely on 13,000 civil servants. We need partners – an industrial base of small, medium, and large organizations.**

- ❑ **The challenges are complex and many:**
 - **Our domains – Ocean, Fish, Weather, Satellites, Enterprise - use differing operating models, from centralized to highly decentralized.**
 - **Our workforce is already multi-sector , procured through thousands of actions.**
 - **We have few partners and our suppliers come and go.**
 - **Our budgets are exceedingly complex, variable, and late; with consequences for our mission and fiduciary duties.**
 - **We are not designed to be efficient; our competing priorities are constant.**



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Sean O'Day
Branch Head
Strategic Sourcing Acquisition Division



Acquisition Strategy

- A set of Indefinite Delivery / Indefinite Quantity (IDIQ) contracts in five domains awarded to large, medium, and small businesses**
- Specific requirements will be competed at the task order level in each of five mission domains**
 - Ocean**
 - Fisheries**
 - Satellites**
 - Weather**
 - Enterprise Operations**
- Awards will be made based on full and open competition with reserves for small business at the IDIQ level**
- Mandatory use for NOAA with exception process; available across DOC**
- Existing contracts will not be terminated, but will have a logical transition to serve mission requirements**



Acquisition Strategy

- Use of FAR Part 15 procedures, Contracting by Negotiation**
- 5 Year Contracts; 2 Year Base Period with 3 one-year Option Periods**
- Program maximum ceiling is \$3B over the 5 years**
- Task Order awards will be in accordance with FAR Part 19 requirements**
- Task Orders will be issued on a firm-fixed price, cost reimbursable, or time and materials basis**



Acquisition Strategy

- ❑ **The Small Business Jobs Act of 2010 allows for reserving contract awards for small business under a full and open competition**
 - Acknowledges requirements cannot always be specified at the contract level, but can be at the order level
 - Ensures that small businesses may receive a contract under a multiple award contract scenario
 - Enables Contracting Officers to set-aside orders when appropriate for a particular task order



Acquisition Strategy

- Contracting Officer may award an IDIQ contract to a small business, even if there are higher rated large businesses**
- The intent is to make awards to each socio-economic category of small businesses (HUBZone, SDVOSB, WOSB, Small Business, etc.) in each domain**
- The number of awards to small businesses will be determined by -**
 - **Need to maintain Department socio-economic goals**
 - **Serve client requirements – niche, specialized, and focused**
 - **Quality of proposals received and mix of organizations**



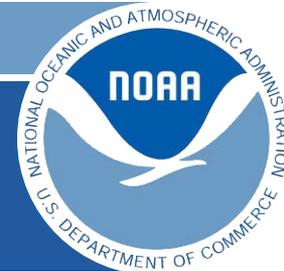
Current Status

- There will be at least one draft solicitation**
- The scope is being reviewed by client organizations**
- Evaluation factors and rating scheme are under review**
- Evaluation techniques are being reviewed**
 - **Teaming**
 - **Cost of entry – business development and bid & proposal**
 - **Joint Ventures**
 - **Price evaluation to ensure we avoid a race to the bottom**
 - **Attractiveness to niche and specialized organizations**
 - **Advisory down select**
- Role of Past Performance: Relevance and Quality**



Selection Process

- Proposal evaluations and awards by domain**
 - Offerors will have to demonstrate capability by domain; but do not have to cover an entire domain
- Competitive Range**
 - Efficient and effective number that will permit competition among the most highly-rated proposals
- Sufficient number of contracts**
 - The number of awards will be driven by the mix of firms, the coverage of the domain, sufficiency for effective task order competition, socio-economic needs, the need to reach specialized and niche talent, and the need to provide comprehensive service across an entire domain



Tentative Milestone Schedule

Action Item	Completion Date
Small Business Approval by SBA	April 30, 2015
Acquisition Plan Approval by DOC	May 22, 2015
First Industry Day	August 12, 2015
First Draft Solicitation	1QFY16
Industry Days by Domain	2QFY16
First Final Solicitation to Industry	3QFY16
Proposals Due for First Domains	3QFY16
Source Selection Evaluation	3QFY16 – 3QFY17
Award Contracts	3QFY17-1QFY18

Note: Award schedule is dependent on number of proposals received



Summary

- ❑ **Pro-Tech is the NOAA Program for Professional and Technical Services. It will be a mandatory program for NOAA, available to DOC. It is based on five domains – Ocean, Fish, Weather, Satellites, Enterprise – and will be multiple award. It is aimed at providing an industrial base for the duration that will enable selected organizations to partner with NOAA to become the environmental intelligence capability of our Nation.**
- ❑ **ProTech Mailbox: pro-tech@noaa.gov**



Thank you

**Provide Question Cards to Government
Representatives**



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