

Wednesday, July 19, 2023

1:00 p.m. - 2:30 p.m. ET



Learning Series
Webinar

NASA SEWP Update

Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- The presentation **WILL** be recorded. Attendees will receive an email once those materials are made available online.
- Please fill out the survey that will be available in the Q&A box during the presentation.



Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Proposals
- Use Small Business resources:
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Trade associations
 - Outreach Events

EXAMPLE



Participants (322)

Search

Panelist: 22

Attendee: 300 (7 displayed)



Chat

Hi Truphelia -- will you please add Vikram from SpaceX to the panelist group? He's logged in as "V Kothari (SPACEX)"

To: All Attendees

Enter chat message here

Q&A

Polling

Unmute

Start video

Share



Participants

Chat



3

Webex Closed Captioning is Available!

Webex (Moderated unmute mode) Webinar Info Hide Menu Bar 00:23

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Participants (1)

Chat

Captions

Captions

Captions

As people talk in the meeting, the meeting captions will appear here.

Select CC to enable

3

Select ... to turn on the Captions panel to see speakers in sequence

1

2

Polling Questions

1. How did you learn about this webinar?

- a. OSBP Website
- b. Constant Contact
- c. Social Media
- d. Eventbrite email
- e. Other

2. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?

- a. YES
- b. NO

Polling Questions Cont.

3. Which of the following classifications applies to your institution/organization/company?

- a. Small Business (SB)
- b. Large Business (LB)/Other than Small Business (OTS)
- c. Women-Owned Small Business (WOSB)
- d. Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- e. Veteran-Owned Small Business (VOSB)
- f. Service-Disabled Veteran-Owned Small Business (SDVOSB)
- g. Historically Underutilized Business Zone (HUBZone)
- h. 8(a) Business Development Program Participant (8a)
- i. Historically Black Colleges or Universities (HBCU)
- j. Minority-Serving Institution (MSI)
- k. Nonprofit or Community-based Organization
- l. Federal Government Agency/Department
- m. State or Local Government Agency/Department
- n. Small Disadvantage Business (SDB)
- o. Other

Polling Questions Cont.

4. Have you done business with NASA? (More than one answer can be applicable)

- a. Prime Contractor
- b. Subcontractor
- c. NASA Mentor-Protégé Program
- d. Space Act Agreement
- e. Grant or Cooperative Agreement Recipient
- f. I have not done business with or received funding from NASA

5. What are some of the barriers to entry when doing business with NASA?

A person in a white lab coat stands in the center of a large, dark industrial tunnel. The tunnel's walls are lined with dark, curved panels. In the distance, a large, hexagonal window is visible, composed of several smaller hexagonal panes. The light from the window illuminates the person and the surrounding structure.

Our Mission

The mission of the NASA Office of Small Business Programs is to promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.

About the NASA Office of Small Business Programs

- NASA's Office of Small Business Programs (OSBP) primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts.
- Headquartered in Washington, D.C., OSBP is under the leadership of Associate Administrator Glenn A. Delgado and Deputy Associate Administrator Robert Medina.
 - **INCLUSION** - OSBP efforts encompass all federally recognized socio-economic small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA.
 - **GROWTH** - Since 1979, OSBP has grown from only 4 civil servants and 3 contractors, to over 21 civil servants and over 6 support contractors -- all of which are small businesses.
 - **ADVOCACY** - OSBP continues to advocate for small businesses and amplify the important role they play in supporting NASA's mission to explore the universe.
 - **EDUCATION** - The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.

Meet the Speaker

George Nicol

Deputy Program Director, COR/Industry & Contract Holder
NASA SEWP

Mr. George Nicol is the Deputy Program Director, COR/Industry & Contract Holder Relations for the NASA Solutions for Enterprise-Wide Procurement (SEWP) Program Office. In this capacity, he oversees the CHRM Team, which responds to daily requests from SEWP Contract Holders ensuring that they meet their contractual obligations as well as monitoring their day-to-day performance.

Mr. Nicol joined the SEWP Program in May 2007, serving initially as the SEWP Outreach coordinator, scheduling SEWP customer meetings, and assisting with the program's marketing efforts. In 2009, he joined the CHRM team and took on the role of Deputy CHRM Manager where he began assisting with managing SEWP Contract Holders. In January 2013, he became the Manager, leading a team of four responsible for tracking Contract Holder Performance and coordinating Contract Holder and customer order issue resolution.





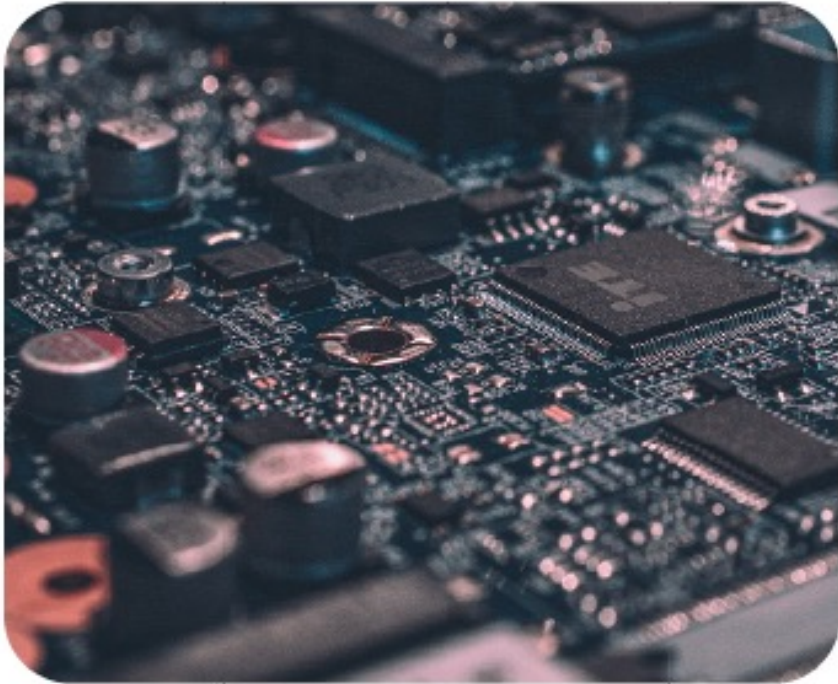
NASA **SEWP**

Solutions for Enterprise-Wide Procurement

Industry Presentation

What is SEWP?

Providing the latest in commercial ICT/AV products and services, the **NASA SEWP (Solutions for Enterprise-Wide Procurement)** contract vehicle has an outstanding track record of serving up fresh technology for Federal Agencies.



Multi-award suite of contracts

- 140+ Prime Contract Holders
- 108 Small Businesses
- 9000+ Original Manufacturers (OEM) and Service Providers
- Annual Obligated Value over \$10.5B
- Ability to set-aside to small businesses across all groups at the delivery order level



Government-Wide Acquisition Contract (GWAC)

- Authorized by Office of Management and Budget (OMB)
- Open to All Federal agencies and Approved Contractors
- Utilized by every Federal agency



Contract Vehicle for Information and Communication Technology (ICT) and Audio/Visual Solutions



Program Management Office (PMO) to provide support and information throughout the Acquisition Process

What Can Be Procured Through SEWP?

In-Scope Categories & Examples of In-Scope Products and Services



Information Technology & Networking

Computer Hardware, Tablets
Network Appliances: Routers,
Modems, VOIP, Storage, Security



Supporting Technology

Scanners, Printers, Copiers, Shredders,
Associated Supplies and Accessories,
Sensors, Health IT



Software & Cloud

Software, Virtualization and
Cloud Computing, XaaS (e.g.
SaaS=Software as a Service)



A/V Conferencing

A/V Equipment and Accessories,
TVs, Display Monitors, Projectors
and Screens



Mobility & Communications

Telecommunication
Devices and Services



Services

Maintenance/Warranty, Site Planning/
Installation/Cabling, Product Based Training,
Product Based Engineering Services

SEWP PM Customer Support

The NASA SEWP Program Management Office (PMO) performs many roles in support of Government Acquisition Staff:

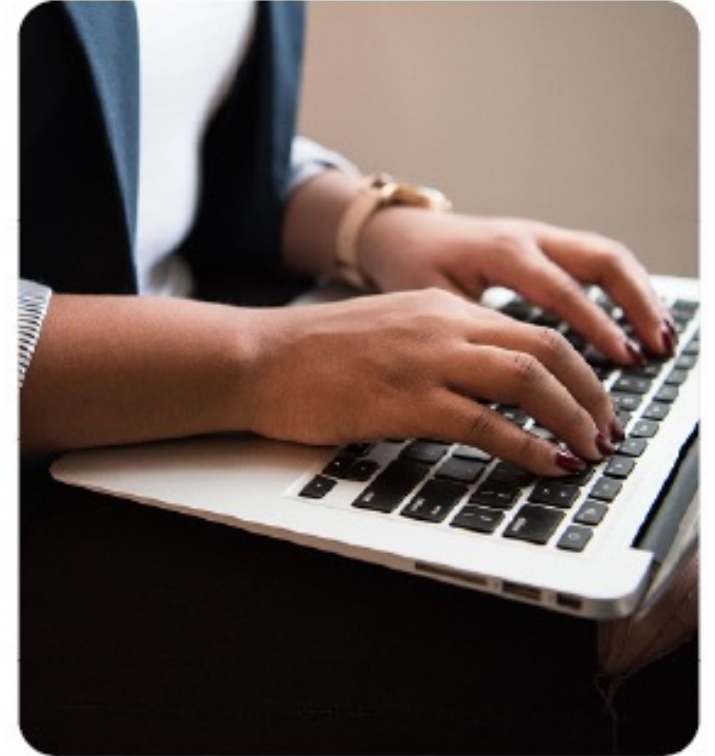
- Manage SEWP contracts
- Mediate actions between Government and Industry
- Facilitate the Acquisition process
- Recommend best approaches to Acquisition issues
- Inform the Government customer on both overall Contract use and specific policy-related aspects of their Acquisition

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 Support

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



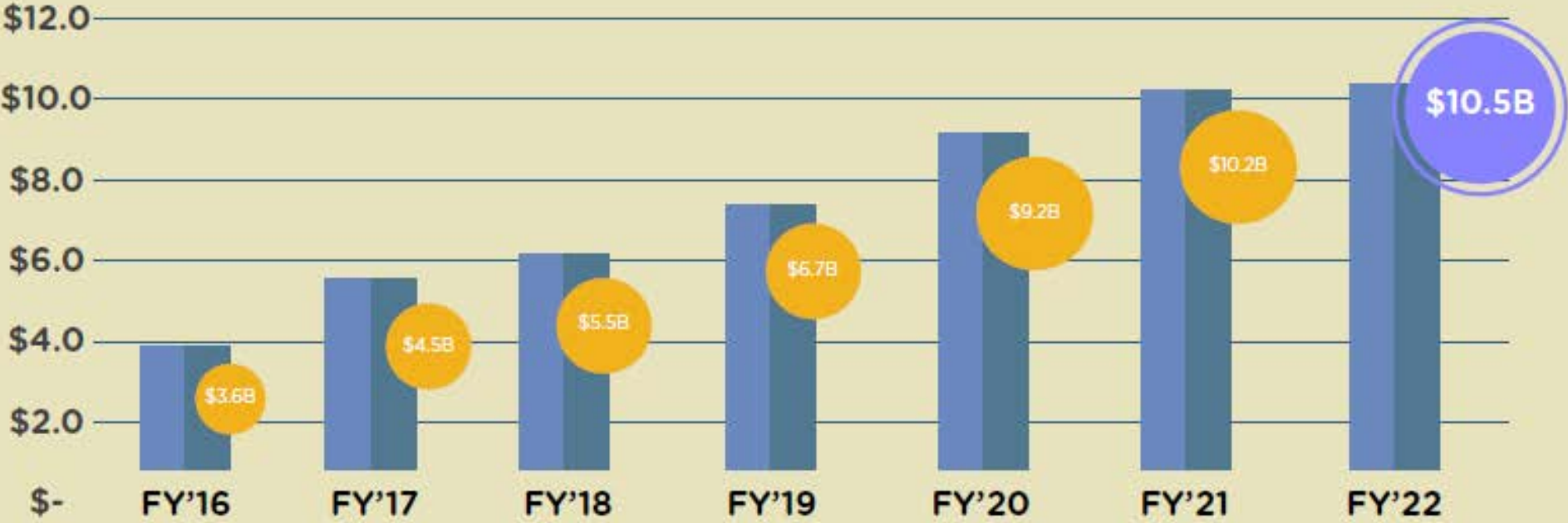
Primary Catalog

- Dynamic Catalog: 'Catalog by Request' not 'Request by Catalog'
- Contract database of record
- Providers and products and services added daily
 - Primarily based on customer requirements
 - Thousands of providers (OEMs and Service Providers)
 - Millions of Unique Products & Services

SEWP, from Start to Finish



SEWP V 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; Strategic Training and Acquisitions Resources Team (START) (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



Industry Initiatives & Concerns

- **Supply Chain Risk Management (SCRM)**
 - Approved Reseller: Provider verification of Contract Holder Relationships
 - ISO 20243 Standard: Focused on risk from Counterfeit and Tainting
- **889 Rule:** Prohibition on Contracting with Entities Using Certain Telecommunications and Video Surveillance Services or Equipment (Incorporated at the contract holder level)
- **Cybersecurity Maturity Model Certification (CMMC)** *(Monitoring and updating as needed)*
- **Accessibility Conformance Report (ACR)**
 - Speeds up the acquisition process
 - Formerly 508 Documentation
- **Industry Outreach**
 - Industry Webinars
 - Contact us at help@sewp.nasa.gov

What is Industry's Role?



Add Products and Services to Existing Contracts



Team with Existing Primes



Purchase from Existing Contracts



Compete for a SEWP Prime Contract



Novate an Existing Prime Contract

Add Products and Services to Existing Contracts

Provider

- A company that has products and/or services on one or more SEWP V contracts
- Currently over 9000 SEWP providers
- 20+ added weekly

“Provider” of IT Products/Services

- Work with one or more Prime Contract Holders to request product addition
 - Business case is negotiated between Prime and Provider
- A Prime Contract Holder must first request acceptance of Provider
 - Check is made by SEWP to ensure products in scope
- After a Provider is accepted:
 - All Primes may add products from the Provider
 - Products added through Technology Refreshment process
- Provider may have a central POC to review Contract Holder relationships



Provider Relationship Types



Approved Resellers

SEWP uses the term “**Approved**” to indicate that the Contract Holder is known by the Specified Industry Provider and considers the purchase of their products by the designated Contract Holder to be legitimate.



Subset Reseller

SEWP uses the term “**Subset Reseller**” to indicate that the Contract Holder is known by the Specified Provider and considers the purchase of specific products or product lines by the designated Contract Holder to be legitimate.



One-off Approval

SEWP uses the term “**One-off Approval**” to indicate that the Contract Holder is known by the Specified Industry Provider and considers a one time purchase by the designated Contract Holder to be legitimate.

Team with Existing Prime

Some Contract Holders team with companies on a business-to-business basis.

Examples of why a Contract Holder would Partner

- Increase access to Products/Services/Solutions
- Increase locality presence
- Provide access to a specific customer or agency

Teaming partner DOES NOT have a SEWP contract

Access to SEWP Contract Holder applications and resources are only available to the Prime including quoting tool

Orders remain between Government and the Contract Holder

Contract Holder is ultimately responsible for all Government interactions

Purchase from Existing Contracts



Approved Support Service Contractors may utilize SEWP Contracts as part of their Government Contract

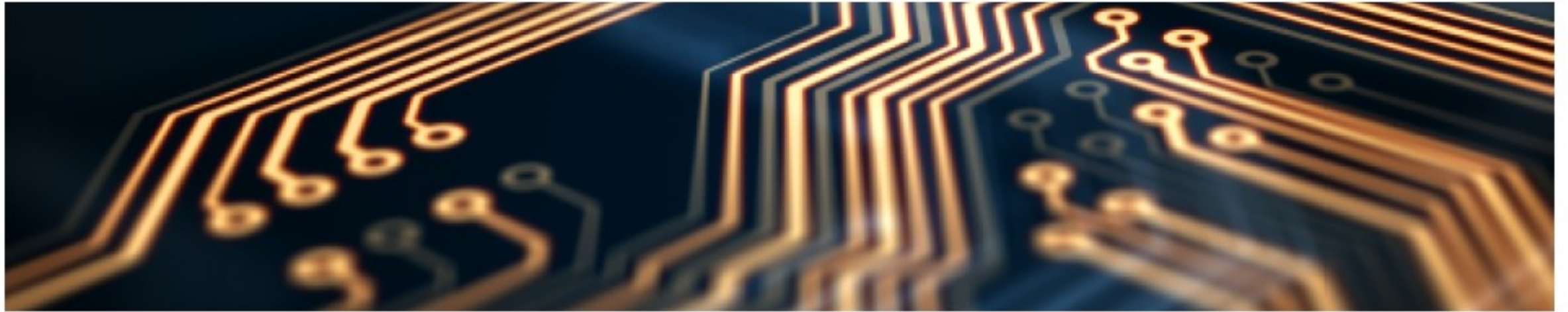
- Authorization Letter from Support Service Contractor's CO/KO (Contracting Officer)
- Authorization required on an individual support service contract basis
- List of Approved Support Service Contractors available on SEWP website

Compete for a SEWP Prime Contract

- **SEWP V Contracts are 5 years with 5-year options (5/1/15 - 4/30/25)**
- **Follow-on (SEWP VI) activities and information**
 - All official information provided through the SAM.gov Contract Opportunities site (beta.sam.gov) and the SEWP website (www.sewp.nasa.gov)
 - Time frame typically begins 1.5 - 2 years prior to end of current contracts
 - Formal RFP/proposal competitive process
 - Extensive requirements based on SEWP solutions-based structure and scope



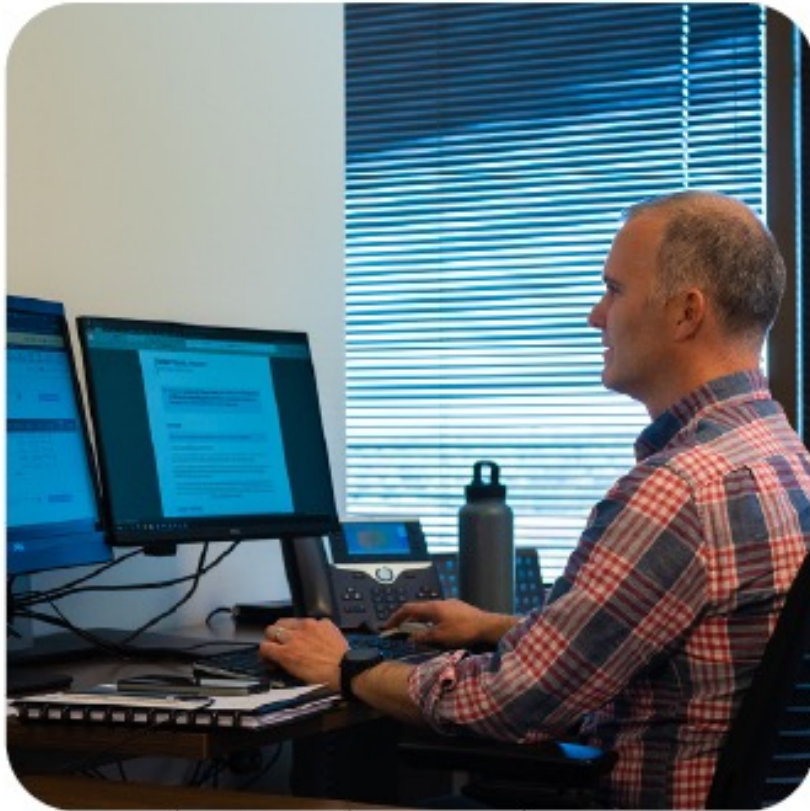
Novate an Existing Prime Contract



- A novation of an existing Contract Holder shall comply with FAR 42.12 requirements
- The Contracting Officer responsible for processing and executing a novation shall be determined based on FAR 42.1202 - Responsibility for Executing Agreements
- All novation packages are required to comply with FAR 42.1204 - Applicability of Novation Agreement
- Novation will not be processed until the transferee SAM.gov information is current

SEWP Support

Customer Service Support Business Hours - 7:30 AM - 6 PM EST



(301) 286-1478



Online Chat

Assistance Anytime



help@sewp.nasa.gov

Free Training Options

- In-person
- Webinars & training videos
- Training document
- SEWP Forum at NCMA World Congress

SEWP Customer Service Contacts

Web	www.sewp.nasa.gov	<i>24 x 7 x 365</i>
E-Mail	help@sewp.nasa.gov	<i>Average of 1 hour response</i>
Helpline	(301) 286-1478	<i>Mon-Fri 7:30 AM - 6:00 PM EST</i>
Street Address	10210 Greenbelt Road, Suite 200, Lanham, MD 20706	



NASA.SEWP.3



NASA SEWP



NASA SEWP

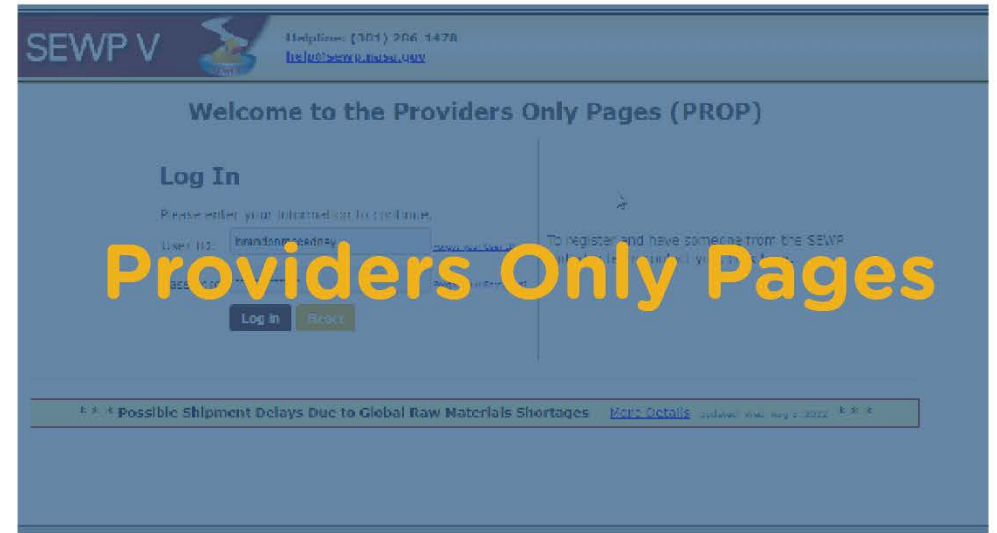
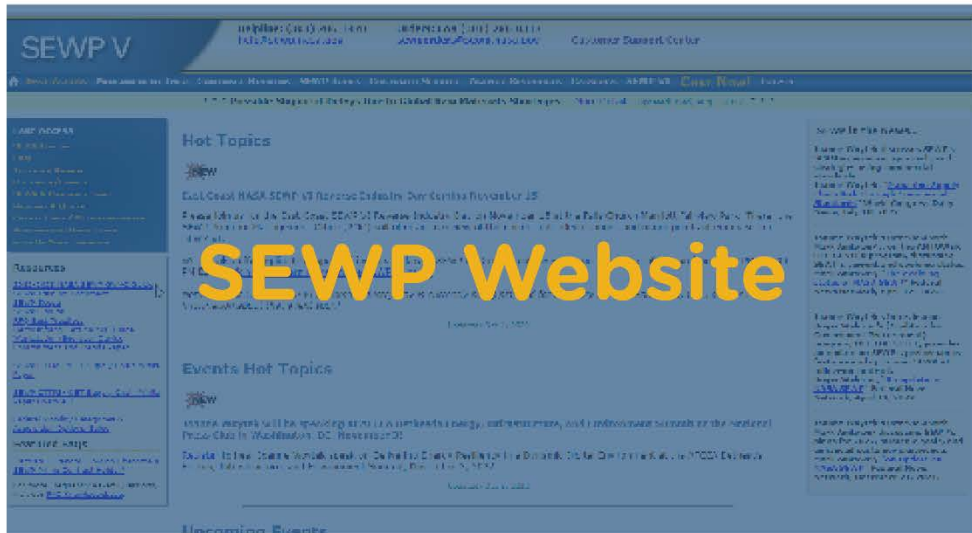


@nasa_sewp



@NASASEWP

SEWP Tools Tour



Thank You



Q&A Session



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NASA SEWP Update

Given the change to NASA FAR Supplement Appendix A, IT Services PSL, and the OP memo describing SEWP as the preferred vehicle for IT services at NASA, how will SEWP VI expand to accommodate more IT services (vs products)?

How can new businesses get a contract?

How can truly small/micro businesses be involved with SEWP procurements? What incentive do current SEWP primes have to take on new small/micro business subcontractors?

What is the timeframe and certification requirements for the next SEWP contract (like ISO)?

What are the categories that enable new businesses to be successfully on-ramped with SEWP?

What is the best way for a Small Business to follow and be accepted in this SWEP vehicle? How do I overcome certain roadblocks to be accepted and a gain small contract to build solid past performances?

What services can be acquired via SEWP?

Will the contract evaluation factors be released with draft RFP?

Any restrictions on teaming? Over/Under -
prime and sub on teams?

What is the PMO contractor's name?

Updates



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NASA SEWP Update

OSBP Mobile App



Are you a small business looking to make a big difference? Whether you own an engineering company, develop new telemetry software algorithms, or provide Information Technology services, the NASA Office of Small Business Programs (OSBP) can help you make that difference at the Agency by providing the necessary tools right at your fingertips.

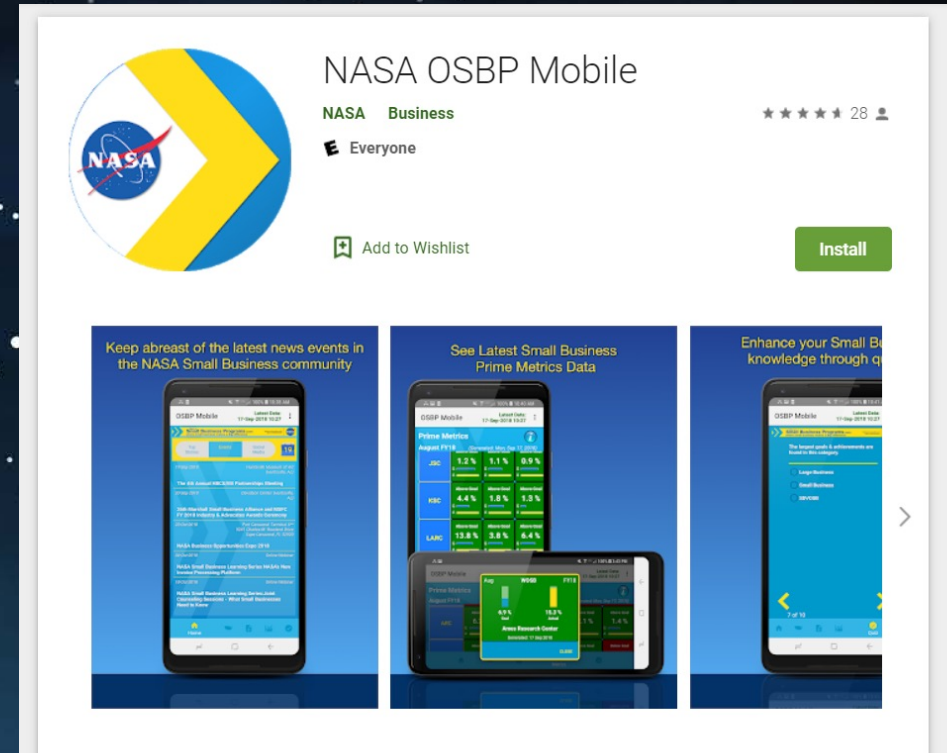
OSBP Mobile is designed to help:

Provide active contract listings and requests for proposals
Network with Small Business Specialists at each NASA Center

Explore the latest Agency prime metrics data

Inform you of the latest small business news and events.

Come make a BIG difference at NASA!



Download at:

<https://play.google.com/>

<https://apps.apple.com/>



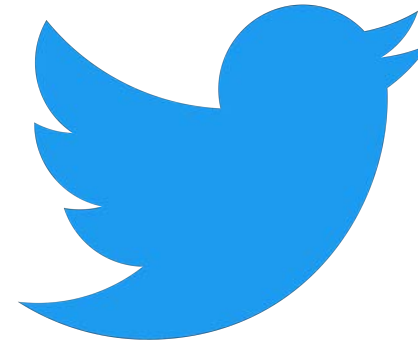
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NASA SEWP Update

OSBP Gets Social!

- [NASA Vendor Database](#)
- [OSBP Mobile App](#)
- [OSBP is on Facebook!](#)
- [OSBP in on Twitter!](#)
- [Subscribe to Our Mailing List](#)



Check out NASA's
LinkedIn page for
OSBP updates!
<https://www.linkedin.com/company/nasa/>

OSBP Publications

OSBP provides many resourceful publications to the small business community.

- The Small Business Guide to NASA
- Small Business Industry Awards
- NASA Industry Forum Success Stories
- NASA OSBP Spotlight
- Other Publications

To view/download, visit:

<https://www.nasa.gov/osbp/osbp-publications>





Upcoming OSBP Outreach Events & Webinars

Online: <https://www.nasa.gov/osbp/regional-outreach>

Online: <https://www.nasa.gov/osbp/learning-series>

OSBP Learning Series

August 16, 2023

NASA Mission Equity: Tribal Consultation Plan Update

September 20, 2023

How to Write a Winning Proposal and Capabilities Statement

October 18, 2023

Equity in Action: Closing the Disability Divide

November 15, 2023

Native American Business Development Programs

December 13, 2023

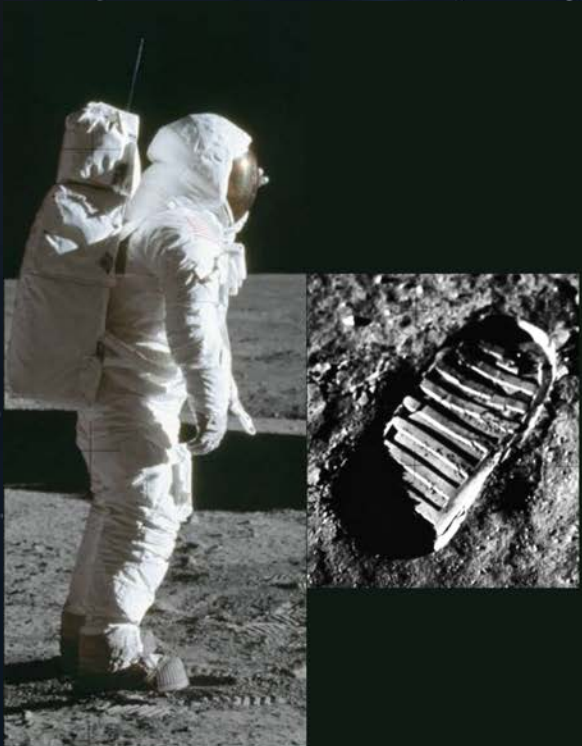
Programs and Resources to Help You Do Business with the Federal Government

OSBP Outreach Events

July 20, 2023 (Virtual)

Small Business Disadvantaged...
Step Up and Do Business with NASA

Register Today!



S D B

SMALL DISADVANTAGED BUSINESSES ...
**STEP UP AND DO BUSINESS
WITH NASA**

Virtual Networking Event | July 20, 2023
9:00 a.m. - 3:00 p.m. ET



Scan this QR code to register for the NASA OSBP Outreach Events or click the link below.

<https://www.nasa.gov/osbp/regional-outreach>



Learning Series
Webinar

NASA SEWP Update

The new NASA Vendor Database is here!



Scan this QR code to register for the new NASA Vendor Database or click the link below.

<https://apps.nasa.gov/nvdb/>



Time to re-register!

**The new OSBP
NASA Vendor Database
is here!**



OSBP
OFFICE OF SMALL BUSINESS PROGRAMS

The complex block features a yellow alarm clock with a white face and black numbers, set against a blue background. To the right, the text "Time to re-register!" is written in a bold, white, sans-serif font with a blue outline. Below this, the text "The new OSBP NASA Vendor Database is here!" is written in a larger, bold, white, sans-serif font with a blue outline. At the bottom left of this block is the OSBP logo, which consists of a stylized sun icon followed by the letters "OSBP" in a large, blue, sans-serif font, and the full name "OFFICE OF SMALL BUSINESS PROGRAMS" in a smaller, blue, sans-serif font below it.



OFFICE OF **SMALL BUSINESS** PROGRAMS

...where small business makes a **BIG** difference.



**OSBP Learning Series:
CALL FOR NEW TOPICS!!**

NASA's Office of Small Business Programs is NOW
ACCEPTING new topic ideas for our monthly OSBP
Learning Series Webinars!

We would LOVE to hear from you!!

Please submit your topic ideas to smallbusiness@nasa.gov!

Learn more about
NASA OSBP!

www.nasa.gov/osbp



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NASA SEWP Update

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