NASA’s Solutions for Enterprise-Wide Procurement (SEWP)
August 2018
What is SEWP?

SEWP

• Multi-award suite of Government-Wide Acquisition Contracts
  • Over 140 Contract Holders / Over 110 Small Businesses
  • Each Contract has a $20B ceiling
  • Annual Revenue between $5B & $6B
  • Utilized by every Government Agency

• Contract Vehicle for Information Technology Products and Services

• Program Management Office (PMO) to provide support and information throughout the Acquisition Process
## What can be procured through SEWP?

### SEWP is a Solutions Contract – Product and Services

<table>
<thead>
<tr>
<th>Category</th>
<th>Products and Services</th>
</tr>
</thead>
</table>
| **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 |
Why Federal Agencies Use SEWP

- **SPEED**
- Product Availability
- Customer Service
- FASST – Federal Agency Strategic Support Team
- Set Asides – Small Business
- Low Prices
- Process Oversight / Order Tracking / Issue Resolution
Dynamic Availability

‘Catalog by Request’ not ‘Request by Catalog’

- **Thousands of Providers**
  - Cisco, NetApp, Microsoft, Oracle, etc.
  - New providers added daily *(Average of 5 companies per day.)*

- ** Millions of Unique Products & Product Based Services**
  - Items added daily to contract based on customer requests
  - On-line contract database of record
  - Quotes and orders are verified against contract catalog
SEWP V Figures (August 2018)

- 95,780 orders placed
- $12B value of orders

Business Usage

(based on % of total dollars awarded)

<table>
<thead>
<tr>
<th>Business Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Large</td>
<td>15%</td>
</tr>
<tr>
<td>All Small</td>
<td>85%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>33%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>13%</td>
</tr>
<tr>
<td>EDWOSB</td>
<td>12%</td>
</tr>
<tr>
<td>WOSB</td>
<td>27%</td>
</tr>
</tbody>
</table>
SEWP V Top Issuing Agencies:
(August 2018)

<table>
<thead>
<tr>
<th>Agency</th>
<th>Total Amount</th>
<th># Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of Defense</td>
<td>$4.0 B</td>
<td>15001</td>
</tr>
<tr>
<td>Department of Veterans Affairs</td>
<td>2.0 B</td>
<td>10000</td>
</tr>
<tr>
<td>Department of Justice</td>
<td>1.0 B</td>
<td>4730</td>
</tr>
<tr>
<td>Department of the Treasury</td>
<td>1.0 B</td>
<td>2561</td>
</tr>
<tr>
<td>Department of Commerce</td>
<td>700 M</td>
<td>8548</td>
</tr>
<tr>
<td>Department of Health and Human Services</td>
<td>400 M</td>
<td>2521</td>
</tr>
<tr>
<td>Department of Interior</td>
<td>400 M</td>
<td>17230</td>
</tr>
<tr>
<td>Department of State</td>
<td>385 M</td>
<td>2725</td>
</tr>
<tr>
<td>National Aeronautics and Space Administration</td>
<td>250 M</td>
<td>10000</td>
</tr>
<tr>
<td>Department of Agriculture</td>
<td>200 M</td>
<td>3543</td>
</tr>
</tbody>
</table>

- Next 5:
  - General Services Administration
  - Department of Energy
  - Executive Office of the President
  - Securities and Exchange Commission
  - Office of Personnel Management

*86 Cabinet-level and Independent Agencies have utilized SEWP V*
Industry’s Role
5 Ways Industry is Involved

• Place Products Under Existing Contracts (Provider)
• Act as a “Sales Agent”
• Purchase from Existing Contracts
• Win a SEWP Prime Contract
• Novate an existing SEWP Contract Holder
SEWP Provider

Provider:

Any company that has a product and/or services on one or more SEWP V contracts.

• Submit for approval through Provider Add Tool

• Provider must be approved adding Contract Line Items (CLINs) as part of Technology Refreshment
Place Products Under Existing Contracts

• “Provider” of IT Products / Solutions
  
• 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
  • Verification is made by SEWP to ensure products are in scope

• After a Provider is accepted:
  • All Prime Contract Holders may add products from the Provider
  • Products added through Technology Refreshment process

• Supply Chain information can be provided by contract holder
Partner with Existing Prime

Some Contract Holders authorize companies to represent them as a representatives for their SEWP contract.

- Representatives DOES NOT have a SEWP contract
- Orders remain between Government agency and prime Contract Holder
- Compensation agreement between Contract Holder and “representative” company
  - CLIN Cost must not increase
  - No fee can be charged
Authorized Support Contractors

Approved Authorized Contractors may procure on behalf of the Government utilizing the SEWP Contracts

• Authorization Letter from Government Issuing Agency Contracting Officer
  • Authorization required on an individual support service contract basis

• Appropriate FAR 51 requirements must be met

• List of Authorized Support Service Contractors available on SEWP website
  
  *(Procurement Info > Approved Contractors)*
ADDITIONAL SLIDES
For more information:

- http://www.sewp.nasa.gov
- Frequently Asked Questions
Questions?