



**U.S. NAVY'S
MILITARY
SEALIFT
COMMAND**

Industry Day **Feb 2025**



UNITED WE SAIL

U.S. Navy photo by Kaleb J. Sarten

The logo for the Naval Supply Systems Command (NAVSUP). It features the word "NAVSUP" in a large, bold, white sans-serif font. Above the letters "V" and "S" are stylized yellow and white concentric circles with a small aircraft silhouette flying through them. Below the main logo, the text "NAVAL SUPPLY SYSTEMS COMMAND" is written in a smaller white font, followed by "FLEET LOGISTICS CENTER" and "YOKOSUKA" on separate lines.

NAVSUP
NAVAL SUPPLY SYSTEMS COMMAND
FLEET LOGISTICS CENTER
YOKOSUKA

- NAVSUP Fleet Logistics Center Yokosuka (FLCY) provides Contracting support for Military Sealift Command (MSC) ship repair requirements within the Commander, US Pacific Fleet (COMPACFLT) Area of Responsibility (AOR)

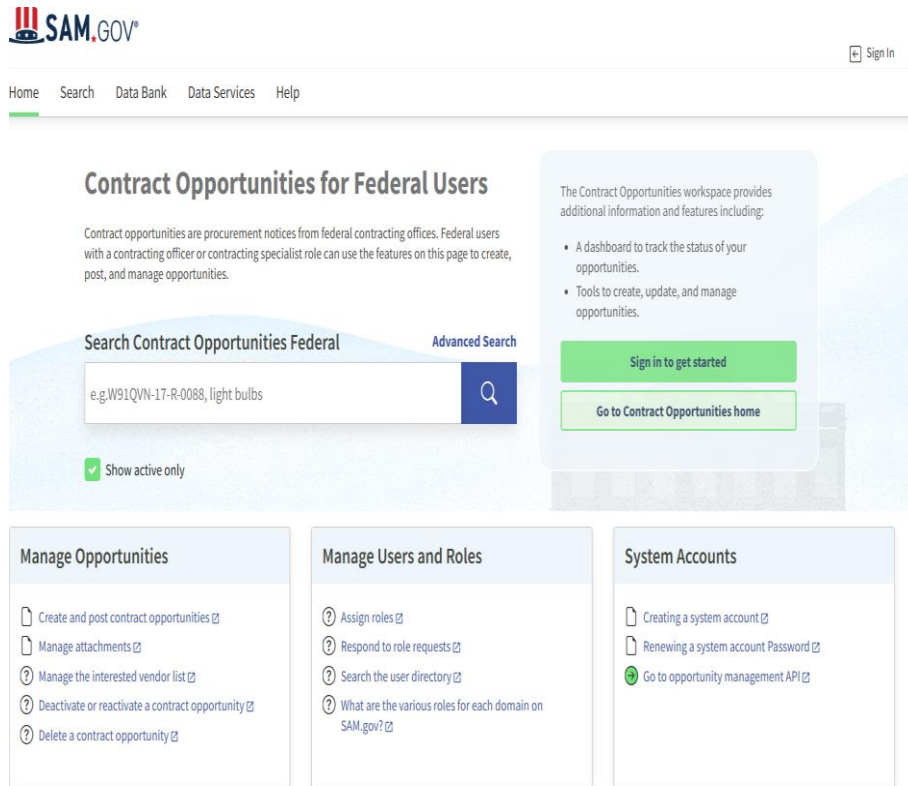
- MSC Ship Support Unit (SSU), requires various ship repair such as
 - Voyage Repair (VRA) quarterly pier-side (14 days)
 - Mid-Term Availability (MTA) every 18 months (45-60 days)
 - Regular Overhaul (ROH) Dry Dock (DD) every 2.5 years (60-120 days)
 - Service Order (SOR)
 - Continuous maintenance whenever practical

- MSC requirements are solicited through Full and Open Competition to ALL potential Offerors in the AOR.
- Solicitations will be posted in AsiaNeco and Systems for Award Management (SAM) (<https://sam.gov>). FLCY intends on discontinuing courtesy email notices.
- **USNS** platforms no longer require Master Solicitation or Master Ship Repair Agreement (MSRA) / Agreement for Boat Repair (ABR) Agreement
- **USS** platforms still require MSRA/ABRs

Solicitation Postings

<https://sam.gov/opportunities>

<https://asia.neco.navy.mil/>



SAM.GOV Sign In

Home Search Data Bank Data Services Help

Contract Opportunities for Federal Users

The Contract Opportunities workspace provides additional information and features including:

- A dashboard to track the status of your opportunities.
- Tools to create, update, and manage opportunities.

Contract opportunities are procurement notices from federal contracting offices. Federal users with a contracting officer or contracting specialist role can use the features on this page to create, post, and manage opportunities.

Search Contract Opportunities Federal Advanced Search

e.g. W91QVN-17-R-0088, light bulbs

Show active only

Manage Opportunities

- Create and post contract opportunities
- Manage attachments
- Manage the interested vendor list
- Deactivate or reactivate a contract opportunity
- Delete a contract opportunity

Manage Users and Roles

- Assign roles
- Respond to role requests
- Search the user directory
- What are the various roles for each domain on SAM.gov?

System Accounts

- Creating a system account
- Renewing a system account Password
- Go to opportunity management API

AsiaNECO



AsiaNECO LOGIN

Access to secure area of AsiaNECO is restricted.
For questions Contact Navy 311 Help Desk at 1-855-628-9311, during automated message press (1) for NAVSUP Business System Center Support, then (5) for general NAVSUP BSC Support or click [Navy 311](#)

[Forgot/Reset your login](#)

User Name:

Password:
(Case Sensitive)

Click here to [Request Registration](#)

This site is your link to the world of Navy Electronic Business Opportunities. It is the centerpiece of the Navy's strategy to convert to paperless processes in accordance with DoD direction. Registration with the SAM System is available here.

This is an official US Navy web site. This site is registered as GILS 0048432. [Navy.mil](#), [Navy.com](#), [FOIA](#) Please read this web site's [Privacy Policy](#) and [Disclaimer, Accessibility / Section 508](#)

Master Agreement for Repair and Alteration of Vessels (MARAV) (DFAR 217.71)

▪ **Master Ship Repair Agreement (MSRA)**

- Contractor is capable of performing 55% of the work package of a vessel with these min. characteristics:
 - length 387.6ft (118.1m), beam 57.7ft (17.6m), displacement approx. 3,400 MT full load, draft 14.1ft (4.3m)
 - within their own facilities, utilizing own shops and workforce and/or resident subcontractors
- Capable of subcontracting and provide adequate oversight of subcontracted effort

▪ **Agreement for Boat Repair (ABR)**

- Contractor is engaged in ship/boat/craft repair work
- Qualified in at least one trade specialties utilizing in-house personnel
E.g. Ship fitting types of work, sheet metal work, non-nuclear welding, pipefitting
- Subcontractor relationships to cover other trade specialties

****This is a Basic Agreement, NOT a Contract****

Current MSRA/ABR

MSRA Holders		ABR Holders	
India	3	Australia	3
Japan	4	India	1
Philippines	2	Japan	19
Singapore	2	Philippines	2
South Korea	3	Singapore	5
Sri Lanka	1	South Korea	3
Thailand	1		
Total	16	Total	33

Nbr. Of MSRA/ABR Holders as of 27 Jan 2025

India
 MSRA 3
 ABR 1

Sri Lanka
 MSRA 1
 ABR 0

Thailand
 MSRA 1
 ABR 0

Singapore
 MSRA 2
 ABR 5

Philippines
 MSRA 2
 ABR 2

South Korea
 MSRA 3
 ABR 3

Sasebo
 MSRA 1
 ABR 12

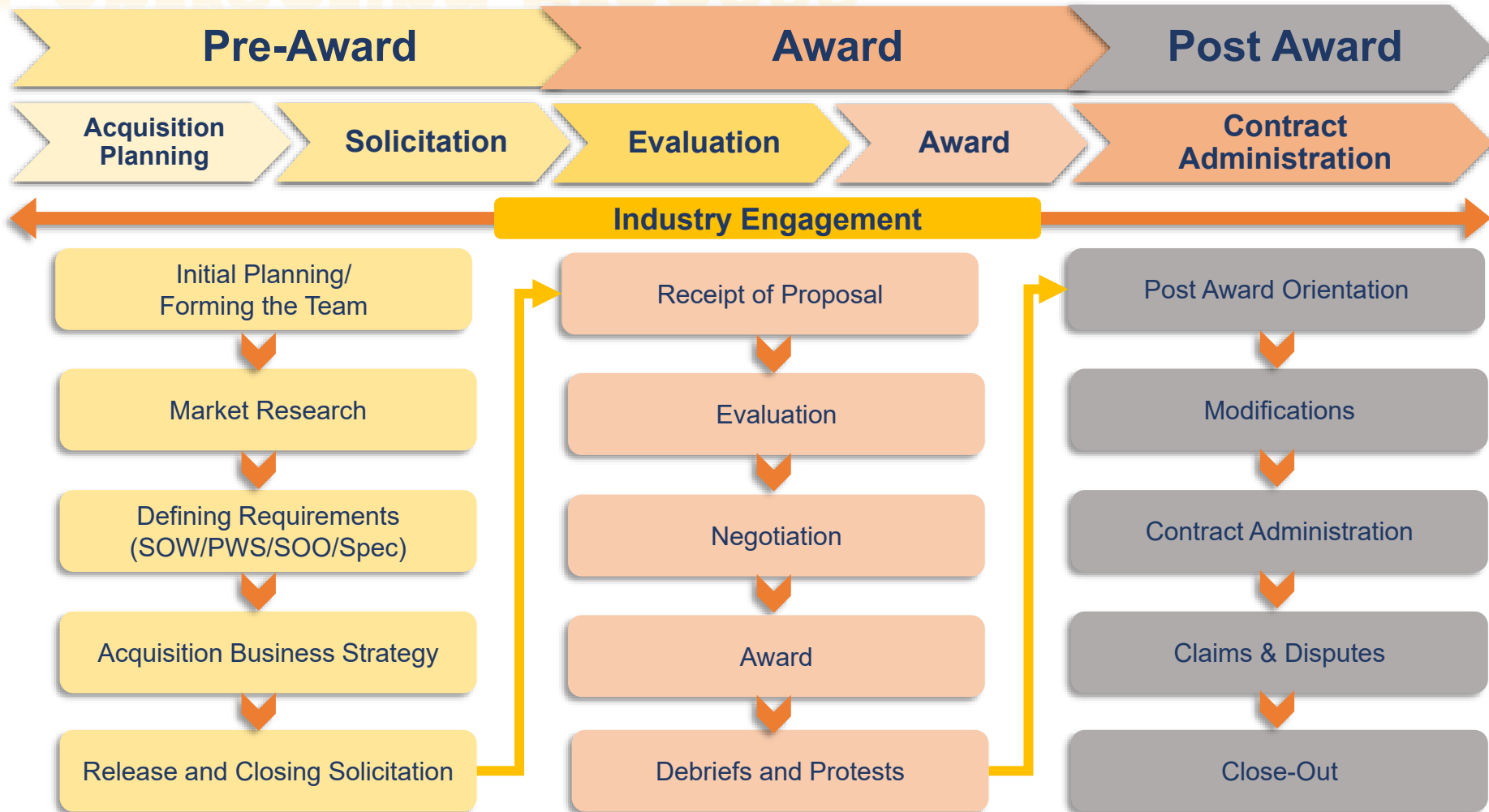
Okinawa
 MSRA 0
 ABR 2

Japan
 MSRA 4
 ABR 19
 (Including 1 MSRA, 12 ABR
 in Sasebo and
 2 ABR in Okinawa)

Australia
 MSRA 0
 ABR 3

- Government evaluates a contractor's eligibility for a MSRA/ABR based on:
 - Administration/Management Control
 - Financial Control
 - Production Control
 - Production Technical Support
 - Material/Procurement Control
 - Subcontractor Control
 - Quality Control
 - Safety/Security
 - Hazard Material/Waste Control
 - Facilities

Contracting Process



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- All MSC requirements will be solicited **individually**, potential Offerors must follow each solicitation's submission requirements and instructions.
- **Requirements package:** The work items (WI) package includes the Statement of Work (SOW), Reference Drawings, Technical Manual, MSC Corrective Maintenance Engineering Report, and other references.
- **Place of Performance:** Contractor's Facility or Navy Ports in the AOR. Place of performance will be specified at the time of Solicitation.
 - The Government reserves the right to conduct Port Assessments and/or Pre-Award site surveys as needed to validate the facility survey information. The Port Assessments and/or site surveys can be done anytime
- **Contract Type:** All requirements will be Firm-Fixed-Price.

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- **Solicitation Process:** All MSC ship repair requirements will be solicited through full and open competition and will be posted on AsiaNeco and SAM.gov
 - For requirements over Simplified Acquisition Threshold (SAT) (over \$250K) it will be posted for 30 days
- **Solicitation Amendment:** All amendments will be posted on AsiaNeco and SAM.gov. Offerors must submit a signed copy of all the Solicitation Amendments together with their offers.
- **Question and Answer:** For any aspect of the solicitation that is not clear, Offers may use Request for Specification Clarification to request clarification of any work item specification or contract term. The Government will provide responses to questions received via issuance of solicitation amendments
 - Shipyard can request Ship Checks, dependent upon the vessels availability and schedule

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Section L of the Solicitation – Instructions, Conditions and Notices to Bidders

Most common for ROH/MTA will be to requested to submit the following:

- **Price Evaluation Factor (VOL 1)**

- It should include the details of proposed labor hour, labor rate, material cost and other direct cost
- The Government may request certified cost or pricing data, data other than certified cost or pricing data, and supporting documents to be evaluated for adequacy.

- **Non-Price Evaluation Factors**

- Technical (VOL 2)
- Past Performance (VOL 3)
- Cover Page and Other Submittal Requirements (VOL 4)
- MSRA/ABR for USS platforms requirement ONLY

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Section M of the Solicitation – Evaluation Factors for Award:

- **Price Factor**
 - Price analysis in accordance with FAR 15.404-1 on the total price including options
- **Technical Factors (Acceptable/Unacceptable Rating)**
 - Factor 1 - Understanding the Work Package
 - Factor 2 - Ability to Perform the Work Item Package
 - Factor 3 - Management Control and Quality Assurance
- **Past Performance Factor (Acceptable/Unacceptable Rating)**
 - Past Performance analysis – within the past 3 years with US Government agencies, Government of the Offer's country, or private sector
- **MSRA/ABR Factor (Acceptable/Unacceptable Rating)**
 - Applies to USS platforms requirement ONLY

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■ FAR 15.403-Certified Cost or Pricing Data (CCPD):

- Applies for requirements over \$2M
- FAR 15.403-4 Requiring CCPD and data other than CCPD to determine that price is fair and reasonable.
- A certificate of Current Cost or Pricing Data in the format in FAR 15.406-2 certifying that to the best of the person's knowledge and belief, the cost or pricing data is accurate, complete, and current as of a date certain before contract award.
- FAR 15.408 - Table 15-2—Instructions for Submitting Cost/Price Proposals When Certified Cost or Pricing Data Are Required – provides instructions for preparing a contracting pricing proposal



Cost/Price Proposal

Labor Categories	Labor Hour	Labor Cost	Direct Cost	Overhead (OH) Rate	Overhead Cost	Total Cost
Direct Material			\$ 90,000	5%	\$ 4,500	\$ 94,500
Direct Manufacturing	1500	50	\$ 75,000	100%	\$ 75,000	\$ 150,000
Direct Engineering	1000	25	\$ 25,000	50%	\$ 12,500	\$ 37,500
Other Direct Cost			\$ 22,000		\$ -	\$ 22,000
Total Manufacturing Cost						\$ 304,000
G&A				6%		\$ 18,240
Total Direct Cost, OH, G&A						\$ 322,240
Profit				10%		\$ 32,224
Total Cost with Profit						\$ 354,464
Facilities Capital Cost of Money (FCCM)						
Material				0.005		\$ 450.00
Manufacturing				0.11		\$ 8,250.00
Engineering				0.015		\$ 375
G&A				0.00124		\$ 22.62
Total FCCM						\$ 9,097.62
Total Price						\$ 363,561.62

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- **Compliance with Cost Accounting Standard (CAS):** Applies for requirements over \$7.5M for OCONUS (48 CFR 9903.201-2)
 - **CAS 401:** Consistency in Estimating, Accumulating, and Reporting Costs
 - **CAS 402:** Consistency in Allocating Costs Incurred for the Same Purpose
- **Active SAM:** Must have an active SAM account to compete and be awarded any individual requirements

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■ Award:

- The Government intends to award without discussions with offerors, but reserves the right to conduct discussions if determined to be in the best interest of the Government.
- **To be eligible for award, offerors shall meet the following criteria:**
 - Price: Total evaluated price determined fair and reasonable by KO
 - Technical Factor Rating: Acceptable
 - Past Performance Factor Rating: Acceptable
 - MSRA/ABR: Acceptable (USS platforms ONLY)
 - Be determined responsible under FAR part 9.104
- **Award will be made based on Lowest Price Technically Acceptable (LPTA) Source Selection Process**

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- **Contract:** A fully executed contract signed by the Contracting Officer will be issued to the awardee.
- **Unsuccessful Notice:** A written notification will be provided via email to Contractors whose proposal was not selected for award.
 - Contractors can request a debrief within 3 calendar days from the contract award notice date.
- **Payment:** Payment information will be provided under Section G-Contract Administration Data of the resulting contract. It will be processed in the currency used in the proposal and contract, usually within 30 days after receipt of completed invoice.
 - Invoice CLINs amount needs to match with the contract CLINs amount

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- **The Contracting Officer is the only person authorized to approve any changes in the contract.**
- **Reporting Contractor Performance:** For ship repair contracts that exceed \$500K. Information will be entered into Contractor Performance Assessment Reporting System (CPARS). This information will be use for future evaluation in source selections.
 - Ratings of Satisfactory or better is considered a good rating

Rating	Contract Requirements	Problems
Exceptional	Exceeds Many – Gov't Benefit	Few Minor
Very Good	Exceeds Some – Gov't Benefit	Some Minor
Satisfactory	Meets All	Some Minor
Marginal	Does Not Meet Some -Gov't Impact	Serious; Recovery Still Possible
Unsatisfactory	Does Not Meet Most -Gov't Impact	Serious; Recovery Not Likely

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- **Conditional Found Report (CFR):** A written report submit by the contractor identify the needed repairs and recommend corrective actions.
- **Contract Change Order (CCO):** A written document provided to change an aspect of an existing contract such as requirement, contract price, or period of performance which results in growth work, de-scope or new work. Contractor has 3 calendar days to submit proposal.
- **Authorization To Proceed (ATP):** KO will issue the written or verbal ATP once negotiation or price analysis completed.
- **Modification:** KO will issue the modification to capture the ATP(s)

Company Registration

NATO Commercial and Government Entity Code (NCAGE)

<https://eportal.nspa.nato.int/Codification/CageTool/home>



System for Award Management (SAM)

<https://sam.gov>

- Maintain an “**Active**” SAM record for contract award



Procurement Integrated Enterprise Environment (PIEE)

<https://piee.eb.mil/>

- Access WAWF module for submission of invoice



U.S. NAVY'S
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