**Workforce:**

- 5,584 Civil Service Mariners
- 1,328 Civil Service Ashore
- 955 Military (Reserve)
- 366 Military (Active)

**Locations:**

- HQ, Norfolk, VA
- 5 Area Commands
- 2 MPSRONs
- 15 Area Command offices

**Global Presence**

- Approximately 130+ ships at sea or ready for tasking
FY2023 Major Shipyard Availabilities (ROH/MTA)

2.6 times more money spent on domestic ship repair than overseas (not including Guam)

Total Domestic: $555M
Total Guam: $22.5M
Total Overseas: $209M
### MSC Process Improvement:
- Refine planning tools
- Align assessments
- Standardize work items
- Identify high-risk work items
- Focus on shipyard planning & availabilities

### Partner Opportunities:
- Accurate proposals
- Planning/scheduling collaboration
- Contingency plans
- Develop OEM relationships
- Harden comms/networks (cyber)
- Broaden supply chains
- Follow safety and fire codes
MSC Ship Repair Objectives

• Strong partnerships
• Timely assessments
• Fair and open competition
• Effective and efficient contracting
• Quality planning
• Collaboration on M&R issues
• Safety and fire prevention
• Cyber resiliency
UNITED WE SAIL...

TOGETHER WE DELIVER!
Rules of Engagement

• Classified, FOUO, proprietary, and source selection information will not be discussed

• Fair and equal treatment for all industry partners

• No discussions about current or future procurements or ongoing litigation

• Only a warranted contracting officer may bind the Government

• Contractor gifts or mementos (no solicitation, and amount matters)

INDUSTRY DAYS ARE AN OPPORTUNITY FOR US TO LISTEN AND LEARN
Introduction of Contracting Staff

• CAPT John Duenas – Director of Contracts
• Mrs. Juliann Krogh – Deputy Director of Contracts
• Mr. Elijah Horner – Director of Services and Ship Support
• Mr. Achille Broennimann – Director of Chartering (COCOs – Short & Long Term)
• Mr. Robert “Bert” Heck – Director of Ship Operations & Maintenance Support (GOCOs)
• Mr. Thomas “Joe” Martin – Director of Ship Repair & Fleet Support Operations (GOGOs)
• Mr. Chris Ward – AO/AOX/ESB/ARC Branch Chief
• Mr. Damian Finke – AKE/AOE/EPF/ATS/AH/AS Branch Chief
• Mrs. Maria Morris – Services/GSR/Norfolk Branch Chief
• Mr. Taylor Reeves – Services/GSR/San Diego Director
• Mrs. Amber San Gil - Services/GSR/Guam Director
Monthly Obligations

Total Obligations
FY23 $2,511,387,237.11
(October through August)
FY22 $2,345,866,812.15
FY21 $2,033,445,735.01
FY20 $2,459,445,594.53
Image that Best Describes Ship Repair

Thinking things will calm down next week
Ship Repair Mission Essential Tasks

...as viewed through the lens of today's changing operational environment

**Planning**
- Clear and concise work package
- Required work fits allotted repair time
- Source long lead time materials

**Solicitation/Award**
- Honest, accurate and fair proposals
- Feedback concerns with requirements
- Accurate resource and sequence plan
- Prove ability to complete work w/in PoP
- Maintain collaborative & constructive dialogue
- Conduct detailed planning
- Production sked & labor allocations refined
- Prepare purchase orders (contractor furnished material, subs, tech reps)

**Assessment**
- Objective Contract Perf. Assmt. Report (CPARs)
- Refine future work package scope and content
- Hot Wash: ID areas for process improvement
- Respond to CPARs assessments

**Execution**
- Start availability on time
- Continuous feedback on quality, progress, safety
- Respond promptly to Condition Found Reports
- Issue Contract Change Order proposals
- Perform work IAW work package specifications
- Adhere to ship repair production schedule
- Surge resources when progress lags schedule
- Maintain quality workmanship
- Ensure safety for all personnel and property
- Address additional work requirements presented

This is why we are here...

“A healthy defense industrial base is a critical element of U.S. power...” -- NSS 2017
Contracts are competed and awarded by MSC N10 CONUS to the technically acceptable, lowest priced offer with acceptable past performance.

**Availability -310 Days**
- Issue a sources sought notice to identify interested parties
- Complete source selection, small business participation requirement set aside
- Complete source selection plan/ID source selection evaluation board team members

**Availability -177 Days**
- Synopsisize the requirement/advertise on FBO.gov to alert vendors requirement will be forthcoming.
- Solicit for a minimum of 30 days. Vendors opportunity to attend ship check/ask questions
- Initial proposal submitted and evaluated

**Availability -92 Days**
- Pre-Award contract review board to request authority to enter into discussions addressing tech/pricing concerns ID’d in proposal
- Post discussions, vendors have opportunity to submit final proposal revisions
- Evaluation of final proposal revisions

**Contract Award Availability -45 Days**

VR avails awarded days before avail start date
### Current Repair Contract Process

Contracts are competed and awarded by MSC N10 CONUS to the technically acceptable, lowest priced offer with acceptable past performance.

<table>
<thead>
<tr>
<th>Availability -381 Days</th>
<th>Availability -248 Days</th>
<th>Availability -148 Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Issue a sources sought notice to identify interested parties</td>
<td>• Synopsis the requirement on SAM.gov to alert vendors requirement will be forthcoming.</td>
<td>• Pre-Award contract review board to request authority to enter into discussions addressing tech/pricing concerns ID’d in proposal</td>
</tr>
<tr>
<td>• Complete source selection, small business participation requirement set aside</td>
<td>• Solicit for a minimum of 45 days. Vendors opportunity to attend ship check/ask questions</td>
<td>• Post discussions, vendors have opportunity to submit final proposal revisions</td>
</tr>
<tr>
<td>• Complete source selection plan/assemble evaluation board</td>
<td>• Initial proposal submitted and evaluated</td>
<td>• Evaluation of final proposal revisions</td>
</tr>
<tr>
<td>• Start ordering LLTM/Service Orders</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Start of Availability</th>
<th>AVG DAYS</th>
<th># OF AWARDS</th>
<th>MAX DAYS</th>
<th>MIN DAYS</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY23</td>
<td>68</td>
<td>24</td>
<td>186</td>
<td>34</td>
</tr>
<tr>
<td>FY22</td>
<td>53</td>
<td>22</td>
<td>129</td>
<td>7</td>
</tr>
<tr>
<td>FY21</td>
<td>56</td>
<td>22</td>
<td>112</td>
<td>29</td>
</tr>
<tr>
<td>FY20</td>
<td>44</td>
<td>23</td>
<td>100</td>
<td>11</td>
</tr>
</tbody>
</table>

VR avails now have a target award date of A-30.
Contracting Improvements from Workshops

- Planning to award all avails earlier (A-60) to (A-180)
- 45 days to review package without having to ask for an extension
- NDA process – processing those earlier
- Definitions in our contract are clearer
- Fewer options/more defined options (CAT B’s)
- Better Quality Work Items/References
- Better Communication in Pre-Award Phase
- Authorizations for expedited material in CCO’s
- ACOs with Win/Win mentality
- Voluntary Annual Technical Proposals
I expect at a bare minimum these three things from everyone on my team:

1. Team Players
2. Problem Solvers
3. Deal Makers

PM/Ship force

N7/PPE

US

Industry Partners

Tax Payer
Voluntary Annual Submittal of Technical Proposals

• Based on renewed interest from industry and Military Sealift Command's desire to streamline the technical proposal requirements for GOGO ship repair procurements, submittals for the technical requirements listed below may be submitted on an annual basis vice with each proposal submission.
• RFI was posted on 17 July 2023
• Proposal expiration date after reviewed: 30 September 2024

• Technical Factors
• Factor 1 – Understanding the WI Package
  • Subfactor 1.5 – Material Control and Storage
  • Subfactor 1.6 – Heavy Weather Plans
  • Subfactor 1.7 – Cold Weather Plans
• Factor 2 – Ability to Perform the WI Package
  • Subfactor 2.3 – Facilities (less Berth, Approach, and Mooring Charts and drydocking form)
• Factor 3 – Management Control and Quality Assurance
  • Subfactor 3.3 – Quality Control Plan (less Preliminary "Schedule for Key Inspection Events")
  • Subfactor 3.4 – Hazardous Waste Management Plan
PIEE/Solicitation Module

• **Overview of the requirement to use the Solicitation Module for receipt of initial and final proposals:** The source is the Office of the Under Secretary of Defense (Acquisition and Sustainment) memorandum subject Procurement Integrated Enterprise Environment Solicitation Module.

• Within PIEE, the Solicitation Module provides the capability to securely submit timestamped contractor proposals. It supports files up to 1.9GB with no limit on the number of files. Compressed (*.zip) files are not allowed. Some special characters in the file name are not allowed.
a. Proposal Submittal and Inquiries.

• (1) Submit proposals using the offer tab for solicitation number N3220523RXXXX by the closing date and time identified on SF 33 block 9 through the Solicitation Module of the Procurement Integrated Enterprise Environment at [https://piee.eb.mil/](https://piee.eb.mil/).

• (2) Other submission methods will not be accepted. Offerors are responsible for ensuring that the Government receives the complete proposal by the due date and time for proposal submission. For assistance access and training, offerors may contact their Contractor Account Administrator or Vendor Customer Support. Go to [https://piee.eb.mil/xhtml/unauth/home/login.xhtml](https://piee.eb.mil/xhtml/unauth/home/login.xhtml) to search for the Contractor Account Administrator. Go to [https://piee.eb.mil/xhtml/unauth/web/homepage/vendorCustomerSupport.xhtml](https://piee.eb.mil/xhtml/unauth/web/homepage/vendorCustomerSupport.xhtml) for Vendor Customer Support. Go to [https://pieetraining.eb.mil/wbt/xhtml/wbt/sol/solicitation/proposals.xhtml](https://pieetraining.eb.mil/wbt/xhtml/wbt/sol/solicitation/proposals.xhtml) for proposal submission training.

• (3) All questions concerning the solicitation shall be addressed via email to [Contract.Specialist@navy.mil](mailto:Contract.Specialist@navy.mil)
Cost or Pricing Data Requirement

- (i) A price is based on adequate price competition when—
  - (A) Two or more responsible offerors, competing independently, submit priced offers that satisfy the Government’s expressed requirement;
  - (B) Award will be made to the offeror whose proposal represents the best value (see 2.101) where price is a substantial factor in source selection; and
  - (C) There is no finding that the price of the otherwise successful offeror is unreasonable. Any finding that the price is unreasonable must be supported by a statement of the facts and approved at a level above the contracting officer.
Cost or Pricing Data Requirement

• (ii) For agencies other than DoD, NASA, and the Coast Guard, a price is also based on adequate price competition when–
• (A) There was a reasonable expectation, based on market research or other assessment, that two or more responsible offerors, competing independently, would submit priced offers in response to the solicitation's expressed requirement, even though only one offer is received from a responsible offeror and if-
• (1) Based on the offer received, the contracting officer can reasonably conclude that the offer was submitted with the expectation of competition, e.g., circumstances indicate that–
Liquidated Damages

**Before:** (a) If the Contractor fails to deliver the supplies or perform the services within the time specified in this contract, the Contractor shall, in place of actual damages, pay to the Government liquidated damages of $__________ per calendar day of delay.”

**After:** “(a) If the Contractor fails to deliver the supplies or perform the services within the time specified in this contract, the Contractor shall, in place of actual damages, pay to the Government liquidated damages of not exceeding $__________ per calendar day of delay. Total Liquidated Damages shall not exceed 50% of the contract value.”
Retention

- **We care about your cash flow and understand how important it is to your business.**

- **DFARS 252.217-7007 Payments, section (c)** - "The Government will retain until final completion and acceptance of all work covered by the job order, an amount estimated or approved by the Contracting Officer under paragraph (b) of this clause. The amount retained will be in accordance with the **rate authorized by Congress** for Naval vessel repair contracts at the time of job order award."

- **The rate authorized by Congress** - "10 United States Code (USC) 3808a Certain Navy Contracts", The Secretary of the Navy shall provide that the rate for progress payments on any contract awarded by the Secretary for repair, maintenance, or overhaul of a naval vessel shall be not less than-
  - (1) 95 percent, in the case of a firm considered to be a small business; and
  - (2) 90 percent, in the case of any other firm. **(5% withheld for small and 10% for large businesses)**
Retention

- **2019 INDUSTRY DAY BUSINESS RULE** - MTA/ROH Avails > $10M - we will retain $500K until all work is complete and we receive all deliverables. If deliverables are worth more than $500K then we will withhold 5% for small and 10% for large businesses. Communicate with the ACO and PPE so there are no surprises at the end of the avail.

- **Assistant Secretary of the Navy Memo – 20 March 2020** – stated to reduce retention to the minimum. So we reduced retention to 2% for both large and small businesses.

- Another Secretary of the Navy Memo came out this past year restoring the authorized rates on the previous slide.

- **We will remain at 2% for all GOGO ship repair avails for both small and large businesses. If an Industry Partner does not provide all deliverables per the contract we will revoke this agreement with that Industry Partner for future avails. So let’s work as a team!**
TEAMWORK WINS EVERTIME!
Military Sealift Command
Office of Small Business Programs

Ship Repair Industry Day
October 2023

Statement A: Approved for Release. Distribution is unlimited.
Supporting Small Business

MISSION

• DON Small Business Enterprise fosters acquisition opportunities where small businesses can best support Sailors, Marines, and their families through policy, advocacy, counseling & training.

VISION

• At MSC, we actively seek small business opportunities to leverage the innovation, agility, responsiveness and competition that small businesses bring to empower our global warfighting effectiveness.
Role of Small Business Professionals

- Implement the DON’s Small Business (SB) Program throughout MSC
- Serve as an advocate to maximize SB opportunities
- Advise and assist MSC personnel on SB matters
  - Conduct training for MSC personnel
  - Assist in market research and acquisition strategies
  - Serve on Source Selection Advisory Committees & Evaluation Boards
  - Recommend set-asides
  - Verify accuracy and timely submission of subcontracting plans
MSC SBPs have access to:
- POCs – buyers, contracting officers, program managers
- Forecasts for MSC needs
- MSC specific processes
- Local websites and postings

MSC SBPs can assist with:
- Counseling
- Payment Issues
- Matching capabilities with requirements
- Questions about contracts
MSC is a
“Head of the Contracting Activity”
1 of 10 in our Navy

Responsibilities include:

- Contracts for services of ocean-going ships, craft, floating dry docks, and other repair facilities for DOD
- Contracts for the maintenance, conversion, and modernization of assigned vessels

### Obligations by Fiscal Year

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total Obligations</th>
<th>Small Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY19</td>
<td>$1,162,100,000</td>
<td>$1,073,200,000</td>
</tr>
<tr>
<td>FY20</td>
<td>$1,313,400,000</td>
<td>$1,052,500,000</td>
</tr>
<tr>
<td>FY21</td>
<td>$951,534,000</td>
<td>$979,816,000</td>
</tr>
<tr>
<td>FY22</td>
<td>$1,050,100,000</td>
<td>$1,113,940,000</td>
</tr>
<tr>
<td>FY23</td>
<td>$1,553,680,000</td>
<td>$1,239,540,000</td>
</tr>
</tbody>
</table>

Statement A: Approved for Release. Distribution is unlimited.
Ship Maintenance & Repair
Small Business Spend

FY22 & FY23 Ship Repair Spend

Statement A: Approved for Release. Distribution is unlimited.
### MSC’s Top 10 NAICS

<table>
<thead>
<tr>
<th>NAICS</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>483111</td>
<td>Deep Sea Freight Transportation</td>
</tr>
<tr>
<td>336611</td>
<td>Ship Building And Repairing</td>
</tr>
<tr>
<td>333618</td>
<td>Other Engine Equipment Manufacturing</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>483113</td>
<td>Coastal and Great Lakes Freight Transportation</td>
</tr>
<tr>
<td>488330</td>
<td>Navigational Services to Shipping</td>
</tr>
<tr>
<td>481212</td>
<td>Nonscheduled Chartered Freight Air Transportation</td>
</tr>
<tr>
<td>541512</td>
<td>Computer Systems Design Services</td>
</tr>
<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
</tr>
<tr>
<td>324191</td>
<td>Petroleum Lubricating Oil and Grease Manufacturing</td>
</tr>
</tbody>
</table>

### FY23 Top Small Business NAICS

<table>
<thead>
<tr>
<th>NAICS</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>483111</td>
<td>Deep Sea Freight Transportation</td>
</tr>
<tr>
<td>336611</td>
<td>Ship Building And Repairing</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>481212</td>
<td>Nonscheduled Chartered Freight Air Transportation</td>
</tr>
<tr>
<td>541513</td>
<td>Computer Facilities Management Services</td>
</tr>
<tr>
<td>721110</td>
<td>Hotels and Motels</td>
</tr>
<tr>
<td>488330</td>
<td>Navigational Services to Shipping</td>
</tr>
<tr>
<td>483112</td>
<td>Deep Sea Passenger Transportation</td>
</tr>
<tr>
<td>611519</td>
<td>Other Technical and Trade Schools</td>
</tr>
<tr>
<td>561599</td>
<td>All Other Travel Arrangement and Reservation Services</td>
</tr>
</tbody>
</table>
Important Notices:

1. Businesses registered in the System for Award Management (SAM.gov) must update their SAM registration in order to have their small business status updated based on the new size standards effective December 19, 2022. Until the SAM registration is updated, the SAM profiles will continue to display the small business status under the old size standards.

2. New Small Business Size Standards:
   - 483111: 500 → 1,050 employees
   - 336611: 1,250 → 1,300 employees
   - 541330: $16.5M → $25.5M
     - 541330 (Exceptions): $41.5M → $47.0M
FY23 Small Business Achievements Map

Statement A: Approved for Release. Distribution is unlimited.
## Small Business Achievements & Goals

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>FY20 ACHIEVEMENT</th>
<th>FY21 ACHIEVEMENT</th>
<th>FY22 ACHIEVEMENT</th>
<th>FY23 ACHIEVEMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business (SB)</td>
<td>44.49%</td>
<td>50.73%</td>
<td>51.47%</td>
<td>44.38%</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>3.50%</td>
<td>4.41%</td>
<td>3.71%</td>
<td>3.61%</td>
</tr>
<tr>
<td>Service Disabled Vet-Owned SB (SDVOSB)</td>
<td>1.74%</td>
<td>3.49%</td>
<td>2.30%</td>
<td>2.94%</td>
</tr>
<tr>
<td>Woman-Owned SB (WOSB)</td>
<td>2.95%</td>
<td>4.59%</td>
<td>2.51%</td>
<td>1.85%</td>
</tr>
<tr>
<td>HUBZone SB</td>
<td>2.81%</td>
<td>4.59%</td>
<td>3.62%</td>
<td>2.00%</td>
</tr>
</tbody>
</table>

*Green = Met/Exceeded Target  
Red = Missed Target*

Statement A: Approved for Release. Distribution is unlimited.
# Long Range Acquisition Estimate

[Image of the Long Range Acquisition Estimate document]

[QR Code: Scan me]


**Statement A:** Approved for Release. Distribution is unlimited.

**UNCLASSIFIED**
Subcontracting Opportunities

• Unrestricted Requirements with a value anticipated to exceed $750,000 require the apparent awardee (if a Large Business) to submit a Small Business Subcontracting Plan.

• Large Businesses are always looking for qualified small businesses to assist in meeting their subcontracting goals.
SubNet is the SBA's Subcontracting Network System for federal government subcontracting opportunities. It is a free database for small businesses seeking opportunities and large businesses desiring to post small business subcontracting opportunities (e.g., solicitations, sources sought, outreach events).

1. Identify concrete, tangible opportunities.
2. Identify key business markets.
3. One Stop Shop to advertise.

There is no registration or fees required to search for opportunities.

https://subnet.sba.gov/client/dsp_Landing.cfm
Mentor-Protégé Program

The MPP provides incentives for DoD contractors to assist small businesses in:

- Enhancing business development and technology capabilities;
- Increasing subcontracting participation in government & commercial contracts;
- Increasing protégé firm’s technical and business infrastructure capabilities; and,
- Increasing the Small Business Industrial Base, competitive markets and utilization of nontraditional & commercial companies.

To learn more about how to participate in the DON MPP, View the Guidebook on OSBP website.

https://www.secnav.navy.mil/smallbusiness/Pages/mentor-protege.aspx
SeaPort Next Generation

• SeaPort Next Generation (NxG) Characteristics
  • 2.5-year Base ordering period w/5-Year Option
  • Single NAICS (541330) with military exception ($41.5M)
  • Fair Opportunity IAW FAR 16 provided to all Vendors Nationwide
  • Removal of Zone Presence Requirements
  • Grouping of functional areas into 2 functional areas with 23 subcategories
  • Leverages Vendor experience providing direct support to the DON, as either prime or sub
  • Cost and Fixed priced task orders permitted
  • Socioeconomic status as of TO proposal
  • Size status determined at MAC award
  • SB subcontracting goals - 20% of obligated dollar to LBs will be subcontracting to SBs
  • 85% of MAC awardees are small business.

• Rolling Admissions
  • Award of MACs - 14 July 2021
  • Anticipate next rolling admission - 2024
8 Steps to Becoming Procurement Ready

Visit our YouTube Channel to watch the video

Procurement Readiness Video on DON OSBP Website & YouTube Channel!

https://www.secnav.navy.mil/SmallBusiness
Visit Our YouTube Channel to view Previously Recorded Webinars

https://www.youtube.com/c/donosbp
Contractors are eligible to take online DAU classes pending space availability.

- **CLC 009 Service-Disabled, Veteran-Owned Small Business Program**
  - Learn the basic requirements of the Service-Disabled Veteran-Owned Small Business

- **SBP - 110 – Fundamentals of the FAR and SBP**
  - Gain baseline knowledge of how to locate, cite, and determine the applicability of policies and procedures in the Federal Acquisition Regulation and supplements.

- **CLC 028 Past Performance Information**
  - Learn the rationale behind collecting past performance information, why it should be used, and how it is used to improve contractor performance.

- **CLC 045 Partnering**
  - Learn the overall benefits of developing good government-contract relationships.

[https://www.dau.edu/faq/Pages/Eligibility-Registration.aspx](https://www.dau.edu/faq/Pages/Eligibility-Registration.aspx)

Statement A: Approved for Release. Distribution is unlimited.
The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department’s efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.

https://www.apexaccelerators.us/
Small Business Tips

- Do your homework!
- Take time to participate in Industry Day and Outreach Events
- Provide a capability brief to the MSC Small Business Office. Your Small Business Professional is a great first contact.
- Visit https://sam.gov daily to find opportunities
- Respond to sources sought notices!
  - Tell your small business competitors to respond to sources sought notices!
  - Quality responses get better attention
- Don’t assume that your small business status alone will get you a contract
- Determine who’s performing similar efforts with complimentary capabilities
- Pursue partnering/teaming/subcontracting arrangements
Small Business Resources

✓ System for Award Management (SAM) – https://sam.gov
  • Search Contracting Opportunities - Sources Sought Notices/Pre-solicitation Notices/Solicitations
  • Award Notices
    • Aid in developing leads for both primes and subcontractors
  • Special Notices (Industry Days)

✓ Dynamic Small Business Search (DSBS) – https://dsbs.sba.gov/search/dsp_dsbs.cfm

✓ Small Business Administration (SBA) – www.sba.gov

✓ APEX Accelerators (formerly PTAC) – https://www.apexaccelerators.us/

✓ Federal Acquisition Regulations (FAR) – https://www.acquisition.gov/far/

✓ Defense Federal Acquisition Regulations (DFARS) – https://www.acquisition.gov/dfars
Do Your Homework

  ▪ MSC’s Facebook – http://www.facebook.com/MSCdelivers
  ▪ MSC’s X (Twitter) – http://www.twitter.com/MSCsealift
  ▪ MSC’s LinkedIn – https://www.linkedin.com/company/military-sealift-command

International Workboat Show

SAVE THE DATE:
NOV 29 - DEC 1, 2023

www.workboatshow.com
MSC OSBP Points of Contact

Email:
MSC_SmallBiz@us.navy.mil

Leah Baker
Director, Office of Small Business Programs
(757) 443-2717
leah.m.baker12.civ@us.navy.mil

Jacqueline “Jacki” Alford
Deputy Director, Office of Small Business Programs
(757) 443-1209
jacqueline.f.alford.civ@us.navy.mil
Patriot Contract Services
MSC Industry Day 2023

GOCO GENERAL CONTRACTING PROCESS (DDX CENTRIC)
OCTOBER 10TH 2023
GOCO CONTRACTING PROCESS (DDX Centric)

Three Phases:

Phase One: Assumes receipt of Advanced Planning Letter (APL)

- Front Matter Review (Internally and Concurrently with KO)
  - Verify FARs/DFARS are accurate and up-to-date (PCS KO)
  - Ensure that the evaluation criteria match current processes
  - Technical Review – Compliance factors
- PE complete pre-RAV survey + vendor attendance (e.g., MacGregor, PPG, UT Gauging)
- Develop work package from SAMM → SWI/CSI/CCSI/PMIA library and VRRs
  - Multiple read and review sessions with TypeDesk & GPE
  - Formatted IAW COMSCINST 4700.16 Series
  - WIPG - MSC DWG 803-7081124
- ID and begin procurement of LLTM & GFE – Separate and concurrent process
- Develop bid/pricing sheets to match to current SOW
- Confirm technically acceptable DDXs based on work scope, Ship Characteristics
- Capability to conduct propulsion shaft extractions, location, certification reviews and overall facility acceptability
Phase Two:

- **Bid Release**
  - Establish individual SharePoint sites for each bidder (Game changer on managing RFP distribution and communication)
  - Notify each vendor of bid release with electronic invitation to their SharePoint
  - Post RFP info on Patriot website
  - Question period opens (Ongoing Dialogue) Questions submitted in writing ad responded to all in next amendment
  - Questions anonymously answered in Amendment Release throughout question period (usually 5-8 amendments)
    - Includes all bidders, bidders asking questions not disclosed to the other bidders
    - Technical clarification discussions w/offereors following initial bids, prior to call for BAFOs
Phase Three:

- Evaluation period (bids closed)
- Technical review of each bid
- Bid evaluation sheet (Multiple Factors)
- Contractual review of each bid
- Verify compliance with required documentation
- All certificates, mooring plans, heavy weather, acceptance of T&Cs, completion of the Reps and Certification verifications.
  - Acceptance of T&Cs, completion of the Reps and Certs
- Repeat Phase Two and Three for BAFO’s
Award Process:
- KO Consent Letter – Include a comprehensive writeup of all factors considered
- Summarization of evaluation Criteria
- 1. Technical Factor, which includes evaluation of the following sub factors:
  - Factor 1 – Understanding the Statement of Work
  - Sub factor 1.1 – Production Chart IAW SWI 0013
  - Sub factor 1.2 – Problem Areas
  - Sub factor 1.3 – Shipyard Engineering Support Capability
  - Sub factor 1.4 – CFM Material Availability
  - Sub factor 1.5 – Waterway Approach Charts, Approach Chart, and Berthing Chart IAW SWI 0003
  - Sub factor 1.6 – Material Control and Storage IAW SWI 0015
  - Sub factor 1.7 – Heavy Weather Plans IAW SWI 0006
  - Sub factor 1.8 – Cold Weather Plans IAW SWI 0007
GOCO CONTRACTING PROCESS (DDX Centric)

- **Factor 2 – Ability to Perform the Statement of Work**
  - Sub factor 2.1 – Man-hour Chart
  - Sub factor 2.2 – Growth Absorption
  - Sub factor 2.3 – MSC Ship Repair Facility Survey Form (MSC Form 4330/26)
  - Sub factor 2.4 – MSC Dry Dock Evaluation Form IAW COMSCINST 9997.1 (series), Dry dock
  - Standards for MSC Ship Availabilities
- **Factor 3 – Management Control and Quality Assurance**
  - Sub factor 3.1 – Organization and Key Personnel
  - Sub factor 3.2 – Subcontractor Participation
  - Sub factor 3.3 – Quality Control Plan
  - Sub factor 3.4 – Overtime Usage
  - Sub factor 3.5 – Hazardous Waste Management Plan
Past Performance, which includes evaluation of the following subfactors:

Factor 1 - Quality of product or service (Past Performance)
Factor 2 – Schedule & Facility availability
Factor 3 - Subcontractor Management (OEMs as required by 4490.1C)
Factor 4 – Key personnel and staffing (including subcontractors)

3. Price

Questions?
Example Pricing Sheet

INDEX & TOTAL PRICING

<table>
<thead>
<tr>
<th>WI</th>
<th>CAT</th>
<th>TITLE</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>004</td>
<td>A</td>
<td>INTEGRATED LOGISTICS SUPPORT REQUIREMENTS (ILS) AND GOVERNMENT</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>FURNISHED MATERIAL (GFM) SUPPORT REQUIREMENTS</td>
<td></td>
</tr>
<tr>
<td>005</td>
<td>A</td>
<td>HEAVY WEATHER PLAN</td>
<td></td>
</tr>
<tr>
<td>007</td>
<td>A</td>
<td>COLD WEATHER PLAN</td>
<td></td>
</tr>
<tr>
<td>010</td>
<td>A</td>
<td>FURNISH OFFICE FOR OVERHAUL MANAGEMENT TEAM (OMT)</td>
<td></td>
</tr>
<tr>
<td>011</td>
<td>A</td>
<td>GENERAL SERVICES IN DRYDOCK</td>
<td></td>
</tr>
<tr>
<td>012</td>
<td>A</td>
<td>INFORMATION TECHNOLOGY SERVICES</td>
<td></td>
</tr>
<tr>
<td>013</td>
<td>A</td>
<td>PROJECT PLANNING AND PRODUCTION STATUS MONITORING REPORTS</td>
<td></td>
</tr>
<tr>
<td>014</td>
<td>A</td>
<td>WEIGHT AND MOMENT REPORT</td>
<td></td>
</tr>
<tr>
<td>015</td>
<td>A</td>
<td>MATERIAL HANDLING AND STORAGE</td>
<td></td>
</tr>
<tr>
<td>016</td>
<td>A</td>
<td>FIRE PROTECTION AND SHIPS SAFETY PROGRAM</td>
<td></td>
</tr>
<tr>
<td>017</td>
<td>A</td>
<td>HANDLING SHIPS STORES</td>
<td></td>
</tr>
<tr>
<td>018</td>
<td>A</td>
<td>DELIVERY AND REDELIVERY OF THE VESSEL</td>
<td></td>
</tr>
<tr>
<td>019</td>
<td>A</td>
<td>VESSEL ACCESS REQUIREMENTS</td>
<td></td>
</tr>
<tr>
<td>020</td>
<td>A</td>
<td>GAS FREE CERTIFICATES</td>
<td></td>
</tr>
<tr>
<td>021</td>
<td>A</td>
<td>CLEAN AND GAS FREE TANKS VOIDS COFFERDAMS SPACES</td>
<td></td>
</tr>
<tr>
<td>022</td>
<td>A</td>
<td>MACHINERY SPACE TURN-OVER, DOCK TRIALS, AND SEA TRIALS</td>
<td></td>
</tr>
<tr>
<td>023</td>
<td>A</td>
<td>HAZARDOUS WASTE DISPOSAL AT A CONTRACTOR’S FACILITY</td>
<td></td>
</tr>
<tr>
<td>024</td>
<td>A</td>
<td>SCRAP AND SALVAGE</td>
<td></td>
</tr>
<tr>
<td>092</td>
<td>A</td>
<td>SUPPLEMENTAL LABOR &amp; MATERIALS</td>
<td></td>
</tr>
<tr>
<td>092</td>
<td>0</td>
<td>2,250,000.00</td>
<td></td>
</tr>
<tr>
<td>101</td>
<td>A</td>
<td>CARGO HOLD PRESERVATION (INCLUDING BLGGE Wells)</td>
<td></td>
</tr>
<tr>
<td>102</td>
<td>A</td>
<td>CRANE STRUCTURE PRESERVATION</td>
<td></td>
</tr>
<tr>
<td>104</td>
<td>A</td>
<td>TOP SIDE PAINTING – WEATHER DECKS AND D-RING PRESERVATION</td>
<td></td>
</tr>
</tbody>
</table>

INDIVIDUAL ITEM PRICING SHEET EXAMPLE

<table>
<thead>
<tr>
<th>Description</th>
<th>Unit Price</th>
<th>Qty</th>
<th>Extended Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobilization</td>
<td>$ -</td>
<td>1</td>
<td>$ -</td>
</tr>
<tr>
<td>7.3.1 Descale and preserve jib/ booms</td>
<td>$ -</td>
<td>4</td>
<td>$ -</td>
</tr>
<tr>
<td>7.3.2 Conduit Replacement</td>
<td>$ -</td>
<td>1</td>
<td>$ -</td>
</tr>
<tr>
<td>7.3.3 Cabin Repairs</td>
<td>$ -</td>
<td>4</td>
<td>$ -</td>
</tr>
<tr>
<td>MacGregor Service Engineer</td>
<td>$ -</td>
<td>0</td>
<td>$ -</td>
</tr>
<tr>
<td>7.3.4 Mechanical and Electrical Repairs</td>
<td>$ -</td>
<td>1</td>
<td>$ -</td>
</tr>
<tr>
<td>7.3.5 Seaves and Wire Rope</td>
<td>$ -</td>
<td>1</td>
<td>$ -</td>
</tr>
<tr>
<td>7.4 Individual Crane Repairs</td>
<td>$ -</td>
<td>4</td>
<td>$ -</td>
</tr>
<tr>
<td>Painting/Denso Tape and Marking</td>
<td>$ -</td>
<td>1</td>
<td>$ -</td>
</tr>
<tr>
<td>Service Reports and Tests</td>
<td>$ -</td>
<td>1</td>
<td>$ -</td>
</tr>
<tr>
<td>TOTAL PRICE: WI 512 GEAR AND STORES CRANE REPAIRS (OEM REPORT) (All inclusive)</td>
<td>$ -</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
FY24-26 2nd Fleet Shipyard Loading
FY24 2nd Fleet Shipyards Loading

Average MTD - ACRs by Loading

2024 Second Fleet

<table>
<thead>
<tr>
<th>SHIP</th>
<th>EVENT</th>
<th>POP START</th>
<th>POP END</th>
</tr>
</thead>
<tbody>
<tr>
<td>SACRAMONTE</td>
<td>10/1/2021</td>
<td>10/1/2022</td>
<td></td>
</tr>
<tr>
<td>PATUXENT</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>WILLIAM P. BUTTON</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>JOHN LENTHALL</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>ISRAELI HUMPHREY</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>COMFORT</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>RED DEER</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>PORTSMOUTH</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>WESTWIND</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>KINSAWA</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>ARCTIC</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>JEBUS</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>MONTICELLO</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>LEROY GRAMMAN</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>WALTERS</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>PATHFINDER</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>COMFORT</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>SHUI</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>JOSHUA HUMPHREY</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>SUPPLY</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>NEWPORT</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>JOHN LENTHALL</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>ROBERTS FERRY</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
<tr>
<td>PATUXENT</td>
<td>1/1/2022</td>
<td>1/1/2022</td>
<td></td>
</tr>
</tbody>
</table>

Denotes POE carry-over from previous year
Denotes POE end in the next year
FY25 2nd Fleet Shipyard Loading

### SHIP

<table>
<thead>
<tr>
<th>EVENT</th>
<th>POP START</th>
<th>POP END</th>
</tr>
</thead>
<tbody>
<tr>
<td>JOHN LENTHALL</td>
<td>7/22/2024</td>
<td>1/10/2025</td>
</tr>
<tr>
<td>ROBERT PEARY</td>
<td>8/29/2024</td>
<td>10/19/2024</td>
</tr>
<tr>
<td>PATRIOT</td>
<td>9/17/2024</td>
<td>11/24/2024</td>
</tr>
<tr>
<td>BURLINGTON</td>
<td>10/22/2024</td>
<td>12/19/2024</td>
</tr>
<tr>
<td>STAY</td>
<td>1/7/2025</td>
<td>4/5/2025</td>
</tr>
<tr>
<td>PULAU</td>
<td>1/6/2025</td>
<td>3/2/2025</td>
</tr>
<tr>
<td>JOSHUA HUMPHREYS</td>
<td>1/2/2025</td>
<td>3/2/2025</td>
</tr>
<tr>
<td>EUAIS</td>
<td>1/7/2025</td>
<td>3/25/2025</td>
</tr>
<tr>
<td>USSANS</td>
<td>1/9/2025</td>
<td>5/17/2025</td>
</tr>
<tr>
<td>VULVA</td>
<td>1/8/2025</td>
<td>3/23/2025</td>
</tr>
<tr>
<td>MEDAG EVANS</td>
<td>2/21/2025</td>
<td>4/17/2025</td>
</tr>
<tr>
<td>LEWIS AND CLARK</td>
<td>2/18/2025</td>
<td>5/15/2025</td>
</tr>
<tr>
<td>VANDALOR</td>
<td>3/8/2025</td>
<td>6/7/2025</td>
</tr>
<tr>
<td>WESTWIND</td>
<td>5/7/2025</td>
<td>6/4/2025</td>
</tr>
<tr>
<td>JOHN LENTHALL</td>
<td>5/12/2025</td>
<td>9/18/2025</td>
</tr>
<tr>
<td>ARCTIC</td>
<td>5/22/2025</td>
<td>9/19/2025</td>
</tr>
<tr>
<td>PATRIOT</td>
<td>6/21/2025</td>
<td>9/30/2025</td>
</tr>
<tr>
<td>NEWPORT</td>
<td>6/3/2025</td>
<td>9/25/2025</td>
</tr>
<tr>
<td>LARIMAT</td>
<td>6/6/2025</td>
<td>9/28/2025</td>
</tr>
<tr>
<td>ROBERT PEARY</td>
<td>7/28/2025</td>
<td>9/18/2025</td>
</tr>
<tr>
<td>COMFORT</td>
<td>9/29/2025</td>
<td>12/20/2025</td>
</tr>
<tr>
<td>WILLIAM McLEAN</td>
<td>9/24/2025</td>
<td>11/24/2025</td>
</tr>
</tbody>
</table>

*Denotes POP carryover from previous year

*Denotes POP end in the next year

**UNCLASSIFIED**
### FY26 2nd Fleet Shipyard Loading

<table>
<thead>
<tr>
<th>SHIP</th>
<th>EVENT</th>
<th>POP START</th>
<th>POP END</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMFORT</td>
<td>MTA (MSC)</td>
<td>9/10/2025</td>
<td>13/10/2025</td>
</tr>
<tr>
<td>WILLIAM McLEAN</td>
<td>MTA (MSC)</td>
<td>9/25/2025</td>
<td>11/24/2025</td>
</tr>
<tr>
<td>BRUNSWICK</td>
<td>ROH / DD (MSC)</td>
<td>10/13/2025</td>
<td>1/12/2026</td>
</tr>
<tr>
<td>SUPPLY</td>
<td>ROH / DD (MSC)</td>
<td>10/27/2025</td>
<td>4/20/2026</td>
</tr>
<tr>
<td>BURLINGTON</td>
<td>MTA (MSC)</td>
<td>10/27/2025</td>
<td>4/20/2026</td>
</tr>
<tr>
<td>LT LT BALDWINOLOPEZ</td>
<td>ROH / DD (MSC)</td>
<td>12/20/2025</td>
<td>4/20/2026</td>
</tr>
<tr>
<td>YUMA</td>
<td>MTA (MSC)</td>
<td>1/7/2026</td>
<td>5/21/2026</td>
</tr>
<tr>
<td>SACAGAWEA</td>
<td>ROH / DD (MSC)</td>
<td>1/21/2026</td>
<td>5/21/2026</td>
</tr>
<tr>
<td>MEDMARR EYRES</td>
<td>MTA (MSC)</td>
<td>5/18/2026</td>
<td>5/7/2026</td>
</tr>
<tr>
<td>ROBERT E PEAR</td>
<td>ROH / DD (MSC)</td>
<td>1/25/2026</td>
<td>7/7/2026</td>
</tr>
<tr>
<td>CARSON CITY</td>
<td>ROH / DD (MSC)</td>
<td>4/7/2026</td>
<td>7/7/2026</td>
</tr>
<tr>
<td>LARAMIE</td>
<td>ROH / DD (MSC)</td>
<td>4/20/2026</td>
<td>7/25/2026</td>
</tr>
<tr>
<td>ARCTIC</td>
<td>MTA (MSC)</td>
<td>6/5/2026</td>
<td>6/26/2026</td>
</tr>
<tr>
<td>BATLLENT</td>
<td>MTA (MSC)</td>
<td>6/8/2026</td>
<td>6/27/2026</td>
</tr>
<tr>
<td>WILLIAM McLEAN</td>
<td>ROH / DD (MSC)</td>
<td>7/27/2026</td>
<td>10/23/2026</td>
</tr>
<tr>
<td>JOHN LENTHALL</td>
<td>MTA (MSC)</td>
<td>8/15/2026</td>
<td>10/20/2026</td>
</tr>
</tbody>
</table>

Denotes PoP carry-over from previous year.

Denotes PoP end in the next year.

**2026 SECOND Fleet**

**Average MTD – ACRE BY LOADING**

**AVG MTD: ACRE BY LOADING**

**FY26 2nd Fleet Shipyard Loading**

**Military Sealift Command**

**United We Sail**
Questions?
FY24-26 3rd Fleet Shipyard Loading
FY24 3rd Fleet Shipyard Loading

**SHIPS**

<table>
<thead>
<tr>
<th>SHIP</th>
<th>EVENT</th>
<th>POP START</th>
<th>POP END</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARROWHEAD</td>
<td>MTA MDCO</td>
<td>12/2/2023</td>
<td>12/2/2024</td>
</tr>
<tr>
<td>RICHARD E BYRD</td>
<td>MTA MDCO</td>
<td>2/24/2024</td>
<td>2/24/2024</td>
</tr>
<tr>
<td>HENRY KAIER</td>
<td>MTA MDCO</td>
<td>1/22/2024</td>
<td>1/22/2024</td>
</tr>
<tr>
<td>GRASS</td>
<td>MTA MDCO</td>
<td>1/30/2024</td>
<td>1/30/2024</td>
</tr>
<tr>
<td>WASHINGTON CHARBERS</td>
<td>ROH MDCO</td>
<td>1/27/2024</td>
<td>1/27/2024</td>
</tr>
<tr>
<td>JOHN GLENN</td>
<td>ROH/DO MDCO</td>
<td>2/27/2024</td>
<td>2/27/2024</td>
</tr>
<tr>
<td>MDCO</td>
<td>MTA MDCO</td>
<td>3/31/2024</td>
<td>3/31/2024</td>
</tr>
<tr>
<td>PFCO</td>
<td>MTA MDCO</td>
<td>5/16/2024</td>
<td>5/16/2024</td>
</tr>
<tr>
<td>EARLY WART</td>
<td>ROH MDCO</td>
<td>5/23/2024</td>
<td>5/23/2024</td>
</tr>
<tr>
<td>FALL RIVER</td>
<td>ROH/DO MDCO</td>
<td>9/3/2024</td>
<td>9/3/2024</td>
</tr>
<tr>
<td>GUADALUPE</td>
<td>MTA MDCO</td>
<td>9/20/2024</td>
<td>9/20/2024</td>
</tr>
<tr>
<td>JOHN LEWIS</td>
<td>MTA MDCO</td>
<td>10/16/2024</td>
<td>10/16/2024</td>
</tr>
<tr>
<td>ARROWHEAD</td>
<td>ROH MDCO</td>
<td>11/5/2024</td>
<td>11/5/2024</td>
</tr>
</tbody>
</table>

*Donated PoP carry-over from previous year*

*Donated PoP end in the next year*
## FY25 3rd Fleet Shipyard Loading

<table>
<thead>
<tr>
<th>SHIP</th>
<th>EVENT</th>
<th>POP START</th>
<th>POP END</th>
</tr>
</thead>
<tbody>
<tr>
<td>JOHN LEWIS</td>
<td>MTN (MSC)</td>
<td>8/3/2024</td>
<td>10/14/2024</td>
</tr>
<tr>
<td>ARROWHEAD</td>
<td>ROH (MSC)</td>
<td>9/22/2024</td>
<td>11/8/2024</td>
</tr>
<tr>
<td>GRASP</td>
<td>ROH, DD (MSC)</td>
<td>10/1/2024</td>
<td>12/14/2024</td>
</tr>
<tr>
<td>CITY OF BISMARCK</td>
<td>ROH, DD (MSC)</td>
<td>10/7/2024</td>
<td>12/20/2024</td>
</tr>
<tr>
<td>AMYM</td>
<td>MTN (MSC)</td>
<td>2/1/2025</td>
<td>2/17/2025</td>
</tr>
<tr>
<td>RICHARD E BIRD</td>
<td>MTN (MSC)</td>
<td>1/7/2025</td>
<td>1/24/2025</td>
</tr>
<tr>
<td>WASHINGTON CHAMBERS</td>
<td>MTN (MSC)</td>
<td>3/20/2025</td>
<td>5/28/2025</td>
</tr>
<tr>
<td>HENRY J KAISER</td>
<td>ROH (MSC)</td>
<td>2/21/2025</td>
<td>7/8/2025</td>
</tr>
<tr>
<td>FECOS</td>
<td>ROH (MSC)</td>
<td>4/1/2025</td>
<td>7/28/2025</td>
</tr>
<tr>
<td>FRANK CABLE</td>
<td>MTN (MSC)</td>
<td>4/1/2025</td>
<td>7/15/2025</td>
</tr>
<tr>
<td>GUADALUPE</td>
<td>ROH (MSC)</td>
<td>6/20/2025</td>
<td>10/7/2025</td>
</tr>
<tr>
<td>SAGUERO</td>
<td>MTN (MSC)</td>
<td>6/24/2025</td>
<td>9/2/2025</td>
</tr>
</tbody>
</table>

Denotes POP carry-over from previous year
Denotes POP end in the next year

### Chart Details

- **2025 THIRD Fleet**
- **AVERAGE MTD – POP SV LOADING**
- **MTD**

**Graph Legend**
- JOHN LEWIS MTN (MSC) 8/2/2024 10/16/2024
- ARROWHEAD ROH (MSC) 9/22/2024 11/8/2024
- GRASP ROH, DD (MSC) 10/1/2024 12/14/2024
- CITY OF BISMARCK ROH, DD (MSC) 10/7/2024 12/20/2024
- AMYM MTN (MSC) 2/1/2025 2/17/2025
- RICHARD E BIRD MTN (MSC) 1/7/2025 1/24/2025
- WASHINGTON CHAMBERS MTN (MSC) 3/20/2025 5/28/2025
- HENRY J KAISER ROH (MSC) 2/21/2025 7/8/2025
- FECOS ROH (MSC) 4/1/2025 7/28/2025
- FRANK CABLE MTN (MSC) 4/1/2025 7/15/2025
- GUADALUPE ROH (MSC) 6/20/2025 10/7/2025
- SAGUERO MTN (MSC) 6/24/2025 9/2/2025

**Notes:**
- Denotes POP carry-over from previous year.
- Denotes POP end in the next year.
FY26 3rd Fleet Shipyard Loading

<table>
<thead>
<tr>
<th>SHIP</th>
<th>EVENT</th>
<th>POP START</th>
<th>POP END</th>
</tr>
</thead>
<tbody>
<tr>
<td>GUADALUPE</td>
<td>ROH (MSC)</td>
<td>6/30/2025</td>
<td>10/7/2025</td>
</tr>
<tr>
<td>ARROWHEAD</td>
<td>MTA (MSC)</td>
<td>11/15/2025</td>
<td>12/14/2025</td>
</tr>
<tr>
<td>MERCY</td>
<td>ROH (MSC)</td>
<td>1/5/2026</td>
<td>5/4/2026</td>
</tr>
<tr>
<td>WASHINGTON CHAMBERS</td>
<td>ROH/ DD (MSC)</td>
<td>1/8/2026</td>
<td>4/7/2026</td>
</tr>
<tr>
<td>RICHARD B. BYRD</td>
<td>ROH (MSC)</td>
<td>1/12/2026</td>
<td>5/12/2026</td>
</tr>
</tbody>
</table>
Questions?
2023 Industry Day
MSC N7 Shipyard Firefighting Updates

Mr. Matthew B. Smith

mattew.b.smith154.civ@us.navy.mil

05 Oct 2023

The overall classification of this brief is:

UNCLASSIFIED
• GAO Report NAVY SHIP FIRES – Ongoing Efforts to Improve Safety Should Be Enhanced dtd April 2023
  - Damage exceeded $4 billion and the complete loss of two ships during maintenance availabilities over 12-year period from fires

• MSC assigned vessels Shipyard Firefighting Policies and Procedures.
  - SWI 016 invoked for Shipyard Fire Fighting requirements
    • Review NFPA 312
    • Review NAVSEA 8010
    • Incorporate Fire Fighting TTX Lessons Learned.
  - Navy 8010 Manual requirements for commissioned Navy Vessels (LCC, AS and ESB) adopted where able in the class specific Joint Operations Manual and agreed upon by the both of the vessels TYCOMS. (In progress)
  - MSC Shipyard Fire Fighting QMS procedure (In progress)
  - Shipyard Fire Fighting compliance Visits (request for resources in POM26)
• Para 7.1-Response Plans
  – Plan must be provided at initial bid vice seven (7) days after award.

• Para 7.2-Provide Portable Fire Ext(PFE) units in Fixed Gas System Spaces
  – S/Y provided PFEs must detailed in the Fire and Safety Plan
  – PFE must be in place prior to disabling fixed fire suppression system(s)

• Para 7.3-7.4-Fixed Gas System(s)
  – List fixed gas system(s) status (disabled/enabled) in Fire & Safety Plan

• Para 7.5-Arrival Conference and Training
  – Procedure when discovering a Fire
  – Procedure during Fire (Support/Comms.)
  – Quick Disconnect Fitting Training
  – Invite Local FD for Vessel Familiarization
• Para. 7.6-S/Y Provided Temporary Firefighting Manifolds
  - Must be detailed in Fire and Safety Plan
  - One manifold per 200 feet of vessel vice three (3)
  - Placed so that every location is accessible by FF Man.
  - Six (6) 100’ length Fire hoses (Two connected, Four spare)
  - Supply Pressure(min): 150 psig vice 100 psig
  - Fire Hoses must be hydro tested (12 months)
  - Three each 1.5” Vari-Nozzles 95gpm w/ Pistol Grip (Two connected, One spare)
  - Test each Temp. Man. Min. Supply: 60 psi
  - If any part of the Vessels FM is disabled detail additional Temp. FF Man. (Para. 7.8)

• Para. 7.7-S/Y Provided Firemain Tie-in
  - Must be detailed in Fire and Safety Plan
  - Install S/Y provided and tested cutoff valve
  - Fire Hoses must be hydro tested (12 months)
  - Test highest and farthest Fire Station Min.
• Para. 7.9-7.10 Highlights-Fire Watches/Hot Work
  − Fire Watch must remain at the hot work location for 60 minutes vice 30 minutes
  − Fire Watch must be provided with means of communication with supervisor

• Para. 7.15-Quick Disconnect Fittings
  − Only required IWO Class “A” Fire Zone Boundaries
  − Fittings are to marked with International Orange Paint/Tape for easy identification

• Para. 7.16-Daily/Shift Inspection
  − Verify Quick Disconnect Fittings are compliant
  − Clear shipboard egress and pier access routes
  − Record discrepancies in Condition Report(CR)
    • Corrections Immediately corrected
    • Corrections within 24 hours-no CR
    • Correction that require more than 24 hours must be detail a corrective action plan
Work Package Initiatives
Work Package Initiatives

1. Assessments – If its not in SAMM its not Done

2. CSI/CCSI Sustainment and Maturity

3. Advanced Planning Cell

4. 180 Day Award Pilot - Update
Integrated Requirements in SAMM
Class Standard Work Items (CSI)

- Class Standard Work Item (CSI)
  - In development since 2016
  - Utilized in Availability Work Packages since 2019
  - Robust feedback process with monthly reviews
- Advantages of SWI/CSI/CCSI
  - Standardized work packages across all government owned vessel
  - Industry familiarization
  - Reduce CCOs through analysis and feedbacks
  - Ability to rapidly replicate changes across the fleet
Use of CCSI/CSI continues to drive down Change Orders for PMIA items

CSI and CCSI are Working
CSI/CCSI Effectiveness Review

CCSI utilization has resulted in better performance and value compared to Non-CCSI WIs:

- 10% Increase in CCSI usage while non-CSI usage has decreased
- CCSI are improving:
  - 50% Decrease in CCSI WI Growth
  - 16% Decrease in CCO received

CCSI WI Cost $ and Growth % is decreasing as CCSI Usage Increases
Assessing Material Condition Findings

- 22 Assessments transitioning to SAMM
- Work Requests generated over the last 2 years by ship inspection program (see colored bar graph)
  - Corrosion Assessment
    - TAO- 14 of 15 Complete
    - TAKE- 4 of 14 complete
    - TAOE- 1 of 2 Complete
    - TAKR- Planning and Scheduling
  - SMART: every 3 years
  - PEVI & VSA: annually
  - Load Line Assessments

All Assessment Findings will be added into SAMM
Baseline Availability Package

- Baseline Availability Work Package Development for all Major Availabilities (PSAs, MTA’s, ROH’s, & ROH/DD’s)
  - Baseline Availability Work Packages consist of SWIs, CSIs, CCSIs, & TRANSALTs
    - CSIs & CCSIs are specific WIs for PM of a vessel to meet the Expected Service Life

Baseline Availability Package accounts for approx. 80-85% of Final Package

Identifies complete technical maintenance and repair requirements LEFT of POM
Advance Planning Cell POA&M

**APC POA&M Milestones**

~(A-1095) Major Availability populates on FSC/MRT Schedule, APC begins development of BAWP**

~(A-1065) BAWP (SWIs, PMIA (CSIs/CCSIs), & TRANSALTs*) developed in SAMM (only “red text” variables that affect GFM/GFS and/or WI costs are revised)**

~(A-1035) MOR/SOR Procurement Packages uploaded in SAMM, and copies are forwarded to PPE in DoD Safe**

(A-315) APC begins review and finalization of BAWP, all WIs are reviewed for latest revisions, BAWP is revised/updated, and all “red text” variables are revised/updated

(A-285) BAWP (SWIs, PMIA (CSIs/CCSIs), & TRANSALTs*) developed in SAMM (all “red text” variables revised), BAWP ready to be submitted for Initial Review

**Note:** At (A-285) the BAWP has been developed, reviewed, and revised/updated in SAMM, all identified IAFD documents/forms should be developed and uploaded to the AWP at this time, and the BAWP is ready to be reviewed by the PPE and submitted for Initial Review per POA&M at (A-255).

At this point the APC is “hands off”, unless specifically requested by the SPE to provide Pre-Availability Assessment & Initial/Final Availability Work Package development support to PPE.

---

*Identified TRANSALTs, Planned and/or Scheduled in SAMM

**Proposed five (5) year rolling window
180 Day Award Pilot

**Benefits**

- Shift GFM to CFM. Reduces risk to GOV due to late material.
- Open Communication with SY and PPE starting prior availability
- PPE and PM have weekly telecons prompts discussions and builds relationships prior to start date.
- Identification of Location for SOR’s gives accurate pricing for IDIQ and service support contracts.
- Allows for OMT/SMT to plan where the availability location.
  - Assists in lodging contracts.
  - Settle ship check CFRs pre-arrival
  - SORs and MORs award on time
- Incorporate repairs at a later time in the POAM
180 Day Award Update

• USNS WASHINGTON CHAMBERS
  - Regular Overhaul
  - West Coast
  - PoP 04 Mar 24 – 27 Apr 24
  - Award target moved from A-180 to A-144

• USNS PECOS
  - Mid-Term Availability
  - West Coast
  - PoP 16 Mar 24 – 27 May 24
  - Funding Impacting Award

• USNS KANAWHA
  - Regular Overhaul
  - East Coast
  - PoP 14 May 23 - 23 Aug 23
  - Availability Complete
• Request Ship check deliverables be completed with Video and Pictures.
• Process to monitor to and measure success of pre-availability ship checks
• Need to set POAM dates for OPC meeting.
• Current process does not allow for early identification of the OMT. PPG Rep, CACI CQAR and ILS reps have not been assigned.
• Have fiscal year funding in place, ready to award prior to the fiscal year.
• Require CFM to be delivered by a certain date under WI 14, possibly a biweekly material status update with SubKTR purchase order status.
• Added flexibility to overhaul start times
Government Property Training / Symposium

N4 / LOGISTICS

“The line between disorder and order lies in logistics” – Sun Tzu
AGENDA

• Team Introduction
• Objectives
• Financial Improvement and Audit Readiness (FIAR)
• Government-Furnished Property
• Property Management System Analysis (PMSA)
  • Expectations
  • Functional Outcomes Audited
• Shipboard Validations
  • Expectations
  • Functional Outcomes Audited
• Program Manager’s Logistician (PML) Perspective
• Thoughts to Ponder
• References
• Points of Contact
• Questions/Further Discussions
OBJECTIVES

• Importance of Financial Improvement and Audit Readiness (FIAR)
• Emphasize the Property Administration roles/responsibilities in the processes on GFP program
• Better understanding of Property Management System Analysis (PMSA)
• Discuss and Emphasize Shipboard Inventory Validations
• To understand the Program Manager’s Logistician (PML) role in the management of GFP
• Discuss applicable policies/regulations pertaining to GFP
• Disseminate POC and pertinent handouts
• A few thoughts to ponder
Financial Improvement and Audit Readiness (FIAR)

- **Why**
  - Improve the DOD’s financial management operations
  - Provide DOD with resources to carry out its mission
  - Improve our stewardship of resources entrusted to us by taxpayers

- **How**
  - DOD FIAR Guidance of April 2017, several laws, regulations, policies
  - Accurate and transparent reporting
  - Increased process efficiency / Continuous process improvement
  - Best business practices

- **Who**
  - Stakeholders
  - External auditors
Financial Improvement and Audit Readiness (FIAR)

**Existence**
- **Inventory Performance**
  - Perform physical inventory test to verify existence of assets and accuracy of asset record for randomly selected assets

**Completeness**
- **Reverse Testing**
  - Trace equal number of assets from the field back to the book of record (e.g., CMLS) to verify completeness of asset records

**Presentation and Disclosure**
- **Key Supporting Documents**
  - Valid receipt and acceptance documentation (Form DD-250); Material Order Request forms

**Valuation**
- **Focus on Fund and OM&S Account**
  - Ship assignment determines Navy vs. Transcom
  - Material classification and condition code can determine OM&S type

- **Statistical Sample / Moving Average Cost**
  - Value based on documentation
  - Like kind
  - Indexed replacement cost

As of 1200 28Sep23
Government-Furnished Property (GFP)

• Government-Furnished Property – in the possession of, or directly acquired by the Government, and subsequently furnished to the contractor
  - In accordance with the contract terms and conditions
  - Includes but not limited to spares and property for repairs/maintenance
    - Durable moveable property (DMP) or operating space items (OSI)
    - General equipment

• The Government Property Administrator (GPA)
  - Designated in writing IAW FAR part 45.101
  - Works/coordinates with OPCO PA in the administration of GFP
  - Ensures that all GFP is properly managed, documented, and reported
  - Work is performed IAW the FAR, DFAR, other regs, and contract stipulations
    - All points to FIAR compliance
    - Recommends best business practices
Property Management System Analysis (PMSA)

- PMSA – a periodic audit of the OPCO’s Property Control Plan (PCP) as it applies to a specific ship and IAW the ship operating contract guide. Also in compliance with processes and procedures outlined in the FAR and MSC’s contract with the OPCO.

- What to Expect Prior to
  - Notification
  - Request for Documents

- What to Expect During
  - In-Brief
  - The 10 Functional Outcomes
  - Out-Brief

- What to Expect After
  - Business systems analysis
  - Corrective action plan (via the Contracting Officer/COR)
PMSA Functional Outcomes Audited

- Acquisition – involves the OPCO’s acquisition of property by various means...or via a contractual transfer of accountability from another contract

- Receipt – the process of physically receiving incoming property; the point at which the OPCO becomes accountable and responsible with property that is Government-owned

- Records – ensuring that the OPCO establishes/maintains records of Government property IAW regs and contract terms/conditions

- Physical Inventory – the on-hand quantities are known/in location and recorded accordingly

- Sub-contractor control – that subcontracts clearly identify assets to be provided including the proper flow of contract terms/conditions including periodic reviews by the OPCO
PMSA Functional Outcomes Audited

- Reports – involves the OPCO’s report preparation controls and procedures

- Relief of Stewardship – the process which enables the prompt recognition, investigation, disclosure, dispositions/expenditures, and reporting on the loss of Government property and determination of accountability

- Utilization – ensuring the use of Government property by the OPCO is IAW or as authorized by the contract

- Maintenance – the proper care of equipment, special tooling, and special test equipment

- Property Close-out – disposition action upon contract completion
Shipboard Validations

- Validations – a scheduled audit of an OPCO ship’s inventory of its storeroom items (SRI) and durable moveable property (DMP) also known as operating space items (OSI).

- What to Expect Prior to
  - Completion of W2W inventory
  - Notification/scheduling and visit coordination

- What to Expect During
  - In-Brief with the Ship’s Captain, CHMATE, CHENG, OPCO PA, SK
  - Randomized print-out of 10% SRI inventory
  - Randomized print-out of 10% DMP (by category)
  - Out-Brief

- What to Expect After
  - Business systems analysis and after action report
  - Corrective action plan (via the Contracting Officer/COR)
Shipboard Validation Functional Outcomes Audited

- Records – ensuring that the OPCO establishes/maintains records of Government property IAW regs and contract terms/conditions

- Physical Inventory – the on-hand quantities are known/in location and recorded accordingly

- Receipt – the process of physically receiving incoming property; the point at which the OPCO becomes accountable and responsible with property that is Government-owned

- Reports – involves the OPCO’s report preparation controls and procedures

- Relief of Stewardship – the process which enables the prompt recognition, investigation, disclosure, dispositions/expenditures, and reporting on the loss of Government property and determination of accountability

- Sub-contractor control – assets provided for including the proper flow
The Program Management Logistician (PML) is part of the MSC N44 (Logistics Sustainment) organization of MSC with specific duties and responsibilities in direct support of a specific MSC Program.

PMLs provide subject matter logistics support on all logistics functions pertaining to the mission and operation of ships within the program.

PMLs are the initial POC for all logistics related issues.

PM2 – Special Mission: David Goldstein
PM3/5 – Prepositioning: Earl Thomas
   Robert Stailey
   Mike Meeink
Program Manager’s Logistician (PML) Perspective

Monitor, assess and ensure the material readiness of assigned ships

Provide equipment life cycle and material readiness management, guidance and direction
- Casualty Report (CASREP) material support
- Shipboard Feedback (ACR/FCFBR/CK)
- Transportation Alterations (TRANSALTs)
- Equipment installations/removals/relocations
- Inventory audits
- Shipboard configuration and storeroom allowances for installed equipment.
- Management of class Shore Based Spares (SBS)

Coordinate movement of government provided assets
- Repair part/equipment asset sharing
- CBRD/AT/FP Equipment
- Repair part excess and shortage

Contract compliance oversight
- Invoice reviews
- Submission of required inventories (e.g. ammunition/weapons/boat/property)
- Deliverables submissions required by the Technical Manual
Some Thoughts to Ponder

- Proper housekeeping/proper care
Some Thoughts to Ponder

• Receipt and stowage
Some Thoughts to Ponder

- Excessive trash and dust
Some Thoughts to Ponder

• What a storeroom should look like!
More Thoughts to Ponder

- PIEE – Procurement Integrated Enterprise Environment
More Thoughts to Ponder
References

- USG Contracts and OPCO PCP
- SECNAVINST 5200.43A Govt Furnished Property, Accountability, and Management
- COMSCINST 4340.3D Govt Furnished Property, Accountability, and Management
- OPNAVINST 4440.26C Accountability and Management of OM&S and GFP
- SECNAVINST 5200.45A General Equipment – Accountability and Management
- COMUSFLTFORCOMINST 5200.45 USFFC General Equipment
- Federal Acquisition Regulation (FAR)
- Defense Federal Acquisition Regulation (DFAR)
Points of Contact

MSC_N48_GovernmentProperty@us.navy.mil

al.d.deguzman.civ@us.navy.mil
Desk: (757) 443-2818  Cell: (757) 927-6885