

Charleston Industry Council
January 10, 2012

The Charleston Industry Council met Tuesday, January 10, 2012. Here are the highlights of the discussions:

1. **Pillars:**
 - a. No updates to offer.
 - b. Many industry members provided positive feedback to SPAWAR contracts on RFP content and accuracy, especially for the unrestricted. This is most likely due to the similarity to the Small Business RFPs.

2. **Emerging Small Business:** Due to SBA concerns and requests on behalf of very small businesses and their ability to compete in 8(a) pillars, SPAWAR is planning a non-pillar, 8(a) MAC follow on contract. Will be similar to current 8(a) contract with respect to scope, thresholds and ability to receive a sole source task order.
 - a. Plan on releasing FedBizOps Special Notice in next one to two weeks to announce intent to issue follow-on 8(a) MAC contract

 - b. Will brief this during January 19, 2012 SBIOI

3. **Small Business Advocate:** Robin Rourke has been selected to fill Bob Medick's position. She was in attendance at the meeting.

4. **Manpower Reporting:** No new news here. Will continue summary report by task order until further notice. Changes could come down in the future that require labor categories and performance locations aligned to the SSC Lant locations.

5. **Online TO RFP Tool:** Will start using a Seaport module – Seaport O. SPAWAR recently made the decision to implement based on NAVSEA's success using the portal and the great reporting capability. Some existing contracts are already being loaded into this tool to work out bugs. Training from NAVSEA is scheduled for February 2012.

6. **Market Research Initiative:** HQ is working with industry to come up with consistent processes for Market Surveys as well as Market Research. The emails of the members from San Diego area below.
 - a. faye.esaias@navy.mil
 - b. allen.maxwell@omni2max.com
 - c. ccaskey@dcscorp.com

- d. dgomrick@csaassociates.com
- e. Hobson_Benito@integrits.com
- f. jhewitt@intellisolutions-inc.com
- g. jlasswell@industechology.com
- h. JUDITH.L.SMITH@saic.com
- i. kworden@novapower.com
- j. Imaestas@knowledgemade.com
- k. mariaf@bientech.net

7. **Executive Council:** Chris Miller would like to establish this in SSC Lant. Goal is to get this in place during FY12. They are looking for, and are open to ideas, as to how this should be structured. Would like the group to be an informal forum for information exchange by engaging a subset of executive level industry partners. They are thinking of modeling it after CIC – diverse representation, transparent, rotating membership, etc. Size of group has not been determined.
8. **Strategic Sourcing:** SSC LANT is leading a strategic sourcing initiative related to Repair/Maintenance of IT/COMMs equipment. In order to focus our efforts on a specific area, the Commodity Profile efforts identified "C4ISR Modernization Support" as our primary area of opportunity. Within this area, we are analyzing services and support associated with the design, delivery, and sustainment of C4ISR and Information Technology systems to provide US Military, Other Government Agencies and Coalition Partners with Information Dominance.

As they enter the Market Analysis phase, the team is seeking 3-5 industry representatives to participate in stakeholder interviews. A mix of business and technical POCs would provide us perspectives from both areas as we formulate our recommendations.

9. **In-Sourcing Notice:** A question was brought by industry as to how SSC Lant would comply with the requirement to provide industry partners "Timely Notification" of their intent to in-source positions currently held by contractors. This requirement was included in the FY 2012 Defense Authorization Act. SSC Lant had no input on this and has taken it for action.
10. **GFP CDRL:** SPAWAR HQ is developing a Government Furnished Property CDRL that is intended to be applied to all contracts. It will provide for uniformity in reporting across SPAWAR. This will be discuss further at the next meeting.