

**Charleston Industry Council
July 10, 2012**

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

1. **Trip Wire Updates:** As SPAWAR and industry collectively work through the implementation of the trip wire directives, several lessons are being learned. SPAWAR did commit to publishing updates to e-commerce when they are available.
 - a. **Labor Rate (\$250K per year)**
 1. SPAWAR is reviewing and asking for justification for all rates exceeding \$250K annually fully burdened. However, only those tasks which have 500 hours or more of these high rate individuals are being reported.
 2. Industry members are complaining to technical codes when challenged by contracts and in many cases are not responding with the proper information and are causing awards to be delayed. SPAWAR would like all industry partners to remember that these are external directives and there is no option except to comply. Advising the technical codes of what is going on is fully appropriate, but we should be making sure we are helping the process, not hindering it.
 - b. **Best Value Criteria.** Best value selection criteria continues to be the normal procedure. The 10% criteria still is in effect. There are cases when Task Order competitions have been changed to a low price technically acceptable selection criteria and this will continue when specific cases warrant it.
 - c. **30 Day Proposal Timeline.** The task order process is being designed to encourage rapid response from industry on the proposals. If task order response times are less than 30 days and no-bid decisions are reported strictly based on too little time, they will consider opening up the response time to a sufficient time based on the requirements of the task and information provided by offerers.
2. **“Race to the Bottom”** SPAWAR will use CPARS as well as increased contract surveillance practices in order to maintain quality of services while achieving greater cost efficiencies. They believe that over time this will help make sure the low bidder also is fully capable of performing the task.
3. **MAC TO Processes:**

- a. An overview of the processes and steps to award task orders was provided. Of particular interest is the time to award a task order. SPAWAR is planning a 45 calendar day period from the time a task order hits contracts until an award can be made which assumes less than 30 days for the proposal. Should the submission time be extended, this time will logically be extended as well.
 - b. The SeaPort "O" tool is still being worked. There is a goal to have all services MACs being worked out of the tool by October 2012.
4. **Employee Surveys:** SPAWAR has been surveying government employees and wants to extend the process to contractors. CIC came up with questions that would apply to contractor employees. The next step is to get with a SPAWAR representative to work out the process for implementing this via contracts.