

Charleston Industry Council
November 8, 2011

The Charleston Industry Council met Tuesday, November 8, 2011. Here are the highlights of the discussions:

1. **Market Surveys/Market Research:** Over the last 2 years, SPAWAR has been addressing standardization of market surveys, but industry has not seen a document that defines the end to end process.
 - a. Surveys are primarily used to screen requirements to see if small businesses can perform the task. Therefore, the lead on this issue has been the Small Business Office.
 - b. It is still the desire of SPAWAR to be able to provide feedback to small businesses on the survey documents submitted. No date has been established to complete this.
 - c. SPAWAR HQ has started an initiative on standardizing market research activities that is expected to be Command wide. SSC Lant is participating as are industry partners.
 - d. Market research will be applied to Multiple Award Task/Delivery orders as well as simplified acquisition in the future.

2. **Task Order Processing:** Use of the Contract Resource Manager function to decide which MAC contract a particular task would be provided to was discussed. There are 3 CRM functions among multiple individual employees.
 - a. One position sits in 2.0 and is funded out of POH.
 - b. The second function is assigned to work for a single sponsor (e.g. ATC)
 - c. The third supports the use of command wide contracts.

3. **Manpower Reporting:** Nothing new reported on Manpower reporting. The rumor that SPAWAR was using the data for purposes other than "head count" was not confirmed. It was, however discussed that they would like to be able to have a tool to that tracks bid rates to billed rates on the contracts, but admitted they are not there.

4. **Industry questions:** The following specific question was submitted by industry.
 - a. *How is SPAWAR anticipating that they will comply with Daniel Gordon's direction issued in the OFPP memo dated September 29, 2011? Seems like this will add additional burden to their acquisition process... What impact will it have on the pending SBSA and F&O MACs?"*
 1. SPAWAR does not see this as an impact at this time. This memo is a guidance memo and is focused on contracting for multiple agencies. SPAWAR's contracting is in support of its mission only and does not feel that there is an impact at this time. Should the pillars be successful in the

future and they be expanded to support other agencies requirements, there would certainly be an impact.

- b. This question did spur additional discussion about small business contracting. Additional guidance is being prepared on that topic. While SPAWAR has seen the drafts, so specifics were presented.
5. **New Initiatives:** Industry members asked inputs on new initiatives for FY 12. One item that was discussed is the use of reverse auctions in the material procurement process. As this is identified further, CIC will likely invite additional industry partners to the working group.