



# SEWPTimes

Issue 8  
January 2017

## SOLUTIONS FOR ENTERPRISE-WIDE PROCUREMENT

Federal IT Procurement...Simplified

### Happy New Fiscal Year!

As we close on the 1st quarter of FY'17, we wanted to highlight some recent achievements as well as highlight some enhancements changes we are working on to improve the SEWP user experience.



### FY 2016 SEWP Highlights

- SEWP V has passed the \$5 billion mark in sales
- SEWP currently has over 15 million CLINs and over 4 million unique part numbers
- SEWP processed over 29,000 new orders with an average order size is \$100k in FY2016
- \$3.1 billion in new orders for FY16 which is a 12% increase from FY15
- In FY16 SEWP had 27,874 RFQs and 47,389 TRs
- SEWP adds 20-30 new customer daily
- SEWP Introduces New Agency Catalog Concept

### SEWP QRT Update

The default view/options for the SEWP Quote Request Tool (QRT) has been changed to better reflect the selection processes to maximize competition and provide full set-aside options. Please note that the Group based view previously available on the QRT can still be accessed by selecting 'Group view'. However, the SEWP PMO highly recommends the default view be used.

The main change is to make it clear what selection options are available and to ensure that all companies with a given size designation are included in a set-aside.

The choices that are provided are to either select from Group A or from Groups B, C and D with the set-aside options immediately visible for each selection.

To view the original Fair Opportunity, select [Group View](#)

Select All, or an available Set-aside from Group A, or Group B, C, D:\*  
Click on "List" to see which Contract Holders (CH) are in Group A or Group B, C, D

<b>Group A (NAICS 334111) (List)</b>	<b>Group B, C, D (NAICS 541519) (List)</b>
<input type="radio"/> Full and Open (35)	<input type="radio"/> Full and Open (135)
<input type="radio"/> Small Business (21)	<input type="radio"/> WOSB (31)
	<input type="radio"/> HUBZone (19)
	<input type="radio"/> SDVOSB (30)
	<input type="radio"/> Small Business (107)
	<input type="radio"/> EDWOSB (12)

[Return to Top](#)

### 2017 SEWP Training and Events



#### SEWP is now accepting requests for free SEWP Training!

Training is open to users from both the federal acquisition and technical communities who are new to SEWP, and those users who may just need a refresher on the new SEWP tools & capabilities.

(Note: DoD requires employees to be trained to purchase through SEWP - please contact the SEWP Program Office to review your options for SEWP training).

#### Some of the valuable topics covered in the 1.5hr onsite training include:

- GSS - SEWP explains Government-wide Strategic Solutions (GSS)
- Quote Request Tool, Provider Tool - Learn how SEWP's enhanced online tools can make procurement more efficient
- Catalogs - Standardize technology while reducing cost
- Item Level Tracking and Reporting - Gain valuable insights to make better purchasing decisions

If you are interested in scheduling SEWP training at your facility, please submit a request by using the Request a Training link on the SEWP Website; by emailing [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov); or by calling the Helpline at (301) 286-1478.

#### Upcoming Events

- February 6th AFCEA West - San Diego, CA
- April 20th GITEC 2017 - Annapolis, MD
- April 19th 24th Annual Government Procurement Conference - Washington, DC

## SEWP Introduces New Agency Catalog Concept

Within the confines of the SEWP V Contracts, the SEWP Program Management Office (PMO) has developed an Agency Catalog concept to assist agencies with their strategic procurements. The guiding principle behind the catalog concept is for an Agency to identify an extensive reoccurring IT need in which the Agency can establish base line pricing and product availability within the existing SEWP Catalog of record for that need. For example, the ordering Agency could identify a software license or mobile device that they would be purchasing enterprise-wide without having to research the entire SEWP Catalog of offerings. A “snapshot” of the SEWP contract items that meet the Agency’s needs is then available for that Agency’s procurement personnel to view those existing products with established contract pricing. This can greatly reduce the time and effort of obtaining product information for known requirements.



“The intent is to make it easier for agencies to streamline enterprise acquisition, so that Chief Information Officers and Chief Procurement Officers know exactly what their users are purchasing, and for how much,” said Joanne Woytek, SEWP Program Manager. To leverage the Agency Catalogs, SEWP has developed an e-commerce like website where agency personnel can review the SEWP catalog items that meets their needs. The user can then order what is offered at the established pricing or re-compete the requirement with any additional modifications to the specifications that the user may need to make. While each Agency will need to make their own determination of what SEWP items meet their needs, the SEWP PMO recommends, where appropriate, multiple SEWP contract holder participants. The SEWP PMO further recommends that an Agency establish a refresh cycle, such as every 6 months or every year, to ensure the technology, pricing and availability is up to date. SEWP has piloted this concept through the Government-wide Strategic Sourcing (GSS) Initiative which started in August 2015 and is in its second round of refreshes.

Though it is a fairly new concept and still in the developing stages, “The agency catalog has seen interest from wide ranging agencies all with different missions,” mentioned Darlene Coen, SEWP deputy Program Manager, who is spearheading the effort along with the Program Level Outreach Team (PLOT) at SEWP. “We hope this concept creates a real value add for agencies to leverage the SEWP contracts, however, we still encourage customers to do a traditional RFQs for more complex requirements through our Quote-Request-Tool(QRT),” she added.

Agencies who are interested in developing their own Agency Catalog or learning more the concept are encouraged to contact SEWP via E-mail at [help@sewp.nasa.gov](mailto:help@sewp.nasa.gov).

## SEWP Team Spotlight



**KG Woltz** has been with the SEWP PMO for 22 years and still going strong. He started out in Customer Service as a Data Processing Specialist, moving on to the IT department. Just to name a few positions he’s held: Sr. Data Processing Specialist, Micro Computer Specialist, Web specialist, Programmer Analyst and Senior Web Designer. He was recently promoted to Technical Team Manager in the IT Department while still providing web and software development support. He continues to provide excellent customer support, exceed expectations and accept additional responsibilities without hesitation.



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