THE FEDERAL SMALL BUSINESS SUMMIT
NEW MEXICO STATE UNIVERSITY
NASA SEWP
Ken Brown – Industry Relations Manager
Agenda

• What is SEWP?
• Who can use SEWP?
• What can be acquired using SEWP?
• Why should you care?
• How does SEWP work?
**What can be procured through SEWP?**

<table>
<thead>
<tr>
<th>In-Scope Categories</th>
<th>Examples of In-Scope Products &amp; Services</th>
</tr>
</thead>
</table>
| **Information Technology & Networking** | Computer Hardware, Tablets  
Network Appliances: Routers, Modems, VOIP  
Storage  
Security |
| **Software & Cloud**                 | Software  
Virtualization and Cloud Computing  
XaaS (e.g. SaaS=Software as a Service) |
| **Mobility & Communications**        | Telecommunication Devices and Services |
| **Supporting Technology**            | Scanners, Printers, Copiers, Shredders  
Associated Supplies and Accessories  
Sensors  
Health IT |
| **AV/Conferencing**                  | A/V Equipment and Accessories  
TVs, Display Monitors, Projectors and Screens |
| **Services**                         | Maintenance / Warranty  
Site Planning / Installation / Cabling  
Product Based Training  
Product Based Engineering Services |
Why Should You Care?

• Strategic Sourcing / Consolidated Contracts
• Agencies determine contract vehicle
• Federal Agencies are using SEWP more & more
Why Federal Agencies Use SEWP

• Ease of Use
• Acquisition Tool Box
• Customer Service
• *Need for SPEED*
• Best Value Contract
• Agency Catalogs
Dynamic Availability

✓ Thousands of Providers*
  ✓ New providers added daily

✓ Millions of Products & Services
  ✓ Quotes and orders are verified against contract catalog
  ✓ Items added daily to contract based on customer requests
PMO Growth

**Total $ Processed**

- FY '16: $4,000,000,000
- FY '17: $5,000,000,000
- FY '18: $6,000,000,000

**Avg $ PO**

- FY '16: $120,000
- FY '17: $135,000
- FY '18: $150,000

**FY '16** | **FY '17** | **FY '18**
---|---|---
$120,000 | $135,000 | $150,000

**PMO Growth**
### SEWP V Top Issuing Agencies: July 16, 2019

<table>
<thead>
<tr>
<th>Agency</th>
<th>Total Amount</th>
<th># Orders</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department of Defense</td>
<td>$4.350 B</td>
<td>9,287</td>
</tr>
<tr>
<td>Department of Veterans Affairs</td>
<td>$2.950 B</td>
<td>13,648</td>
</tr>
<tr>
<td>Department of the Navy</td>
<td>$1.390 B</td>
<td>9,150</td>
</tr>
<tr>
<td>Department of Justice</td>
<td>$1.385 B</td>
<td>7,615</td>
</tr>
<tr>
<td>Department of the Treasury</td>
<td>$1.225 B</td>
<td>3,412</td>
</tr>
<tr>
<td>Department of State</td>
<td>$765 M</td>
<td>5,421</td>
</tr>
<tr>
<td>Department of Commerce</td>
<td>$685 M</td>
<td>12,182</td>
</tr>
<tr>
<td>Department of Health and Human Services</td>
<td>$630 M</td>
<td>3,184</td>
</tr>
<tr>
<td>Department of the Interior</td>
<td>$506 M</td>
<td>24,895</td>
</tr>
<tr>
<td>Department of the Army</td>
<td>$428 M</td>
<td>2,055</td>
</tr>
<tr>
<td><strong>Total SEWP</strong></td>
<td><strong>$17.682 B</strong></td>
<td><strong>12,795</strong></td>
</tr>
</tbody>
</table>

*Next 5: NASA, Dept. of Agriculture, USAF, Energy, SEC, & DHS*

*90 Agencies have utilized SEWP V*
How Does SEWP Work?

Industry Providers

SDVOSB
- Contract Holder
- Contract Holder

Econ. Disadvan.
- Contract Holder
- Contract Holder

HUBZone
- Contract Holder
- Contract Holder

WOSB
- Contract Holder
- Contract Holder

SEWP

Federal Government

RFQs
Quotes
Purchase Order
Delivery

When building relationships with SEWP Contract Holders, it is in your best interest to partner with as many types of set-asides as possible.
help@sewp.nasa.gov
Thank You
Why Should You Care?

Strategic Sourcing / Consolidated Contracts

Agencies determine contract vehicle

Federal Agencies are using SEWP more & more
Why Federal Agencies Use SEWP

• Ease of Use
• Acquisition Tool Box
• Customer Service
• Need for SPEED
• Best Value Contract
• Agency Catalogs
How Does SEWP Work?

Industry Providers
- SDVOSB
- Contract Holder
- Contract Holder
- Econ. Disadvantaged
- Contract Holder
- Contract Holder
- HUBZone
- Contract Holder
- Contract Holder
- WOSB
- Contract Holder
- Contract Holder

SEWP
- RFQs
- Quotes
- Purchase Order
- Delivery

Federal Government

When building relationships with SEWP Contract Holders, it is in your best interest to partner with as many types of set-asides as possible.