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PROCUREMENT SCIENCES INDUSTRY INSIGHTS:

NASA SEWP VI: A Deep Dive into its History, Value, and Acquisition Process



Introduction

The National Aeronautics and Space Administration (NASA) Solutions for Enterprise-Wide Procurement (SEWP) VI is the latest iteration of NASA's highly successful Government-Wide Acquisition Contract (GWAC). SEWP VI represents a significant opportunity for businesses to provide Information Technology (IT) products, services, and solutions to federal agencies. This report delves into the history of SEWP VI, its value proposition for businesses, and the steps involved in getting onto the contract vehicle.

History and Evolution of NASA SEWP

The SEWP program has a rich history, dating back to 1993 when it was initially known as "Scientific and Engineering Workstation Procurement." Over the years, the program has evolved to encompass a broader range of IT solutions, including services, with each iteration adapting to the changing technological landscape¹. This evolution is evident in the shift from a focus on hardware in the early versions to a more comprehensive approach that includes software, cloud computing, cybersecurity, and other IT services¹.

Interestingly, the first iteration, SEWP I, had an initial estimated value of \$827 million, but the final reported obligations were significantly lower at \$2.5 million². This highlights the substantial growth and impact of the program over time.

SEWP Version	Award Year	Focus
SEWP I	1993	Primarily hardware-focused, providing workstations and networking equipment.
SEWP II	1996	Expanded to include more IT products and services.
SEWP III	2001	Further broadened the scope of IT solutions offered.
SEWP IV	2007	Introduced firm fixed-price services and increased small business participation.
SEWP V	2015	Continued expansion of IT solutions and services, with a focus on emerging technologies.

SEWP VI builds upon this legacy, aiming to provide a comprehensive and streamlined acquisition vehicle for federal agencies to access the latest IT solutions. Leading this effort is Joanne Woytek, SEWP Program Director, who has been instrumental in the program's success since its inception. Notably, SEWP VI will be her "last hurrah" as she plans to retire after its launch⁴.

NASA SEWP VI: An Overview

NASA SEWP VI is a 10-year Indefinite Delivery, Indefinite Quantity (IDIQ) contract with a ceiling of \$60 billion⁵. This marks a significant change from previous iterations, with each awarded contract now capped at \$20 billion, providing a more extended contract duration and higher potential value⁶. SEWP VI offers a wide range of IT products and services, categorized as follows:

- **Category A: IT Solutions (ICT and AV Products):** This category focuses on IT products, such as hardware, software, and audio-visual equipment, along with product-oriented services like maintenance and installation⁷.
- **Category B: Enterprise-wide IT Solutions (Products and Service Solutions):** This category includes a combination of IT products and services, offering enterprise-wide solutions⁷.
- **Category C: IT Professional Services (ICT and AV Services):** This category is exclusively for small businesses and focuses on IT professional services⁷.

SEWP VI offers several benefits for federal agencies:

- **Streamlined Procurement:** SEWP VI simplifies the acquisition process, saving time and resources⁹.
- **Access to Innovation:** It encourages the use of advanced technologies, such as AI, cloud solutions, and cybersecurity⁹.
- **Competitive Pricing:** SEWP VI fosters competition among vendors, leading to competitive pricing¹⁰.
- **Support for Small Businesses:** It provides specific set-asides and support for small businesses, promoting diversity and competition in the IT marketplace⁹.

Understanding the SEWP VI Solicitation Document

Before delving into the acquisition process, it's crucial to understand the purpose of the SEWP VI solicitation document. The initial draft of the Request for Proposal (RFP) released by NASA

serves as a preliminary document for review and comment. It is not a solicitation for proposals at that stage¹¹. This distinction is important to manage expectations and ensure potential bidders understand the document's role in the overall acquisition process.

Delays, Pauses, and Updates in SEWP VI

The journey of SEWP VI has been marked by some delays, pauses, and updates. These events reflect NASA's commitment to ensuring a transparent and collaborative procurement process, addressing industry feedback and concerns. Here's a timeline of key events:

- **May 23, 2023:** NASA releases the draft solicitation for SEWP VI⁴.
- **August 8, 2024:** NASA announces a strategic pause on the SEWP VI RFP. This pause was prompted by industry concerns regarding the clarity of the solicitation and a significant number of unanswered questions. This highlights NASA's commitment to addressing industry feedback and ensuring a smooth and transparent procurement process¹².
- **September 2024:** After a six-week pause, NASA provides an updated timeline for SEWP VI, demonstrating its responsiveness to industry input and its dedication to keeping the acquisition process on track¹³.
- **November 15, 2024:** Amendment 8 to the SEWP VI RFP is released, extending the proposal submission deadline to January 30, 2025. This extension provides businesses with additional time to prepare their proposals and incorporate any changes based on the updated timeline and addressed concerns¹⁴.
- **December 16, 2024:** Amendment 10 to the SEWP RFP is released, further extending the due date to February 17, 2025. This further emphasizes NASA's flexibility and willingness to accommodate the needs of potential bidders¹⁵.

Value of Getting onto SEWP VI for Businesses

Being awarded a SEWP VI contract offers numerous advantages for businesses:

- **Access to a Large Customer Base:** SEWP VI is a GWAC, meaning it can be used by all federal agencies, providing access to a vast customer base¹⁰.
- **Long-Term Opportunities:** The 10-year ordering period with a ceiling of \$60 billion offers long-term revenue potential for businesses⁵.
- **Increased Visibility and Credibility:** Being a SEWP VI awardee enhances a company's visibility and credibility within the government contracting space¹⁰.
- **Streamlined Sales Process:** SEWP VI simplifies the sales process, reducing the time and resources required to secure government contracts¹⁰.
- **Contract Flexibility:** SEWP VI offers multiple contract types to accommodate a wider range of project needs and contractor capabilities⁵:

Contract Type	Description
Fixed-price	A set price for the goods or services provided.
Time and material	Payment based on the actual time spent and materials used.
Labor-hour	Payment based on the number of hours worked.

Contract Type	Description
Award-fee	A fee awarded based on performance evaluations.
Incentive-fee	A fee awarded for achieving specific performance goals.

Furthermore, the success of SEWP V, with \$10 billion in spending in FY2021, demonstrates the potential for significant revenue generation through this contract vehicle¹⁶. However, it's important to note that the competitive landscape surrounding SEWP VI, particularly in the DMV area, demands meticulous evaluation and selection processes from government customers to ensure they receive optimal value¹⁷.

Steps to Get onto SEWP VI

The SEWP VI acquisition process involves several steps:

1. **Review the Solicitation:** Carefully review the official SEWP VI solicitation document on SAM.gov to understand the requirements and evaluation criteria¹⁸.
2. **Meet All Mandatory Requirements:** Ensure your company meets the mandatory requirements, including ISO 9001:2015 certification for Category A and CMMI Certification for Categories B and C. Additionally, companies need to demonstrate relevant experience through REPs with at least \$30 million in revenue. ISO certifications are also mandatory⁹.
3. **Prepare Relevant Experience Projects (REPs):** Gather and document relevant experience projects that demonstrate your company's capabilities and past performance in the specified technical areas⁹.
4. **Develop a Strong Proposal:** Prepare a genuinely comprehensive proposal that

addresses all aspects of the solicitation, including technical approach, past performance, and mission suitability⁹.

5. **Submit Your Proposal:** Submit your proposal through SAM.gov by the specified deadline.

Tips for Success

To increase your chances of winning a SEWP VI contract, consider these tips:

- **Engage with NASA:** Attend industry days and utilize the NASA SEWP Comment Tool to seek clarification and address any questions¹¹.
- **Focus on Strengths:** Identify your company's core strengths and align your proposal with the technical areas where you excel²¹.
- **Highlight Past Performance:** Provide strong evidence of past successes, including quantifiable results and customer testimonials. When submitting past performance contracts, ensure they were completed after May 23, 2021, or are ongoing with at least 6 months of performance⁹.
- **Demonstrate Innovation:** Showcase your company's ability to leverage emerging technologies and provide innovative solutions⁹.
- **Partner with SEWP Contract Holders:** Consider partnering with existing SEWP contract holders to leverage their experience and access to government customers²³.

Conclusion

NASA SEWP VI presents a significant opportunity for businesses to participate in the government's IT procurement process. By understanding the history, value proposition, and acquisition process of SEWP VI, businesses can position themselves for success in this competitive landscape.

Synthesis

NASA SEWP VI, the latest iteration of NASA's successful GWAC program, offers a significant opportunity for businesses to provide IT solutions to federal agencies. The program has evolved from its hardware-centric origins to encompass a comprehensive range of IT

products and services, adapting to the changing technological landscape.

SEWP VI is a 10-year IDIQ contract with a ceiling of \$60 billion, offering long-term revenue potential for businesses. It provides streamlined procurement processes, access to a large customer base, and increased visibility within the government contracting space.

The acquisition process involves meeting mandatory requirements, preparing relevant experience projects, and developing a strong proposal. Businesses can increase their chances of success by engaging with NASA, focusing on their strengths, highlighting past performance, demonstrating innovation, and considering partnerships with existing SEWP contract holders.

Despite some delays and pauses in the acquisition process, NASA has demonstrated its commitment to transparency and collaboration by addressing industry concerns and providing updates. SEWP VI holds significant potential to drive innovation and foster a competitive IT marketplace for businesses of all sizes.

Procurement Sciences: Transforming Success on NASA SEWP VI

NASA's **Solutions for Enterprise-Wide Procurement (SEWP) VI** represents a landmark opportunity for government contractors to deliver advanced IT products and services to federal agencies. With a 10-year ordering period and a \$60 billion ceiling, SEWP VI is one of the most competitive and lucrative Government-Wide Acquisition Contracts (GWACs). Succeeding on this vehicle requires a strategic approach, meticulous preparation, and cutting-edge tools – all of which **Procurement Sciences** provides.

How Procurement Sciences Empowers SEWP VI Contractors

Navigating the complex requirements and competitive environment of SEWP VI demands precision, efficiency, and expertise. Procurement Sciences, through its **Awarded AI** platform, offers a comprehensive suite of tools and services designed to streamline the SEWP VI

process, from opportunity identification to ongoing performance management.

1. Streamlined Opportunity Identification

SEWP VI covers a vast array of IT solutions across its three primary categories (IT Solutions, Enterprise-wide IT Solutions, and IT Professional Services). Procurement Sciences simplifies the task of finding the right opportunities by:

- **Automated Matching:** AI-powered tools align SEWP VI opportunities with your business's capabilities, certifications, and past performance.
- **Category Insights:** Gain detailed intelligence on which SEWP VI categories and subcategories best suit your strengths.
- **Proactive Alerts:** Stay updated on amendments, proposal deadlines, and new task orders relevant to your expertise.

2. Proposal Development and Optimization

Preparing a winning proposal for SEWP VI involves addressing stringent requirements, including ISO certifications, Relevant Experience Projects (REPs), and compliance with technical standards. Procurement Sciences supports your proposal efforts with:

- **AI-Powered Proposal Drafting:** Generate compliant and compelling proposal drafts tailored to NASA's requirements.
- **Compliance Assurance:** Automatically validate your proposal against ISO 9001:2015 and CMMI certifications, ensuring alignment with SEWP VI's strict guidelines.
- **Performance Highlights:** Showcase relevant past performance with AI-generated summaries and optimized formats for maximum impact.

3. Data-Driven Bid Decisions

Deciding whether to pursue a SEWP VI task order requires careful analysis. Awarded AI provides actionable insights to help you make informed decisions:

- **Competitive Analysis:** Understand the landscape, including key competitors, past award patterns, and pricing trends.

- **Scoring Predictions:** Evaluate your likelihood of success based on past performance metrics and task order requirements.
- **ROI Insights:** Assess the financial potential of opportunities to prioritize high-value task orders.

4. Performance and Compliance Management

Winning a SEWP VI contract is just the beginning. Maintaining compliance and delivering excellence are crucial for securing repeat business. Procurement Sciences ensures your success with:

- **Task Order Tracking:** Monitor all deadlines, deliverables, and performance metrics to maintain a strong track record.
- **Compliance Monitoring:** Stay ahead of NASA's requirements with real-time updates on certifications, audits, and reporting.
- **Performance Insights:** Use debrief data and performance evaluations to refine strategies for future task orders.

5. Strategic Partnerships

For businesses new to SEWP VI or those seeking to expand their capabilities, teaming with experienced contractors can provide a competitive edge. Procurement Sciences facilitates strategic partnerships by providing:

- **Teaming Opportunities:** Identify existing SEWP contract holders whose expertise complements your own.
- **Collaboration Tools:** Share insights, task order opportunities, and proposal drafts seamlessly within a collaborative platform.

Why Choose Procurement Sciences for SEWP VI?

Procurement Sciences empowers businesses to excel in competitive contracting environments like SEWP VI. By leveraging **Awarded AI**, you'll gain:

- **Efficiency:** Automate time-intensive tasks like opportunity matching, compliance validation, and proposal drafting.

- **Precision:** Minimize errors and ensure every submission aligns with SEWP VI's technical and administrative requirements.
- **Scalability:** Adapt to SEWP VI's diverse opportunities, whether focusing on IT products, professional services, or enterprise solutions.
- **Strategic Insights:** Use data-driven tools to make smarter decisions, from bidding to performance management.

Procurement Sciences: Elevate Your SEWP VI Success

NASA SEWP VI offers contractors access to a vast federal IT marketplace, but the path to success requires preparation, innovation, and expertise. With Procurement Sciences as your partner, you can navigate the challenges of SEWP VI, maximize your opportunities, and deliver exceptional results.

Empower your SEWP VI strategy with Procurement Sciences and seize the full potential of this transformative GWA.

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