

FEDERAL, MILITARY & PUBLIC EXPERTISE

With DasNet as a partner, agencies can make the most of SEWP V.

The days of waiting weeks or even months to fulfill mission requirements are over. Those delays have been eradicated by a faster paced government environment with increasingly ambitious objectives as it faces increasingly complex worldwide threats. Agencies today are expected to respond to service and technology requests quickly, cost effectively and knowledgeably. Faced with yet another security breach, for example, an agency CISO might require a full reworking of the entire cyber security technology stack, complete with the latest and most capable tools to defend against cyber-threats. That decree would send IT staff scrambling to find the best technology for the job, determine whether the tools were available on existing contract vehicles and implement the technology once it's received.

Another agency focused on cutting travel costs might require all meetings and collaborative work sessions to be held via Web conferencing—starting in 30 days. That means the IT staff would have to determine what technology to buy, place an order, and implement the technology—all

within one month. NASA Solutions for Enterprise Wide Procurement (SEWP) and DasNet Corporation now have those agencies covered. DasNet, a government IT solutions provider, and several of its partners have been awarded SEWP contracts. They are working together to leverage SEWP to address the federal government's IT needs.

"With SEWP V's expanded focus on new products and customer service, the time was right for DasNet to secure its own SEWP contract," says Erv Robinson, DasNet's vice president and SEWP program manager.

SEWP V, the latest iteration of the 22-year-old Government-Wide Acquisition Contract (GWAC), aims to provide just what agencies need—fast, reasonably priced access to thousands of IT products and related services. That covers everything from workstations and networking equipment to computer security tools and advanced video and conference tools. SEWP V currently offers more than three million contract line items, with more being added all the time. Products are added daily, and agencies can quickly check for products online.



NASA SEWP Program Office's stated goal is to keep innovating, listening and learning. They have expanded the scope over time, and with SEWP V, they have added services related to IT products and newer technologies, such as IT-based sensors. Additionally, they have increased the amount of vendors from 37 to 147 – thus increasing vendor competition.

REMAINING RELEVANT

Federal agencies have been buying IT products from SEWP for more than 20 years, and they continue to do so at increasing rate. Today, more than 20,000 users across the federal government take advantage of the speed, customer service and low costs SEWP provides. Specifically, SEWP V features new product availability along with continually expanding the types of IT products and related services provided.



“Contract holders are able to add new vendors’ products within just a few hours – which means we can get the latest and greatest solutions on contract and into the hands of the customer quickly,” says Robinson. “...and that is a huge advantage to our federal customers and to our vendor and reseller partners.”

Customer service: The SEWP team prides itself on providing excellent customer service and that is not only true in terms of speed, but also in helping agencies at the CIO and procurement levels. Starting with SEWP V, the NASA SEWP team provides reports to each agency that track orders from the initial RFQ all the way through delivery. The team can also now tailor catalogs to each agency’s specific needs. Examples might be a catalog of routers for an upcoming project in one agency, or a government-wide catalog with nothing but desktops and laptops.

Lower prices: Because SEWP was an early innovator in process automation, it has a vast database of product and pricing information. This helps the NASA SEWP staff compare prices for products from different schedule holders and ensure pricing is as low as possible. The NASA SEWP team continues to monitor prices of specific products over time, and if they notice a spike, they will immediately investigate it. In addition, SEWP has actually reduced its fees over time. Today, it is .39 percent.

GET THE MOST OUT OF SEWP V

As a top provider of government IT products and services and the largest government-focused partner of many leading IT vendors, DasNet has helped federal agencies get the products and associated services they have needed for years. Now, as a SEWP V contract holder, DasNet provides government agencies with additional flexibility and choice in procurement vehicles.

Like SEWP V itself, DasNet continues to push the envelope. “We are frequently adding new solutions to meet new missions and demands in areas where agencies currently focus, such as cybersecurity, big data, virtualization, mobility and cloud computing”, says Robinson.

DasNet has full teams dedicated to every major product line it carries. Those teams are also cross-trained to understand products that enhance every solution. With this expertise, DasNet is well-positioned to help agencies choose products that complement and strengthen their overall solution.

TOP 10 Benefits of Using SEWP V

- 1 **SEWP** is proactive and constantly evolving, adding cutting-edge technologies and practical solutions to stay ahead of the tech curve.
- 2 **Customer** service is top-notch, with requests getting a response within 24 hours.
- 3 **The** SEWP PMO readily implements changes based on user suggestions.
- 4 **The** experienced SEWP team works hand-in-hand with customers to make sure the procurement goes smoothly.
- 5 **Automated** tools and reports allow users to manage their procurements independently if they wish.
- 6 **The** procurement process is streamlined and transparent.
- 7 **Customer** service is available at every step of the procurement process.
- 8 **New** technologies including Cloud and Health IT tools can be quickly added to the vehicle.
- 9 **The** SEWP PMO tracks all procurements and holds contract holders accountable for promised delivery.
- 10 **SEWP** is a framework allowing customers to receive satisfaction.



For example, if an agency is directed to upgrade its cybersecurity solution set, it might start by choosing products for endpoint and mobile security. The DasNet government-focused sales team might then suggest rounding out the agency’s security defense with malware analysis, threat analytics and an identity and access management solution. DasNet can then go a step further and recommend specific products to complement the original purchase.

Both DasNet and SEWP continue to strive for faster and better customer service, availability of the newest products and fair pricing.

NASA SEWP V Contract

The NASA SEWP V GWAC (Government-Wide Acquisition Contract) provides the latest in Information Technology (IT) products and product-based services for all Federal Agencies. SEWP provides the best value and cost savings through innovative procurement tools and processes; premier customer service and outreach; and advocacy of competition and cooperation within the industry.

SEWP V adheres to Far 16.5059(b) Fair Opportunity Clause which provides that each contractor shall be given fair opportunity to be considered for each order exceeding \$3,000 and issued under multiple award contracts. The FAR states that the method to obtain fair opportunity is at the discretion of the CO and that the CO must document the rationale for placement and price of each order. The SEWP online RFI/RFQ tool is the recommended method to assist in this activity and to augment the required decision documentation. The SEWP RFI/RFQ tool will automatically include the Contract Holders within a selected Group or based on a suggested source.

CONTRACT INFORMATION:

SEWP Delivery Orders (DOs) must be routed to the NASA SEWP Program Office: sewporders@sewp.nasa.gov using the official SEWP cover sheet.

Order Surcharge: SEWP has a 0.39% surcharge.

NASA SEWP reserves the right to adjust all surcharge rates as the SEWP BOWL budget so requires.

WHO CAN ORDER:

The SEWP V contract is for use by all Federal Agencies and their authorized Federal Agency Contractors. Authorized contractors are able to buy directly from the SEWP V contract in support of other Federal Government Contracts. For approval, the requesting Federal Agency Contracting Officer (CO) should send a letter to the SEWP V Program Management Office with the following information:

- Authorizing Agency Name, Contracting Officer (CO) Name, Mailing Address, Phone/FAX number
- Contractor Name and Contract Number including Period of Performance
- A statement that the contractor is authorized to purchase from SEWP contracts in support of the above contract
- The CO's signature and Date signed

Mail original letters to the NASA SEWP V Program Office:

SEWP Program Office (BOWL)
NASA Goddard Space Flight Center
Mailstop 720.4
Greenbelt, MD 20771

Learn more about NASA SEWP V:

www.sewp.nasa.gov

Fax orders and completed forms to:
301-286-1478

Email: sewporders@sewp.nasa.gov
Phone: 301-286-1478

SEWP Program Office (BOWL):
10210 Greenbelt Road, Suite 100
Lanham, MD 20706

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