



# SEWP and GSA – The Right or Wrong Way

June 2021



# Meet Your Presenters.



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# Executive Summary

- SEWP and GSA are often a good place to start
- ...but many 1102s want help “finishing the SEWP”
- Unison Marketplace delivers the help 1102s want with GWACs
- Here’s how to combine Unison Marketplace and SEWP or GSA
- Next steps

# SEWP and GSA are often a good place to start

- Best-in-Class contract vehicles
- Easy to use
- Wide array of vendors
- Helpful customer service

## **...but many 1102s want help ensuring competition**

1102s have shared pain points:

- Difficult to identify when specifications are wrong/out of date
- You have to know which vendors you want to notify on eBuy
- Rates are rarely reduced below contract ceiling
- Often do not find out delivery issues until the actual delivery deadline
- Cannot quickly move between SEWP, GSA, and other GWACs or SAM Contract Opportunities (SCO)
- Cannot aggregate reporting with other GWACs and SCO

# Marketplace delivers help 1102s want with GWACs

## ■ No more surprises:

- Sourcing team provides industry feedback on incorrect part numbers and replacement part numbers PRIOR to the competition deadline
- Delivery notification one week out from delivery
- NEW workload report proves all of the work you do!

## ■ Make life easier in Q4:

- 1102s cite Marketplace saves an average of 4 hours per action\*
- Dynamic bidding functionality allows 1102s to negotiate every buy without extra effort
- No more moving between GWAC systems
- Standardize quotes sorted from low to high for easy review

## ■ Receive cross-GWAC reporting:

- Receive aggregated reporting of NASA SEWP and other GWAC activity, along with CLIN-level prices paid data

\*Third Party Survey (January 2020)

# Here's how to combine Marketplace and SEWP

Get to NASA SEWP fast! Graduate to other GWACs even faster.

The screenshot shows the 'Create Buy' process in the Unison Marketplace. The top navigation bar is blue with the text 'Create Buy'. Below it is a progress bar with five steps: 1. START BUY (active), 2. LINE ITEMS, 3. BUY TERMS, 4. ADDITIONAL INFO, and 5. CONFIRM BUY. The main content area is divided into two sections: 'Contract Vehicle:' and 'Seller Community:'. The 'Contract Vehicle:' section has a dropdown menu labeled 'Select Contract Vehicle' with a blue arrow pointing to it. The dropdown menu is open, showing a list of options: 'Select Contract Vehicle', 'Open Market', 'GSA Schedules', 'Army CHES', 'NASA SEWP V' (highlighted with a blue box), 'CIO-CS', 'VA FSS Contracts', and 'OTHER'. Below the dropdown menu is a list of radio button options: '(Best in Class) NASA SEWP V Group B - SDVOSB', '(Best in Class) NASA SEWP V Group C' (highlighted with a blue box), '(Best in Class) NASA SEWP V Group D', '(Best in Class) NASA SEWP V Groups A & D', and '(Best in Class) NASA SEWP V Groups B & C'. To the right of the radio button options is a table with a search icon in each row. At the bottom right of the form is a button labeled 'CREATE NEW SELLER COMMUNITY'.

Just include [sewporders@sewp.nasa.gov](mailto:sewporders@sewp.nasa.gov) on your award distribution email when using Marketplace results and you're all set!



# Unison Marketplace PDF package

- View standardized vendor quotes and feedback, buy history, cost avoidance, vendor community, and set-aside
- Download for simple e-filing
- Redaction capabilities for fair competition and regulatory compliance

**Bid Summary for Buy # 507131\_01** BUY STATUS: PENDING AWARD

**QUICK LINKS**

- Repost Buy
- Clone Buy
- Cancel Buy
- View Buy Questions

**HELP / VIDEO TRAINING**

- Find an Answer
- Help/Resources

**Buy Information**

Buyer Organization: MICC Academy  
 Buy Description: Dental Chair  
 Internal Description: Dental Chair BLDG401  
 Solicitation #: DRUMDPWAJ0001  
 Start Date / Time: 05/29/2018 15:13:26 ET  
 End Date / Time: 05/29/2018 16:00:00 ET  
 Status: Pending Award (Buy Activity Report)  
 Seller Information Link: [https://demo.unisonglobal.com/buyDetails.do?token=5%3D%3Dv8KomaV0Y7R9VWKF9QH8Y4AaQAAAAAHe8Ap6gTF\\_CGg%2Fz2oQbJAAYVXBAB0Q](https://demo.unisonglobal.com/buyDetails.do?token=5%3D%3Dv8KomaV0Y7R9VWKF9QH8Y4AaQAAAAAHe8Ap6gTF_CGg%2Fz2oQbJAAYVXBAB0Q)

**Bid Stats**

Buy Description	Sellers Notified	Sellers Bidding	Bids	No Bids
Dental Chair	33	3	3	0

**View Competition Summary**

**Bid Information**

Seller	Bid #	Delivery Days	Total Price	About	ActivityCard	Seller Activity Notes	Add Activity Note
DARBY DENTAL SUPPLY LLC (DUNS: 825137818)	20730619	30	\$17,499.00	i	ActivityCard		+
AFTER ACTION MEDICAL AND DENTAL SUPPLY LLC (DUNS: 962873161)	20730620	30	\$17,500.00	i	ActivityCard		+
ADVANCED DENTAL DESIGNS, INC. (DUNS: 015978295)	20730621	30	\$18,000.00	i	ActivityCard		+

**PDF PAGE PDF PACKAGE**

**CREATE COMMENT**

Buy # 507131\_01

**Marketplace Results for: 507131\_01**  
 Report generated 05/07/2020 09:03:24 ET

**Buy Information**

Buyer Organization: MICC Academy  
 Buyer Rep: to MICC Mission Ready Course Buyer  
 Buy Description: Dental Chair  
 Internal Description: Dental Chair BLDG401  
 Solicitation No.: DRUMDPWAJ0001  
 Start Date / Time: 05/29/2018 15:13 ET  
 End Date / Time: 05/29/2018 16:00 ET

**Your Bid Summary**

Total Sellers Notified: 33  
 Total Sellers Bidding: 3  
 Number of Bids: 3  
 Number of No Bids: 0

**Set-Aside Requirement:** Small Business  
**Contract Vehicle:** Open Market  
**Seller Community:** Marketplace Seller Community (All qualified Sellers can bid)

**FAC:** FAC 2005-66  
**Purchase Description:** Brand Name or Equal  
**Specialized Buy Type:** No  
**Award Type:** Purchase Order, Delivery Order, or Purchase Card  
**Seller Attachments:** Attachments Optional  
**Seller Question Deadline:** No Seller Question Deadline Set - None  
**Reverse Auction:** Yes

**Repost Reason:** Adding specifications for an adjustable arm rest.

**Target Price**

**Total Target Price:** \$20,000.00 - Target Price is Active  
 Bid Decrement: \$1

**Suggested Sellers**

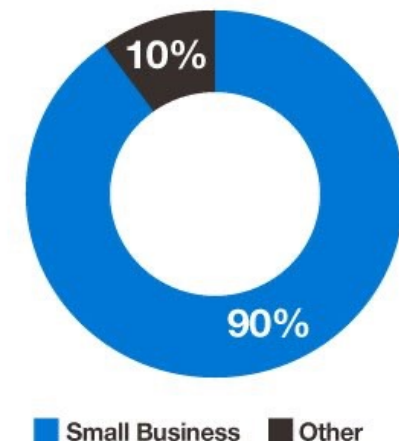
Company Name	Phone	Sales Rep	Email
No sellers added			



# Why GWAC Vendors enjoy the Marketplace

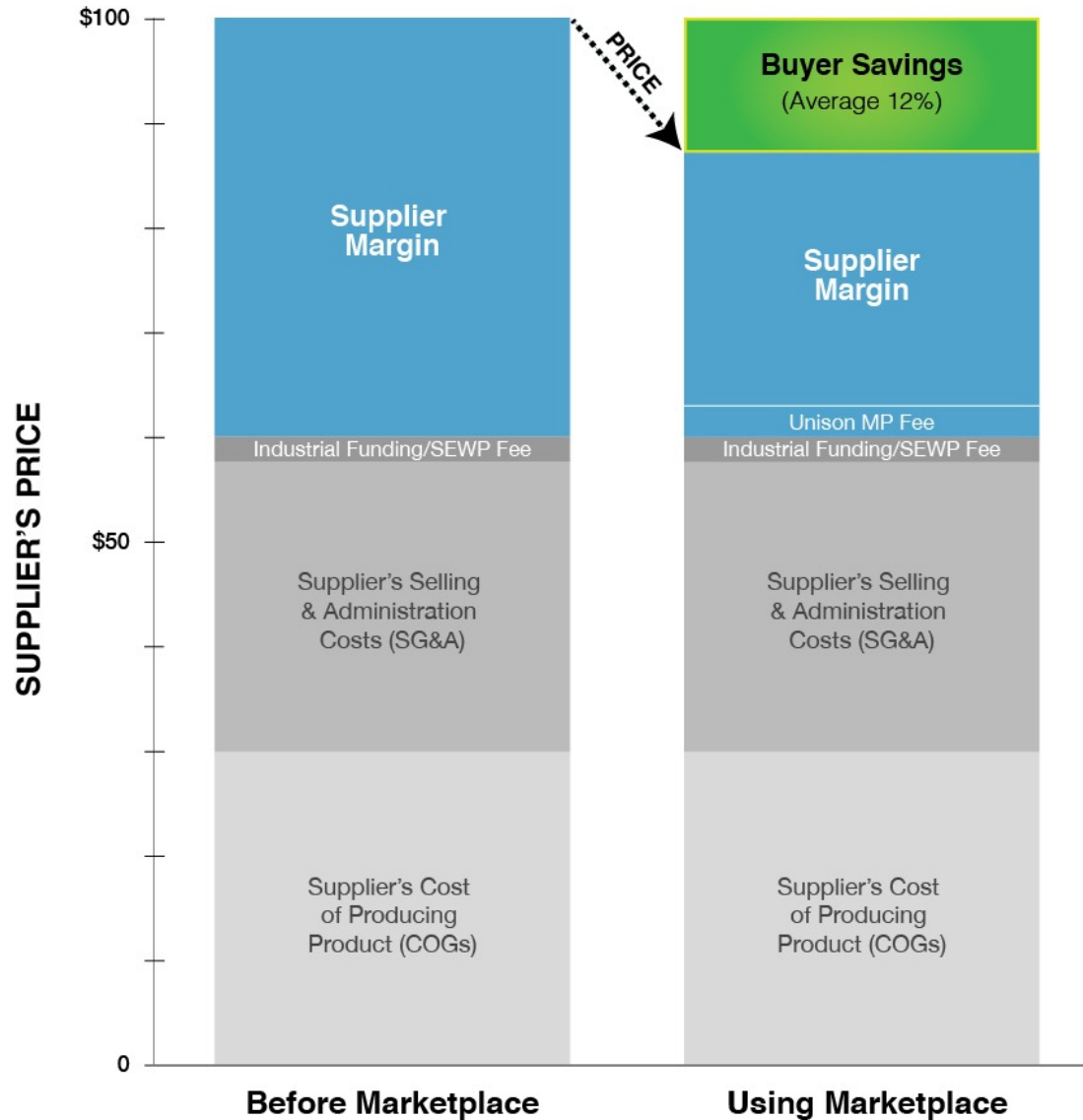
- One system during Q4
  - Small businesses only need one system to access NASA SEWP, other GWACs, and SCO
- Excellent customer service
  - On-demand customer support and training
- Instant price feedback
  - Dynamic bidding functionality increases transparency
- Ease of use
  - Robust contract opportunity filters
  - Customized email digests
  - Streamlined and standardized quoting process
- No vendor costs

% of Contracts Awarded



*"[Unison Marketplace] is an unbelievable resource for Sellers and Buyers. The process is efficient and effective. The utility convinced me that we needed to put more eggs in this basket. It works!"* - **Unison Seller**

# Unison fee is offset by lower prices.



- ✓ Automated negotiation drives savings
- ✓ Fee is incurred only if an award is made and is capped at up to 3.25% or up to \$10,833.33, whichever is lower
- ✓ Fees are reduced if necessary to keep price under contract ceiling or IGCE
- ✓ There are no other upfront, usage-based, or ongoing costs

Your organization will never pay more by utilizing the Marketplace for NASA SEWP. In fact, 1102s achieved an average of more than 15% cost avoidance

# Recap

- SEWP and GSA are often a good place to start
- ...but many 1102s want help “finishing the SEWP”
- Unison Marketplace delivers the help 1102s want with GWACs
- Next steps are to:
  - Contact us to post your next GWAC action on Unison Marketplace!
  - Register for the Marketplace at [www.UnisonMarketplace.com](http://www.UnisonMarketplace.com)
  - Complete the quiz to earn your CLP certificate for participating today

## Thank you!



**Q&A**



# Contact us to post your next GWAC action!

## Unison Marketplace

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