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01

Methodology

Methodology

» Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.

» Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.

» Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.

  » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.

Methodology (Cont)

» Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.

» Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:

  » The President's Fiscal Year budget request & supporting documentation
  » Economic Forecasts
  » Congressional documents
  » Legislative and policy documents
  » OMB A-11 circular, IT Portfolio, and Exhibit 300s
  » Agency budget documentation, reports and strategic plans
  » Deltek GovWin IQ databases
  » Federal Procurement Data System (FPDS) data
  » Industry articles and publications
  » Interviews with agency officials and industry experts and thought leaders
  » Public statements of federal IT executives

Methodology (Cont)

» Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014 .* No scores were reported for the Department of Defense.

» All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.

» FPDS spending is current as of the listed date and is refreshed during each update.

» Leading contractors are determined using data from (FPDS) and sorted by value.

   » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.

» Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

Account Summary

DISA Organization - Summary

» **Headquarters:**
6910 Cooper Ave
Fort George Meade, MD 20755

» **Leadership:**

   » **Secretary:**
   Lt. Gen Robert J. Skinner

   » **Chief Information Officer:**
   N/A

   » **Chief Procurement Officer:**
   N/A

Additional points of contacts & deeper lower level office coverage are available on **GovWin IQ's Defense Information Systems Agency Organization Chart**

Contract Spending (2019-20)	▼ -2.4%
Employment (2020-21)	▲ 5.0%
Total Employees (2021)	6,651

Percentage data based on prior year comparisons.

Source: DISA, President's Budget Request FY 2022, OPM, OMB, FPDS

GovWin from Deltek

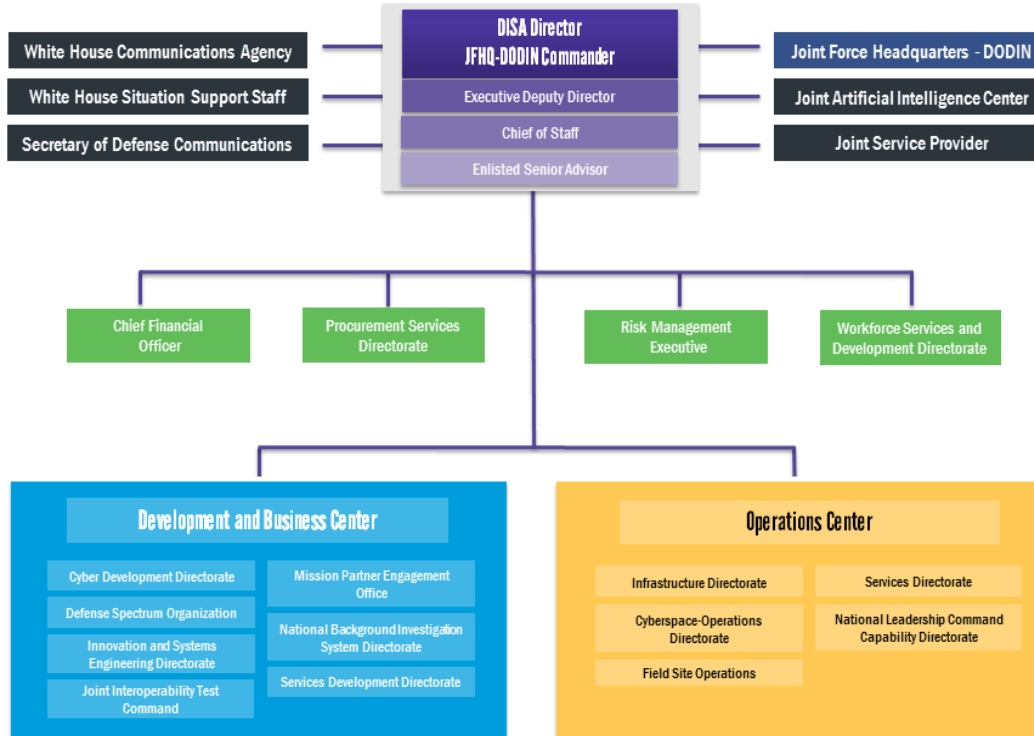# DISA Mission & Vision

» **Mission Statement:**

To conduct DODIN operations for the joint warfighter to enable lethality across all warfighting domains in defense of our Nation.

» **Vision Statement:**

To be the trusted provider to connect and protect the warfighter in cyberspace.
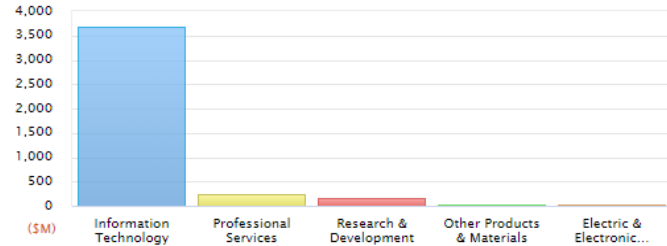
DISA Organization Structure

DISA Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

Total DISA Discretionary Budget Authorization is not Available

Top Segment Spending

Top Segment Spending (2020)   (Top 5 only)

4,000	
3,500	
3,000	
2,500	
2,000	
1,500	
1,000	
500	
0	

($M) — Information Technology, Professional Services, Research & Development, Other Products & Materials, Electric & Electronic...

Top Contractors

Top Contractors (2020)   (Top 5 only)

($M) — LEIDOS, INC., BOOZ ALLEN HAMILTON, PERATON INC., HEWLETT PACKARD..., GENERAL DYNAMICS...
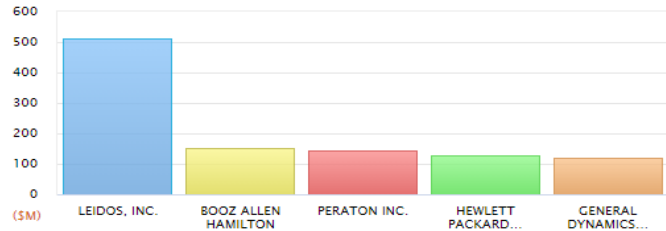
FY 2020 Small Business Spending

Percentage of Contracting with Small Business

30.6%
($1.3B)

$0B $4.1B
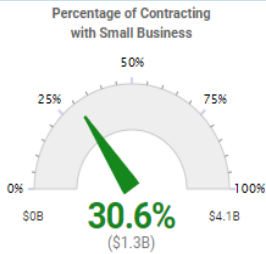
Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	$203.8M	5.0% ✅	3.0%
Women Owned	$341.4M	8.3% ✅	5.0%
Certified HUBZone Small Business	$124.1M	3.0% ✅	3.0%
Small Disadvantaged Business	$521.8M	12.7% ✅	5.0%

Source: FPDS
✅ - Indicates goal achieved

Source: DISA, President's Budget Request FY 2022, OPM, OMB, FPDS

DISA Strategic Plan

Strategic Goals	Strategic Objectives
Operate and Defend	▪ Modernize the Infrastructure ▪ End User Support ▪ Computing ▪ Defense Cyber Operations – Internal Defensive Measures ▪ Readiness
Adopt Before We Buy and Buy Before We Create	▪ Optimize for the Enterprise ▪ Strengthen Cybersecurity ▪ Drive Innovation
Enable People & Reform the Agency	▪ Enable People ▪ Reform the Agency

Source: DISA Strategic Plan 2019-2022

03

Agency Employee Summary

DISA Employee Summary

Employee Statistics

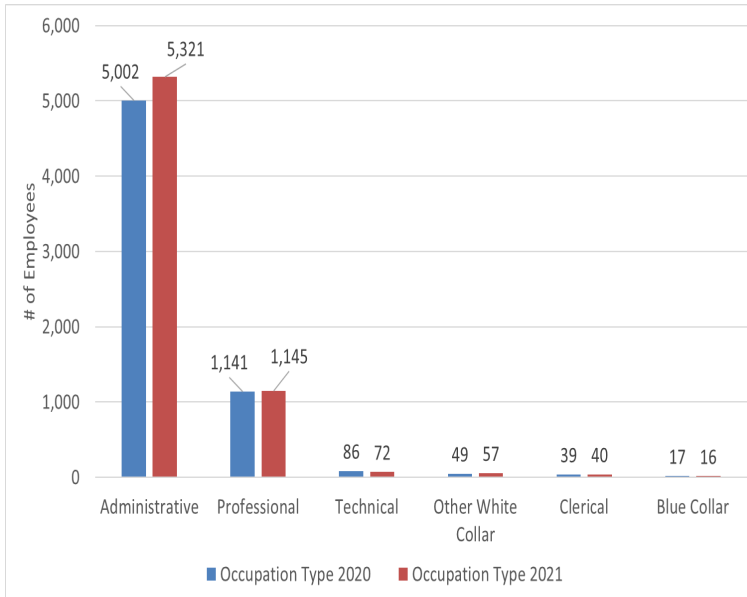|	Agency	Federal
Employees (2021)	6,651	2,171,790
Employment Growth (2020 vs. 2021)	5.0 %	0.6 %
Retirement Rate (2019)	1.3 %	1.6 %
Turnover Rate (2019)	4.7 %	5.4 %
Largest Age Group (2021)	50-59 (2,188)	50-59 (624,584)
Length of Service (2021)	10-19 Yrs (2,480)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

Annual Employment Trend

Number of Employees

2017	2018	2019	2020	2021
5,620	5,909	5,886	6,334	6,651

Source: OPM FedScope, Deltek

DISA Employee Summary (Cont.)

Employees by Occupation (FY 2020 - 2021)

Bar chart — # of Employees:

Occupation	Occupation Type 2020	Occupation Type 2021
Administrative	5,002	5,321
Professional	1,141	1,145
Technical	86	72
Other White Collar	49	57
Clerical	39	40
Blue Collar	17	16

Employees by Age

	2017	2018	2019	2020	2021
<20	0	0	6	13	8
20-29	203	200	217	286	370
30-39	1,206	1,241	1,209	1,303	1,376
40-49	1,400	1,473	1,494	1,647	1,719
50-59	2,091	2,203	2,115	2,163	2,188
60-64	507	560	607	665	721
65+	213	232	238	257	269

Source: OPM FedScope, Deltek

GovWin from Deltek

04

Account Budget Summary

Annual Federal Budget Timeline

1st Monday in Feb

President submits budget to Congress

April 15*

Congress begins works to complete action on budget resolutions

June 30*

House Completes action on regular appropriation bills and any required reconciliation legislation.

July 15*

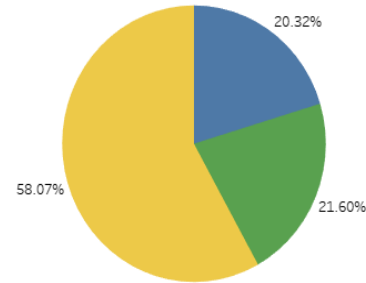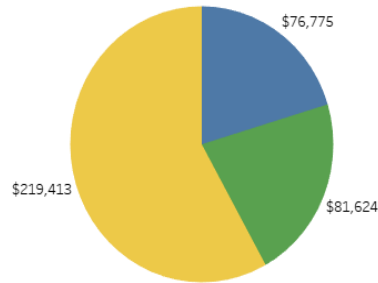President submits mid-session review of his budget to Congress

Oct 1st

Government Fiscal Year Begins

Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

DISA Research, Development, Test & Evaluation Budget Request, FY 2022

DISA RDT&E Total Budget Request FY 2022

% of DISA RDT&E Total Budget Request FY 2022

$76,775

$81,624

$219,413

20.32%

21.60%

58.07%

Budget Activity Title
- Management Support
- Operational Systems Development
- Software And Digital Technology Pilot Programs

All Values Shown in ($ Thousands)

05

Account Capital Plans and Initiatives – Information Technology

DISA IT Budget

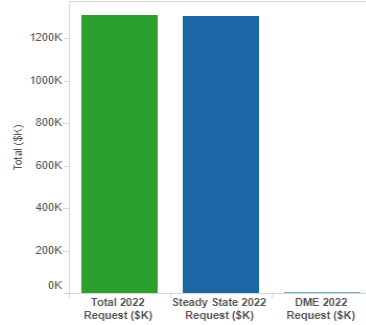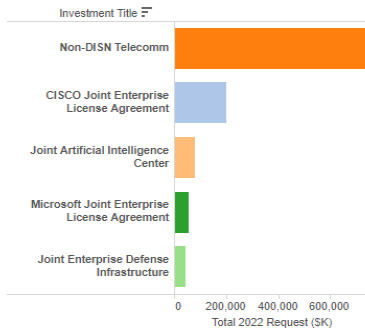| Defense Information Systems Agency			
Program **(In Millions of Dollars)**	**Actual**	**Estimate**	
	2020	**2021**	**2022**
Total Defense Information Systems Agency	$1,277	$1,336	$1,309

DISA IT Budget Request Summary

FY 2022 Federal Information Technology Budget Request Summary

DME vs Steady State Budget Request

Top Investments

Investment Title
- Non-DISN Telecomm
- CISCO Joint Enterprise License Agreement
- Joint Artificial Intelligence Center
- Microsoft Joint Enterprise License Agreement
- Joint Enterprise Defense Infrastructure

% of Request by Type of Investment

11.65%

88.35%
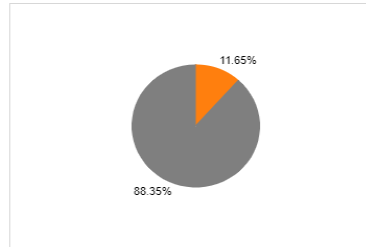
Investment Type
- 02 - Non Major
- 05 - Standard IT Infrastructure
- 06 - Non-Standard Infrastructure

Top Programs by % Change in Investment

Investment Title	Total 2021 Estimate ($K)	Total 2022 Request ($K)	Year over Year % Change Request vs. Est.
CISCO Joint Enterprise License Agreement	85,419	199,758	134%
Joint Enterprise Defense Infrastructure	26,942	45,243	68%
Commercial Satellite Communications	5,146	8,572	67%
Global Content Delivery Service	31,865	41,937	32%
BUDGET AND EXECUTION REPORTING TOOL	474	518	9%

DISA – Leading IT Programs by Annual Request

	Non-DISN Telecomm	CISCO Joint Enterprise License Agreement	Joint Artificial Intelligence Center	Microsoft Joint Enterprise License Agreement	Joint Enterprise Defense Infrastructure
■ Total 2020 Actual ($K)	$700,463	$96,169	$47,302	$198,733	$21,663
■ Total 2021 Estimate ($K)	$723,761	$85,419	$120,782	$130,054	$26,942
■ Total 2022 Request ($K)	$738,231	$199,758	$80,421	$55,658	$45,243
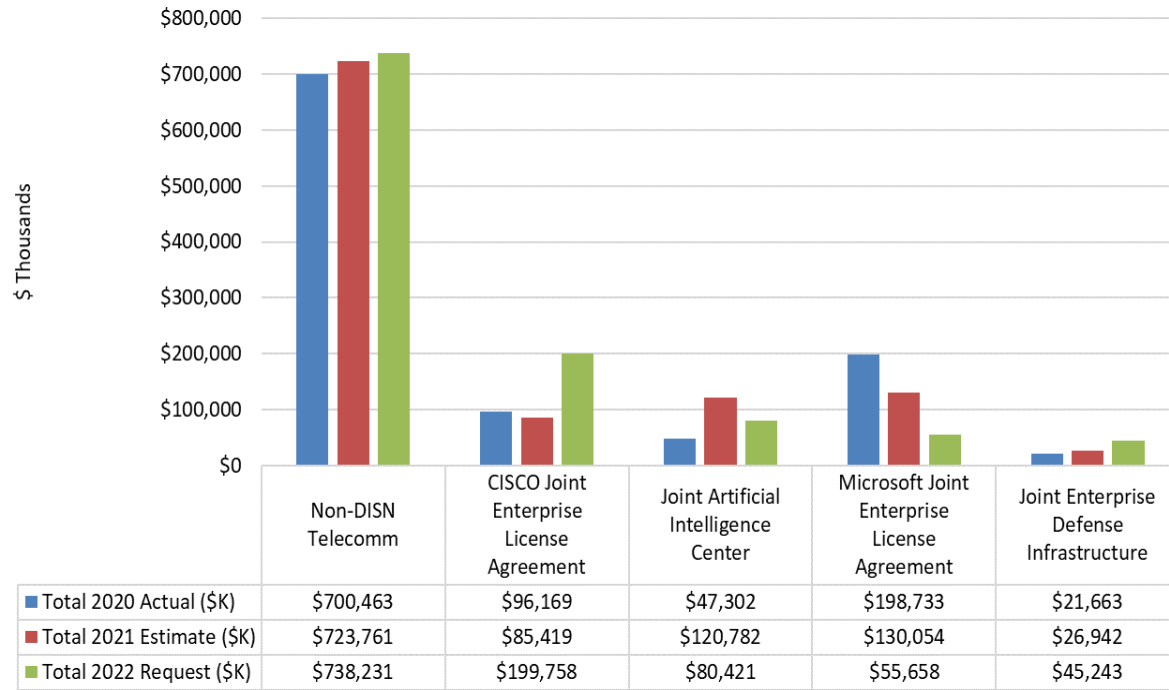
Source: Budget of the U.S. Government, FY 2021 (Exhibit 53), GovWin IQ

DISA – Leading Opportunities

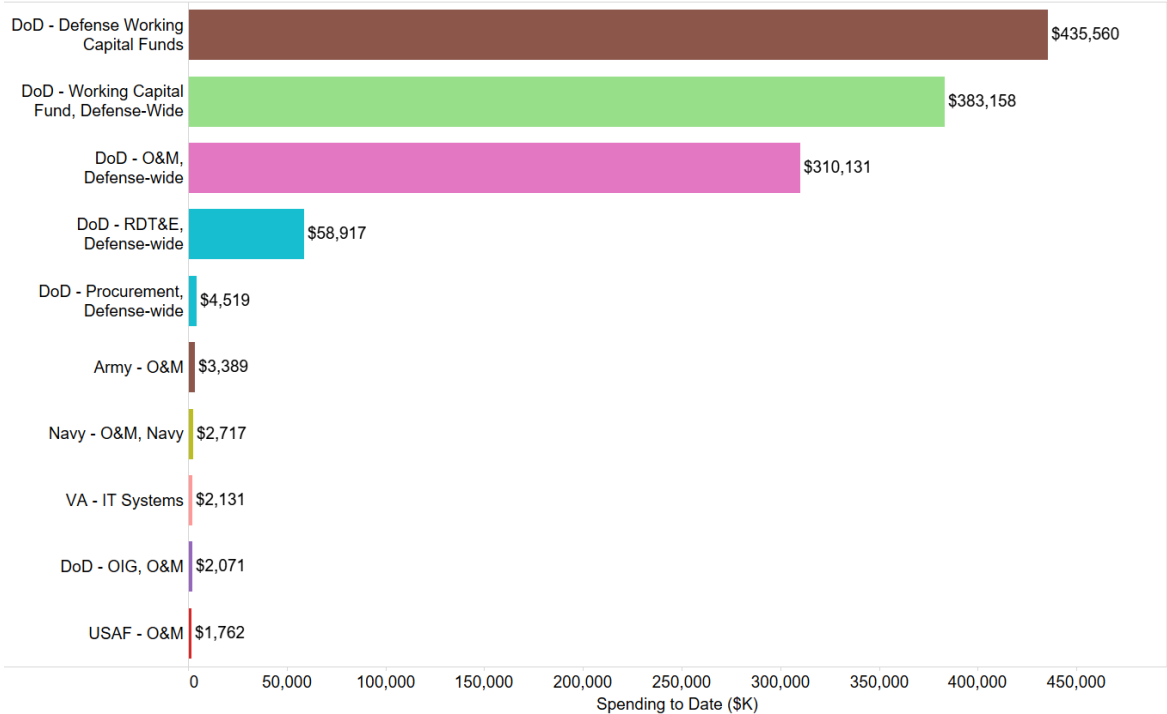| Program	Status	RFP-Date	Value ($ M)	Opp. ID
DISA FINANCIAL MANAGEMENT DIVISION AND DISA LOGISTICS AND CONTRACTS DIVISION SUPPORT SERVICES (OCF OCL)	Pre-RFP	11/2021	1,000	197054
NATIONAL SECURITY EMERGENCY PREPAREDNESS PRIORITY SERVICES (NS EP)	Forecast Pre-RFP	06/2022	1,000	209453
PROLIFERATED LOW EARTH ORBIT COMMERCIAL SATELLITE COMMUNICATIONS SERVICES (P-LEO)(COMSATCOM)	Pre-RFP	11/2021	875	190761
ARMY MOUNTED MISSION COMMAND TRANSPORT TRANSCEIVER (MMCT)	Pre-RFP	10/2021	850	191884
CSS0103 BLUE FORCE TRACKER II	Pre-RFP	10/2021	559	168365

Source: GovWin IQ

GovWin from Deltek

06

Account Buying Behavior

Leading DISA Spending by Segments, FY 2020

Segment	Spending to Date ($K)
Information Technology	$3,689,409
Professional Services	$239,688
Research & Development	$161,196
Other Products & Materials	$5,645
Electric & Electronic Components & Parts	$4,682
Operations & Maintenance	$2,926
Machinery, Equipment & Tools	$2,677
Architecture Engineering and Construction	$2,307
Furniture & Appliances	$2,007
Defense & Aerospace	$468

Spending to Date ($K)
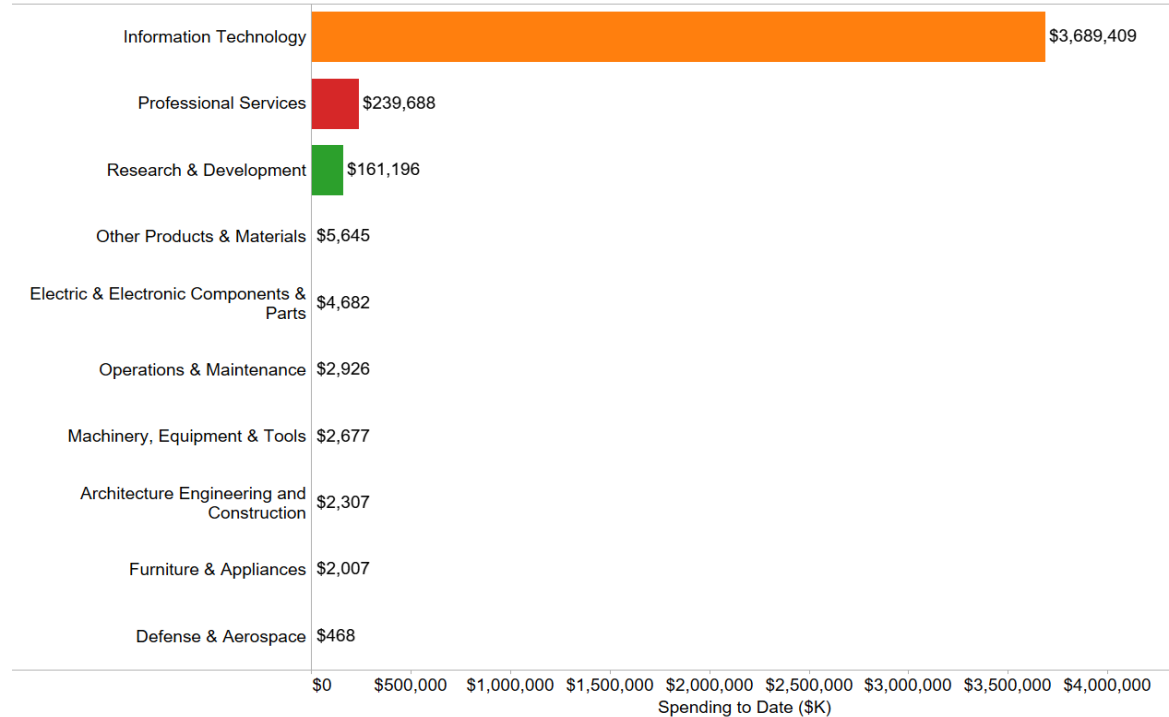
Source: Federal Procurement Data System, GovWin IQ

Leading DISA Budget Accounts, FY 2020

Account	Spending to Date ($K)
DoD - Defense Working Capital Funds	$435,560
DoD - Working Capital Fund, Defense-Wide	$383,158
DoD - O&M, Defense-wide	$310,131
DoD - RDT&E, Defense-wide	$58,917
DoD - Procurement, Defense-wide	$4,519
Army - O&M	$3,389
Navy - O&M, Navy	$2,717
VA - IT Systems	$2,131
DoD - OIG, O&M	$2,071
USAF - O&M	$1,762

Source: Federal Procurement Data System, GovWin IQ

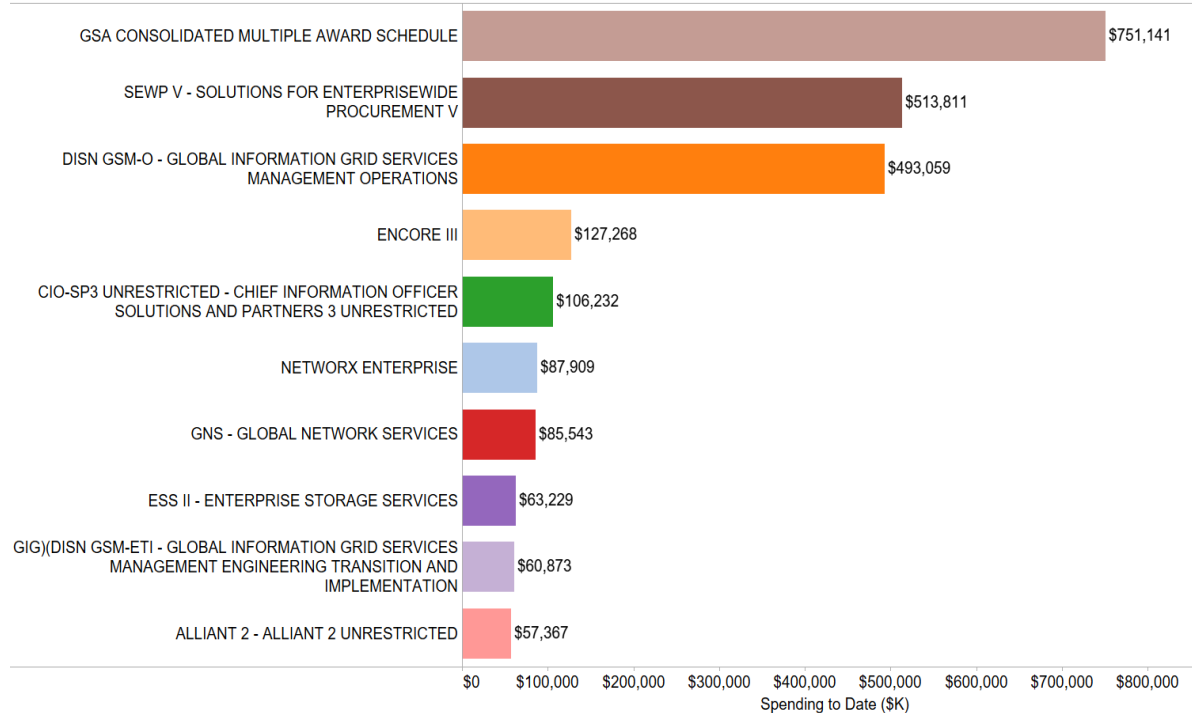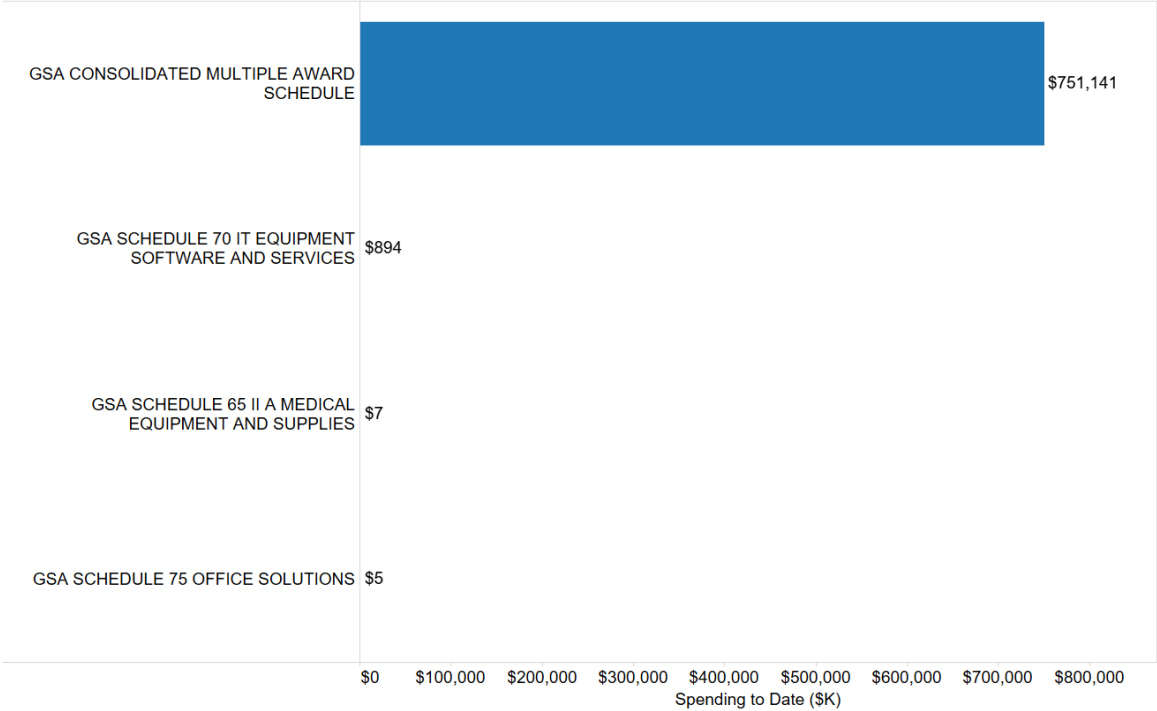# Leading DISA Spending by Contract Vehicles, FY 2020

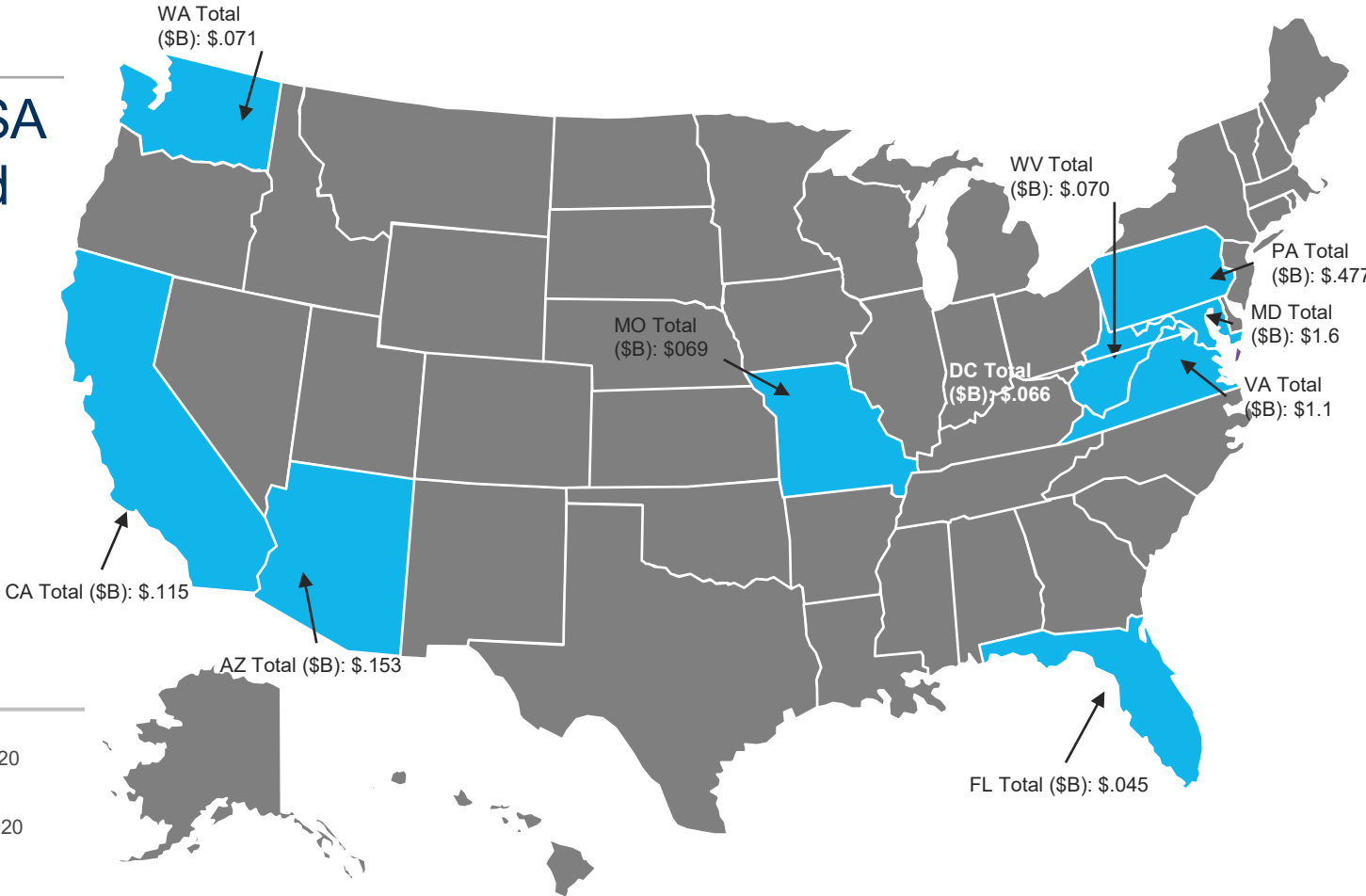Source: Federal Procurement Data System, GovWin IQ

Leading DISA Spending GSA Schedules, FY 2020

Source: Federal Procurement Data System, GovWin IQ

FY 2020 Total DISA Federal Reported Spending: $4.2B

» In FY 2020, Maryland had the highest reported total spending obligations.

WA Total ($B): $.071

WV Total ($B): $.070

PA Total ($B): $.477

MD Total ($B): $1.6

MO Total ($B): $069

DC Total ($B): $.066

VA Total ($B): $1.1

CA Total ($B): $.115

AZ Total ($B): $.153

FL Total ($B): $.045

Top 10 States by Spending FY 2020

States outside of Top 10 by FY 2020 spending

DISA Small Business Contracting Goals FY 2021

Socioec. Status	Actual	% Actual	% Goal
Service Disabled Veteran Owned	$101.5M	4.4%	3.0%
Women Owned	$158.8M	6.8%	5.0%
Certified HUBZone Small Business	$63.5M	2.7%	3.0%
Small Disadvantaged Business	$307.2M	13.2%	5.0%
Source: FPDS			

Percentage of Contracting with Small Business

50%

25%   75%

0%   100%

$0B $2.3B

30.5%
($710.5M)

Source: Small Business Dashboard

DISA Total Small Business Spending by Socioeconomic Status, FY 2020*
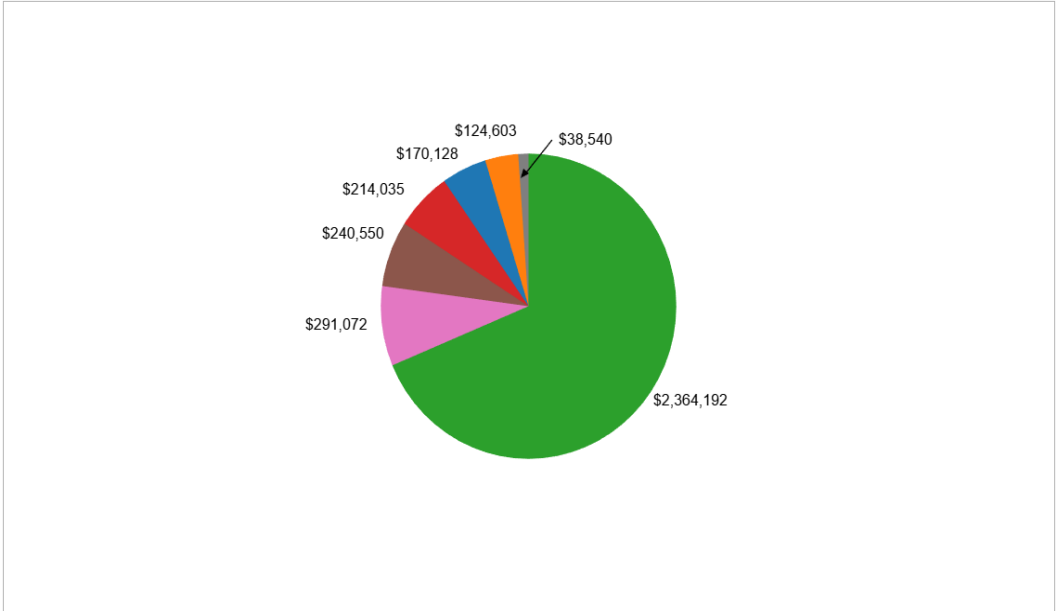
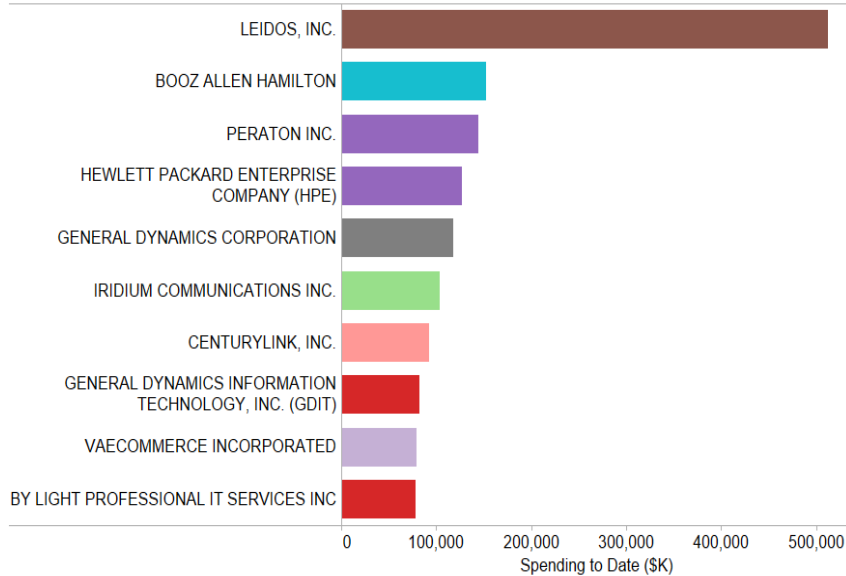| Socioeconomic Status	
Small Business (in one or more NAICS)	8(a)
Women Owned	HUBZone
Veteran Owned	Alaskan Native Corporation Owned
Service Disabled Veteran Owned	

Pie chart values: $2,364,192; $291,072; $240,550; $214,035; $170,128; $124,603; $38,540

Source: Small Business Dashboard

06

Account Competitive Landscape

Leading DISA Prime Contractors, FY 2020

Vendor	FY 2020 Total ($ K)	% of Total Reported
LEIDOS, INC.	$512,439	12%
BOOZ ALLEN HAMILTON	$152,915	4%
PERATON INC.	$144,332	4%
HEWLETT PACKARD ENTERPRISE COMPANY (HPE)	$127,107	3%
GENERAL DYNAMICS CORPORATION	$118,221	3%
IRIDIUM COMMUNICATIONS INC.	$103,769	3%
CENTURYLINK, INC.	$92,566	2%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	$82,321	2%
VAECOMMERCE INCORPORATED	$79,721	2%
BY LIGHT PROFESSIONAL IT SERVICES INC	$77,981	2%
Grand Total	**$4,111,159**	**100%**

Source: Federal Procurement Data System, GovWin IQ

GovWin from Deltek

Leading DISA Women Owned Contractors, FY 2020
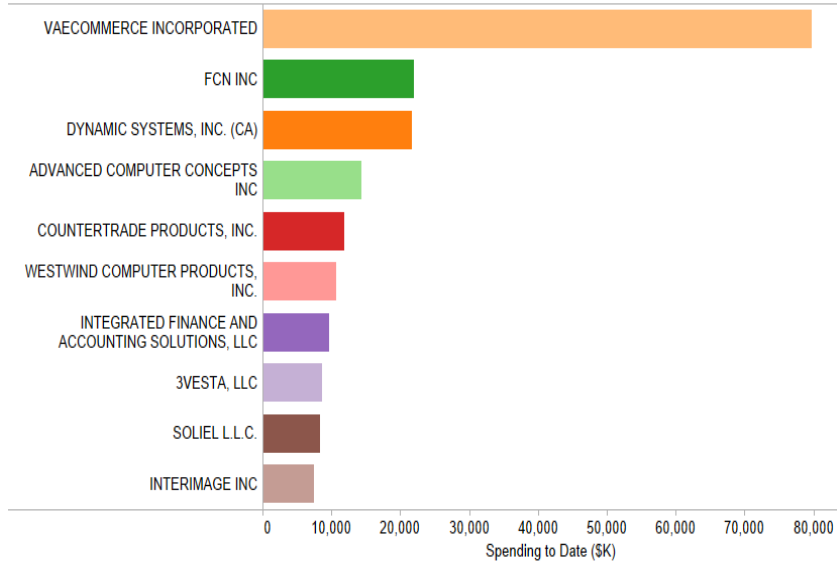
Vendor	FY 2020 Total ($ K)	% of Total Reported
VAECOMMERCE INCORPORATED	$79,721	27%
FCN INC	$21,985	8%
DYNAMIC SYSTEMS, INC. (CA)	$21,676	7%
ADVANCED COMPUTER CONCEPTS INC	$14,346	5%
COUNTERTRADE PRODUCTS, INC.	$11,917	4%
WESTWIND COMPUTER PRODUCTS, INC.	$10,642	4%
INTEGRATED FINANCE AND ACCOUNTING SOLUTIONS, LLC	$9,679	3%
3VESTA, LLC	$8,612	3%
SOLIEL L.L.C.	$8,365	3%
INTERIMAGE INC	$7,433	3%
Grand Total	**$291,072**	**100%**

Leading DISA Prime Information Technology Contractors, FY 2020
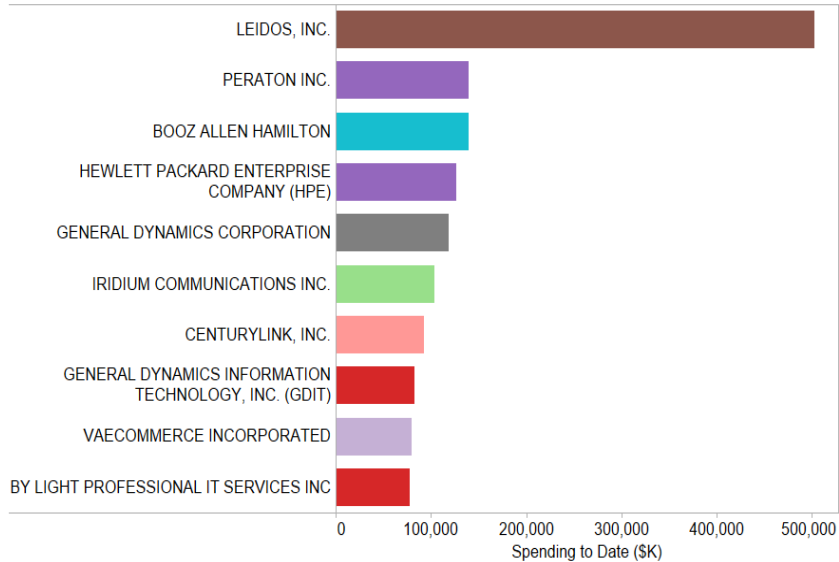
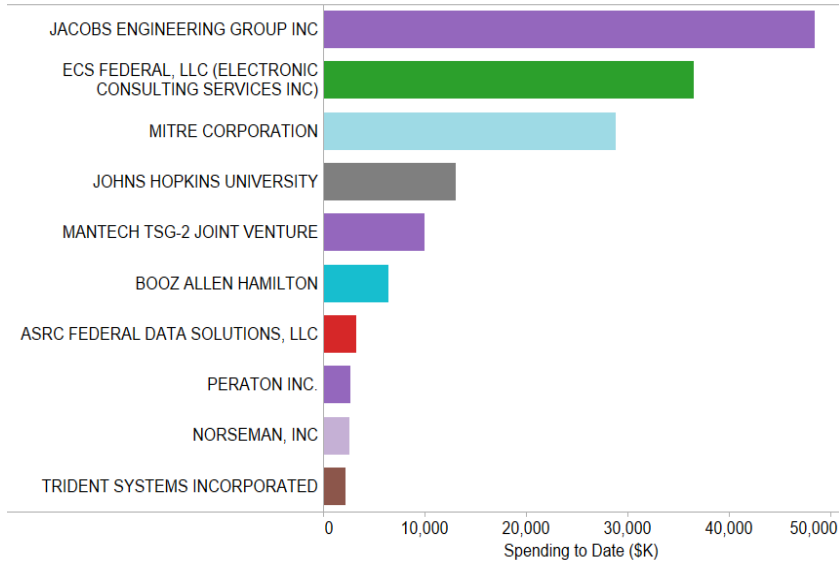| Vendor	FY 2020 Total ($ K)	% of Total Reported
LEIDOS, INC.	$502,478	14%
PERATON INC.	$140,121	4%
BOOZ ALLEN HAMILTON	$139,651	4%
HEWLETT PACKARD ENTERPRISE COMPANY (HPE)	$127,107	3%
GENERAL DYNAMICS CORPORATION	$118,221	3%
IRIDIUM COMMUNICATIONS INC.	$103,769	3%
CENTURYLINK, INC.	$92,566	3%
GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC. (GDIT)	$82,321	2%
VAECOMMERCE INCORPORATED	$79,721	2%
BY LIGHT PROFESSIONAL IT SERVICES INC	$77,981	2%
Grand Total	**$3,689,409**	**100%**

Source: Federal Procurement Data System, GovWin IQ

Leading DISA Prime Professional Service Contractors, FY 2020
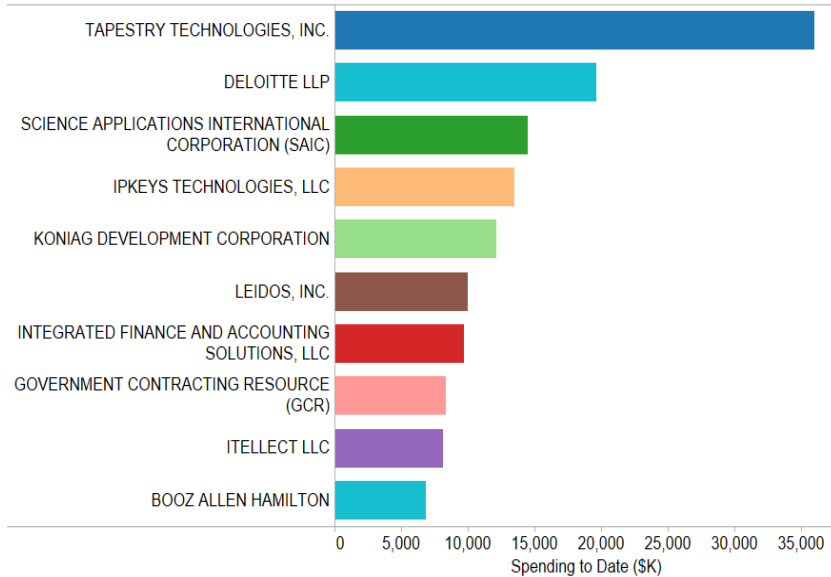
Vendor	FY 2020 Total ($ K)	% of Total Reported
TAPESTRY TECHNOLOGIES, INC.	$35,958	15%
DELOITTE LLP	$19,650	8%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (SAIC)	$14,522	6%
IPKEYS TECHNOLOGIES, LLC	$13,521	6%
KONIAG DEVELOPMENT CORPORATION	$12,140	5%
LEIDOS, INC.	$9,961	4%
INTEGRATED FINANCE AND ACCOUNTING SOLUTIONS, LLC	$9,679	4%
GOVERNMENT CONTRACTING RESOURCE (GCR)	$8,329	3%
ITELLECT LLC	$8,147	3%
BOOZ ALLEN HAMILTON	$6,853	3%
Grand Total	**$239,688**	**100%**

Leading DISA Prime Research & Development Contractors, FY 2020

Vendor	FY 2020 Total ($ K)	% of Total Reported
JACOBS ENGINEERING GROUP INC	$48,437	30%
ECS FEDERAL, LLC (ELECTRONIC CONSULTING SERVICES INC)	$36,566	23%
MITRE CORPORATION	$28,861	18%
JOHNS HOPKINS UNIVERSITY	$13,115	8%
MANTECH TSG-2 JOINT VENTURE	$9,977	6%
BOOZ ALLEN HAMILTON	$6,411	4%
ASRC FEDERAL DATA SOLUTIONS, LLC	$3,226	2%
PERATON INC.	$2,678	2%
NORSEMAN, INC	$2,576	2%
TRIDENT SYSTEMS INCORPORATED	$2,253	1%
Grand Total	**$161,196**	**100%**

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

DISA – Procurement

» The DISA Acquisition Regulation Supplement (DARS) establishes uniform DISA policies implementing and supplementing the Federal Acquisition Regulation (FAR), and the Defense Federal Acquisition Regulations Supplement (DFARS). DARS also establishes DISA policies relating to the acquisition of supplies and services under Title 10 of the United States Code or other statutory authority.

» DISA Acquisition Deskbooks provides detailed acquisition-related procedures, mandatory and non-mandatory, that impacts the agency and is presented in a logical sequence that follows the process or procedure being described.

» The Procurement Services Directorate is focused on customer service by providing acquisition strategies and guidance, contracting, and financial management services.

» Information concerning any of the procurement activities of DISA can be obtained from the Procurement Services Directorate at the following phone number:

DISA Procurement Services Directorate
(301) 225-4120

DISA – Procurement Forecast

» Vendors can examine all of DISA's potential procurements by searching the Forecast of Procurement Actions.

» The System for Award Management (SAM) – Contract Opportunities website offers the public access to information about governmentwide business opportunities greater than $25,000. Synopses of proposed contract actions, solicitations and associated information, and award synopses are available electronically at this site.

What DISA Buys?

» **Computing**

  » Cloud-Services

  » Mainframe Hosting

  » Server Hosting

» **Cybersecurity**

  » Analytics

  » Inspections

  » Cross domain Enterprise Services

  » Incident Management

What DISA Buys? (Cont.)

- » **Enterprise Services**
  - » Applications
  - » Identity and Access Management
  - » Mobility
- » **Network Services**
  - » Content Delivery
  - » Data
  - » Satellite
  - » Voice
- » **Mission Support**
  - » Command & Control
  - » Contracting
  - » Spectrum

DISA – Contracting

» In addition to other responsibilities, DISA's Facilities & Contracting Branch:

  » Develops plans, executes and manages facility construction, maintenance and space management.

  » Provides Strategic Facility Planning to support the Command's mission.

  » Manages and maintain 100% control and accountability of all owned equipment, assets and property.

  » Provides interface between government, contractor workforce, and DITCO contracting officer regarding the employment, utilization and performance management of contractors supporting the mission activities.

  » Assists the contracting officer to define requirements, obtain appropriate funding and identify required government furnished information or equipment/facilities for contracted functions.

  » Monitors contractor performance and engages organizational Quality Assurance Reviewers to validate and report contractor performance.

  » Provides Enterprise Liaison/Oversight on all contracts/task orders supporting/impacting the Command.

DISA – Contracting (Cont.)

» DISA provides Enterprise Acquisition Services (EAS) for purchasing telecommunications and IT products and services from the worldwide commercial sector to meet DOD and authorized non-defense mission partner needs. Services include acquisition planning, procurement, tariff surveillance, cost and price analyses, and contract administration. DISA is the mandated single source for procuring DOD long haul telecommunications requirements.

» DISA also establishes large contract vehicles available to DOD for essential IT services such as engineering, hardware, equipment and maintenance, integration and support, cyber security, computer technology, and Defense Information Systems Network (DISN) access. Non-DISN telecommunications circuits and systems are ordered on an individual basis and are fully reimbursed by mission partners. DISA also has several Joint Enterprise Licensing Agreements (JELAs) for software licensing and support. The EAS encompasses a variety of support services to meet DOD IT contract requirements and provides contract support to all DISN subscription services.

DISA Subcontracting

» The following website lists all major DoD prime contractors by state and provides a point of contact (Small Business Liaison Officer) within each firm. In addition to subcontracting, vendors are encourage to investigate possible joint ventures and teaming opportunities with the firms under contract with DISA.

» The *DoD Prime Contractor Directory* identifies large prime contractors that are required to establish subcontracting plans with goals. The list includes company names, prime contract numbers, contract periods of performance, NAICS codes, company points of contact (POCs), POC phone numbers and POC email addresses. This directory can be used to find the contact information of prime contractors for potential subcontracting opportunities.

DOD – Vendor Communication Plan

» The purpose of the Department of Defense's Vendor Communication Plan is to promote increased dialogue with the vendor community prior to awarding contracts.

DISA – Office of Small Business Programs (OSBP)

» The Office of Small Business Programs serves as the principle advocate and primary advisor to the director, senior leaders, workforce, and industry on all aspects of the small business programs to ensure the continuous growth of the small business industrial base that supports information technology products and services for the global warfighter.

» The OSBP also participates and monitors the DISA acquisition process, and develops and monitors the disadvantaged business program to ensure that small business, women-owned, small disadvantaged business concerns and Historically Black Colleges, Universities, and Minority Institutions (HBCU/MI's) receive a fair portion of DISA contract awards. Additional functions of the OSBP include:

  » Promoting the use of small, small disadvantaged, small women owned, service-disabled veteran owned small business and historically black colleges/universities and minority institutions

  » Advocating equitable treatment of small firms in support of subcontracting goals

  » Monitoring relevant legislation and information that may impact the DISA small business program in general, and soliciting customer feedback

  » Providing individualized technical assistance by conducting outreach programs, such as workshops, conferences, forums and maintaining client databases

DISA – Office of Small Business Programs (OSBP) (Cont.)

» Small businesses are **required** to attend the **UBIQUITOUS UNIVERSAL UNDERSTANDING OF DISA (U3 orientation)** before requesting a one-on-one appointment with a small business professional.

  » The small business orientation forum is an interactive event that provides a small business with an overview of the Defense Information Systems Agency, updates on small business legislation and regulations, best marketing practices to increase business opportunities and business to business networking.

  » U3 orientation forums occur monthly with the following exceptions: July, September and January. (This is subject to change.)

  » Companies must request an invitation to attend the U3.

» Information concerning any of the small business activities of DISA can be obtained from OSBP at the following phone numbers:

DISA Office of Small Business Programs
(301) 225-6003

Thank You!