

FEDSIM

Shaping The Future Of Acquisition

fedsim.gsa.gov
Industry Overview

June 2022



FEDSIM is a Client Support Center housed within GSA FAS AAS



FEDSIM Overview

FEDSIM is a Client Support Center housed in the General Services Administration's Office of Assisted Acquisition Services (AAS). FEDSIM is the leading provider of assisted acquisition services for federal agencies. Our organization provides hands-on acquisition, financial, and project management for clients throughout the life cycle of their acquisitions.

Mission: To build innovative acquisition solutions that empower federal agencies.

99%

Protest Win Rate

7

Months

Average Time
from IA to Award

\$75

Billion

Total Value of
Active
Contract Awards

\$7.1

Billion

Annual Contract
Obligations

111

Projects \$100M+



FEDSIM Procurements



Best-Value Procurements

FEDSIM processes allow for the Government to receive the overall best technical solution.

Technical, management, staffing, and corporate experience, when combined, are significantly more important than cost.

Award is made based upon a best value trade-off determination.



Drivers of best technical response:

- Key Personnel
- Oral/Video Presentations

Services We Procure



IT SERVICES

We offer acquisition support to clients purchasing IT services, including cybersecurity, application development, and IT infrastructure.



PROFESSIONAL SERVICES

We acquire professional services, including technical training, language services, and marketing services, from contractor resources to support our client's mission.



MANAGED SERVICES

We acquire facilities and maintenance services through contractor resources to ensure seamless integration with our client's enterprise.

FEDSIM Organization Chart

Last revised 6/17/2022



* Acting

**Geographic Combatant Commands

FEDSIM Assisted Acquisition Services

FEDSIM provides federal agency clients with support for every aspect of their acquisition project.



Our team provides services from the pre-award phase of the contract until the final close out report is published. We are uniquely qualified to handle large acquisitions using **cost contracts** with a **cost range**. We expertly manage funding from multiple sources, award fee boards, and other post-award management and COR functions.



PALT & FEDSIM Timeline

Average Procurement Administrative Lead Time (PALT) for \$100M+ Projects

Other Contracting Offices

12-18
MONTHS



FEDSIM

7
MONTHS



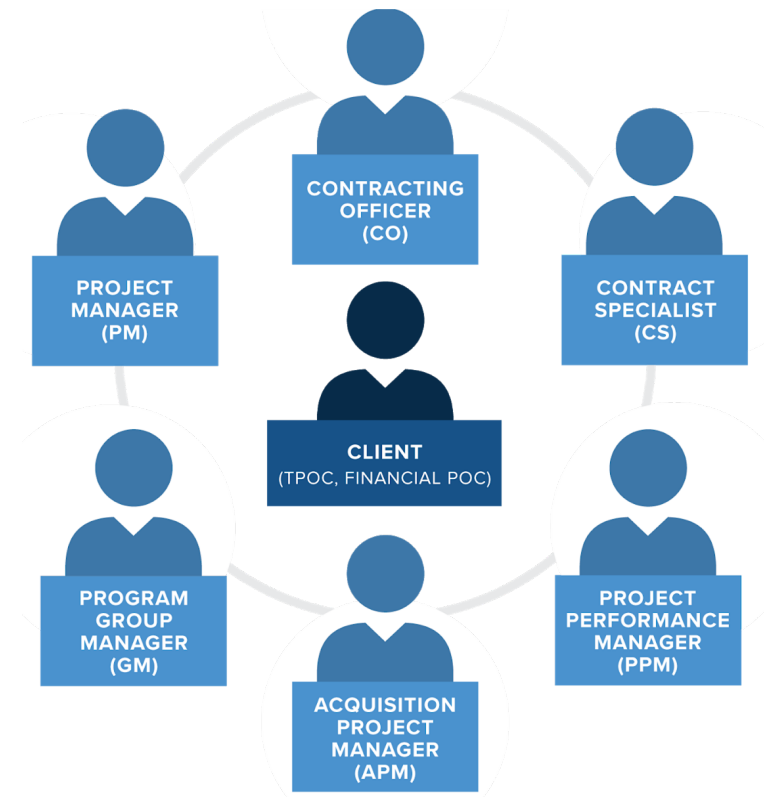
Schedule Example

**Schedules will vary with each acquisition*

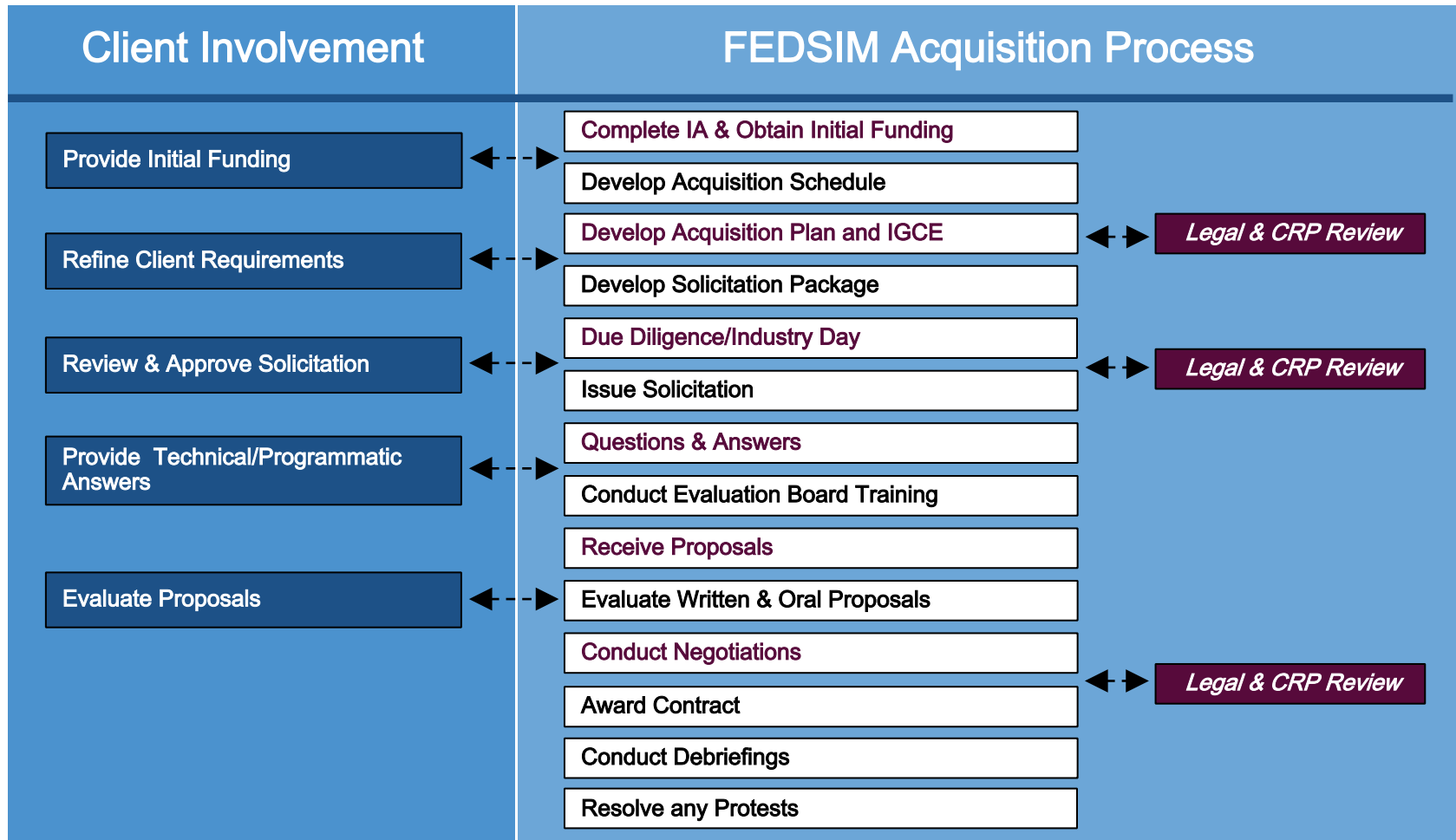
Month 1	Month 2-4	Month 5	Month 6	Month 7
<ul style="list-style-type: none"> Discovery Acquisition Planning 	<ul style="list-style-type: none"> Requirements Definition Market Research Industry Day and/or Due Diligence 	<ul style="list-style-type: none"> Solicitation Package Release Response 	<ul style="list-style-type: none"> Oral Presentations Evaluation/ Negotiation 	<ul style="list-style-type: none"> Award

Guaranteed Contract Compliance

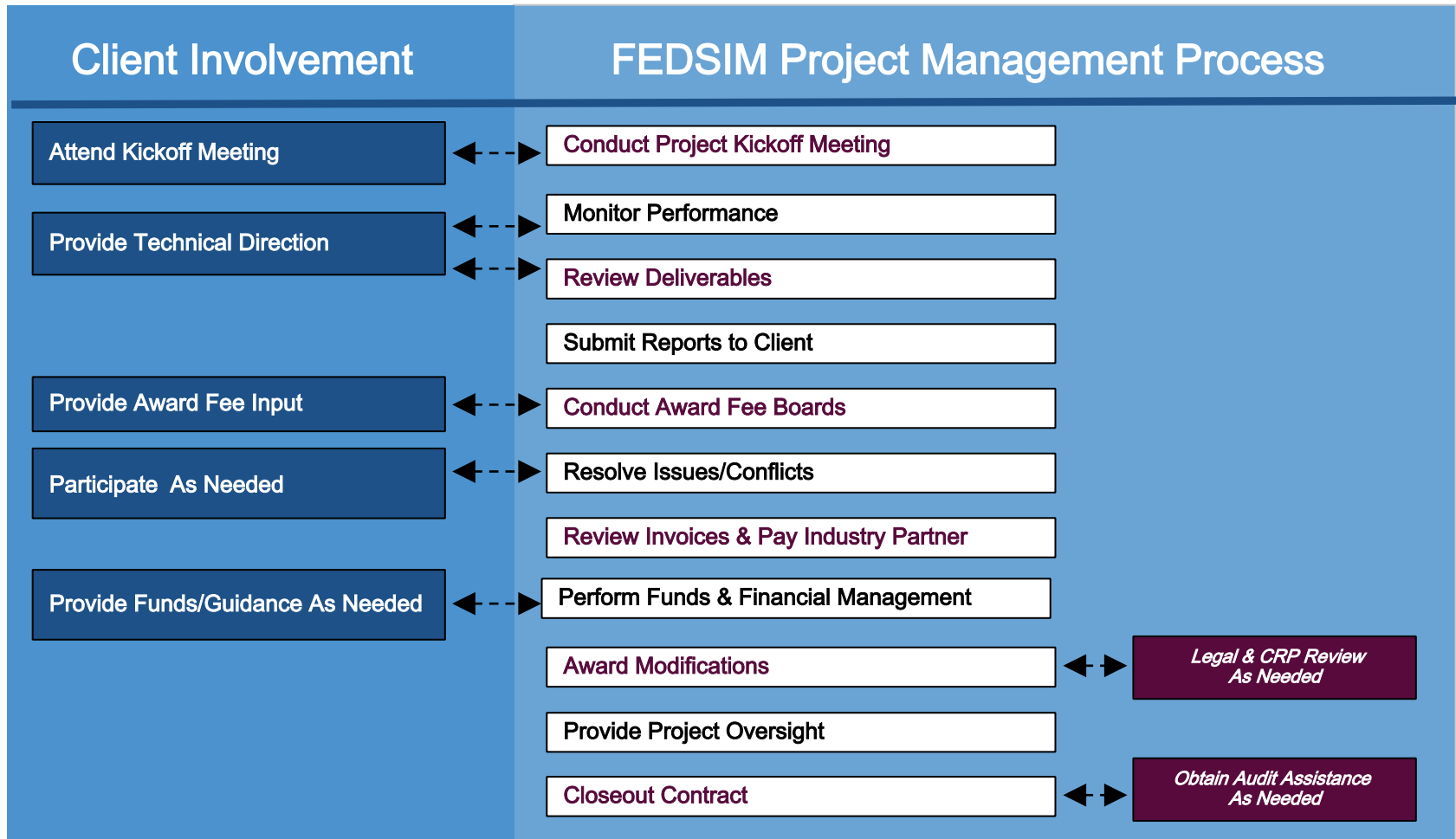
FEDSIM provides an expert Integrated Project Team (IPT) that partners with clients and industry for the life cycle of the project to ensure client success.



FEDSIM Pre-Award Value-Add

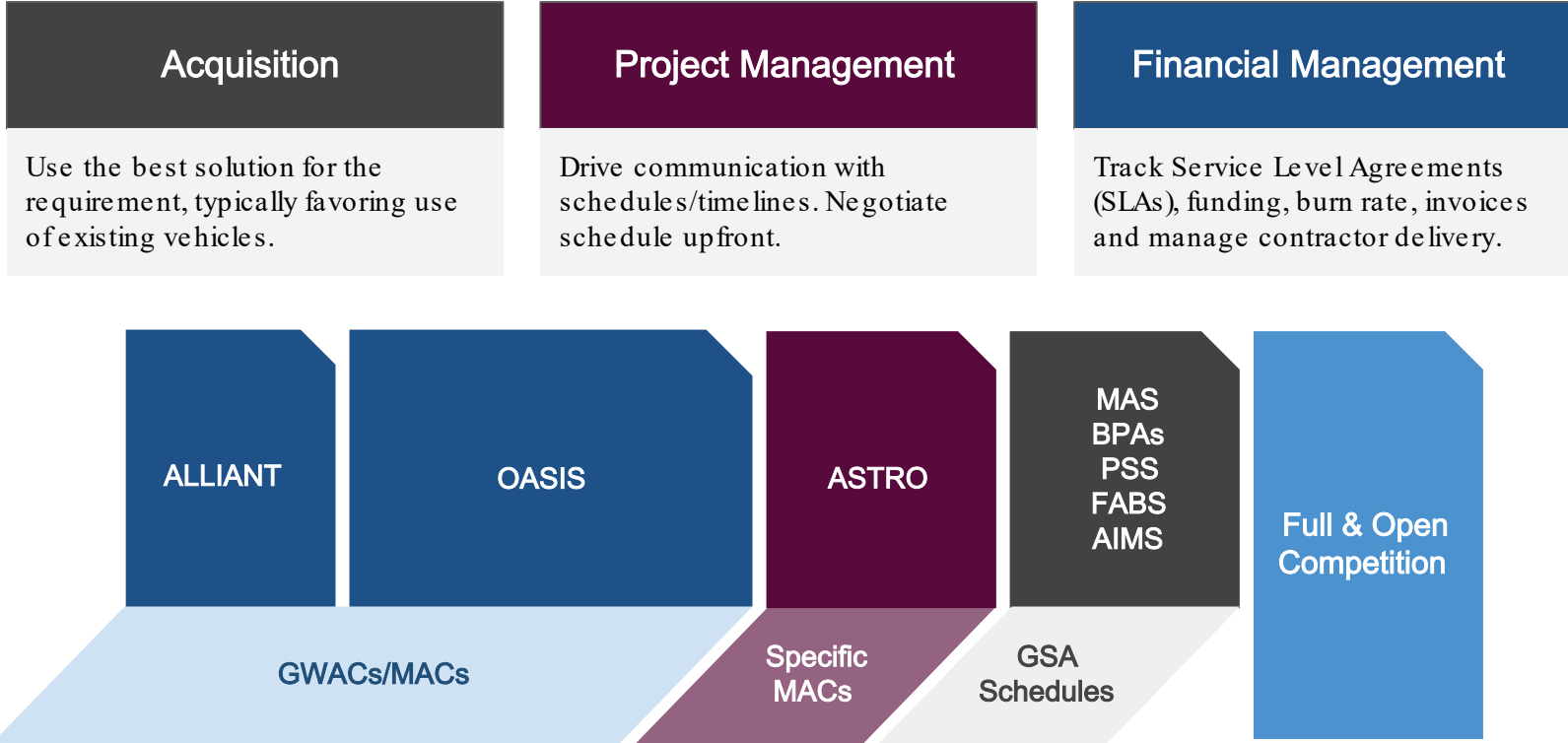


FEDSIM PostAward Value-Add



Our Services & Value

How we manage large, complex IT, Network, and Professional Services Solutions



FEDSIM Advantage



Projectized Acquisitions

Consistent, on-time acquisitions



Focus on Client Success

Acquisition of solution for specific mission outcomes vs. acquisition of things



Acquisition & PM Excellence

Continuous process improvement; innovative acquisition quality

Pre-Award

Post-Award

Client Success

Cost-Plus Contract Types

Cost-Plus contract types match well with the complexity of FEDSIM projects.

Cost-Plus contracts:

- Retain top talent
- Increase skilled labor vs. acquiring best labor
- Foster positive relationships
- Provide post-award leverage
- Meet changing client mission needs
- Enable flexibility to meet changing client mission needs
- Mitigate risk

Oral & Video Presentations



FEDSIM is a Client Support Center housed in AAS FAS GSA



Oral Presentations



Limited Written Volume

- Project staffing plan and rationale
- Key personnel qualifications
- Corporate experience



Oral technical proposal presented exclusively by key personnel

- Guards against proposal manager writing large technical volumes
- Requires key personnel investment in the customer's mission



Live scenarios and Q&A clarification sessions

- Regular Q&A session
- Scenario
- “Show me”

Best Value Procurements

Typical FEDSIM Evaluation Factors

Technical Approach

Key Personnel & Project Staffing Approach

Management Approach

Corporate Experience

FEDSIM Template Language

Technical Factors are Listed in Descending Order of Importance. All Technical Factors, When Combined, are Significantly More Important than Cost/Price.



Industry Partner Success

FEDSIM recognizes the immense value of partnering with industry. Our key factors to success with industry partners include:



Sharing market
intelligence



Ongoing honest
communication with
industry partners



Participation in
FEDSIM Industry
Acquisition Council
(FIAC)

Industry Partner Pitfalls

“We know what the client really wants.”

“FEDSIM won’t stay on schedule.”

“We should price just below the range/price to win.”

“FEDSIM is just the contracting office.”

“Don’t worry about including this requirement—they won’t check against Section L or M.”

“This is wired for the incumbent.”

“The staffing plan doesn’t matter; they don’t evaluate it.”

“We can win with the B-team.”

OASIS Weakness & Deficiency Proposal Trends



Technical & Management Approach

OCONUS Considerations

- Deployment logistics and administration

Multi-tenant Considerations



Key Personnel and Project Staffing Approach

Key Personnel

- Clearances, education, and certification requirements

Staffing Plans

- Rationale and justification when using ancillary labor or LCAT deviations
- Providing LOE for optional and surge tasks
- Consistency between staffing plan and cost proposal



Corporate Experience

Evaluation of individual experiences vs. evaluation of collective experiences

OASIS METRICS

FEDSIM OASIS Summary(FY22)

3

OASIS Task Orders Awarded in FY22

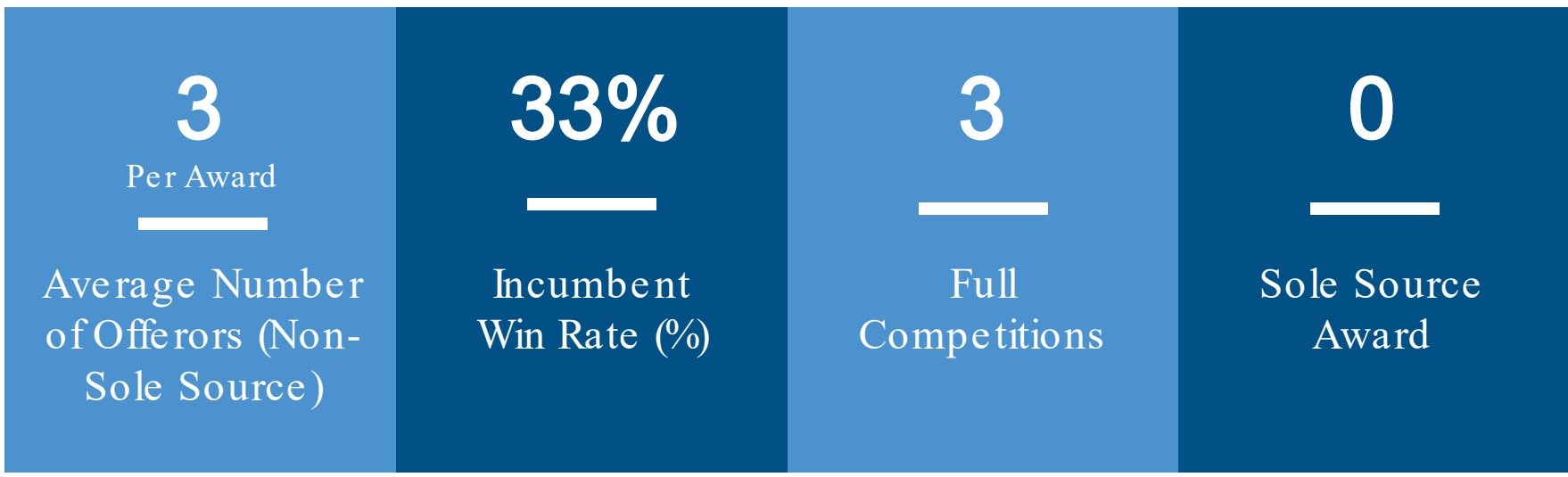
\$916,236,114

Total Value of OASIS Awards (Ceiling)

\$916,236,114

Average Value of Award

OASIS & OASIS SB Statistics FY22



Trend: Technical requirements near military bases are not seeing competition (e.g., ISR)

High-Profile OASIS & OASIS SB Awards

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
ODNI Portfolio	5/10/22	47QFCA22F0028	PERATON INC.	\$ 916,236,114.00	3	N	N	L
DTRA IMAX - Planning, Operations, and Advisory Services	2/11/2022	47QFCA22F0016	NAKUPUNA SOLUTIONS, LLC	\$ 199,487,964.00	5	N	N	L
SCO Gallant Fox	5/25/2022	47QFCA22F0031	PRKK, LLC	\$ 154,764,849.00	1	Y	N	L

FEDSIM OASIS Summary(FY21)

7

OASIS Task Orders Awarded in FY21

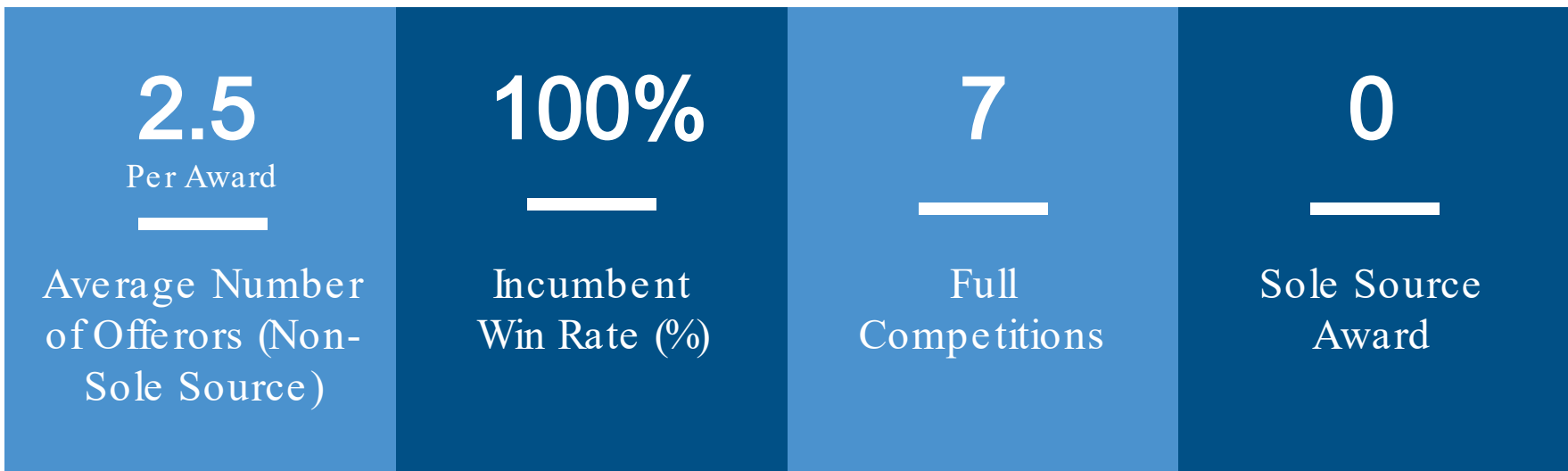
\$5,591,945,011

Total Value of OASIS Awards (Ceiling)

\$798,848,287

Average Value of Award

OASIS & OASIS SB Statistics FY21



Trend: Technical requirements near military bases are not seeing competition (e.g., ISR)

High-Profile OASIS & OASIS SB Awards

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
AF HOPE (TENCAP)	11/25/2020	47QFCA21Z1023	KBRWYLE TECHNOLOGY SOLUTIONS, LLC	\$538,811,937.00	3	Y	N	L
C5ISR CEOIS	4/20/2021	47QFCA21Z1097	PARSONS GOVERNMENT SERVICES INC	\$618,535,428.00	2	N	N	S
IMAX Decisive Action	6/25/2021	47QFCA21Z1110	CACI NSS, LLC	\$1,391,409,326.00	1	N	N	S
NAWCAD WOLF SAIW C5ISR Systems Modernization	6/29/2021	47QFCA21Z1072	GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC.	\$731,423,469.00	1	Y	N	L
OPIAS	7/6/2021	47QFCA21Z1116	PERATON INC.	\$979,290,296.00	4	N	N	S
AFRICOM PRCASEVAC	7/7/2021	47QFCA21Z1145	HII MISSION DRIVEN INNOVATIVE SOLUTIONS INC.	\$346,437,203.00	4	N	N	S
MARLINS	8/24/2021	47QFCA21Z1146	SMARTRONIX, LLC	\$986,037,352.00	3	Y	N	L

FEDSIM OASIS Summary- FY20

12

OASIS Task Orders Awarded in FY20

\$8,176,642,402*

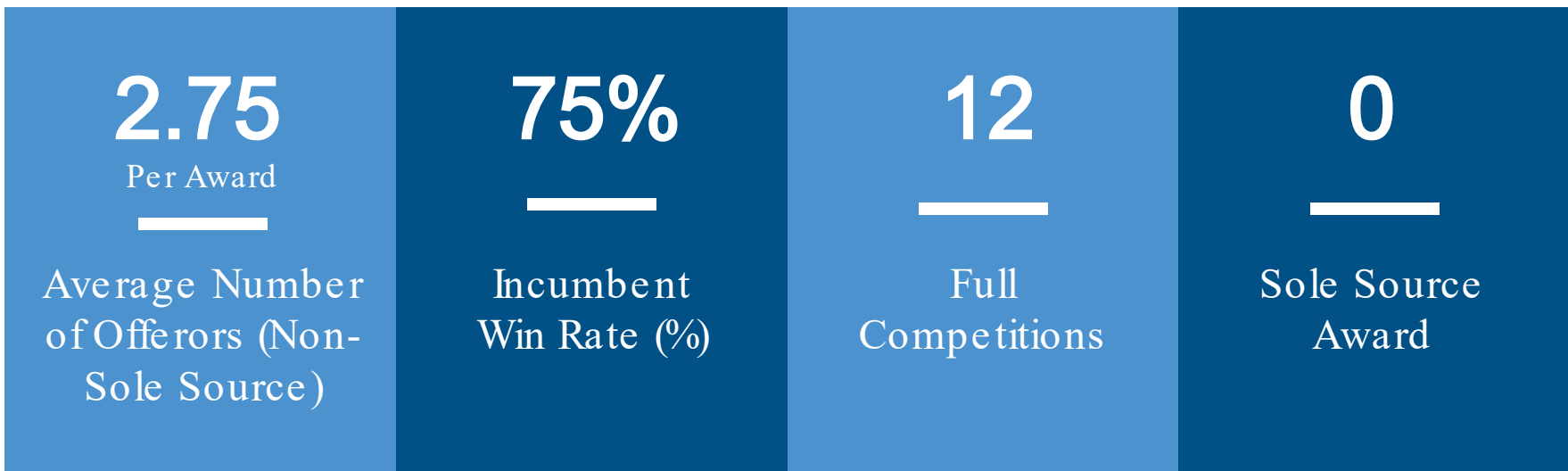
Total Value of OASIS Awards (Ceiling)

\$681,386,866*

Average Value of Award

*To date for all of FY20

OASIS & OASIS SB Statistics- FY20



Trend: Technical requirements near military bases are not seeing competition (e.g., ISR)

High-Profile OASIS & OASIS SB Awards

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
USAFE ISR- AFAFRICA PMRO	1/17/2020	47QFCA20F0003	HII MISSION DRIVEN INNOVATIVE SOLUTIONS INC.	\$954,963,837	1	Y	N	L
USD P&R MODES Competitiv e	1/21/2020	47QFCA20F0006	MIRACLE SYSTEMS LLC	\$195,040,449	3	Y	N	S
AFRICOM OPTS	1/29/2020	47QFCA20F0002	CACINSS, INC.	\$248,870,730	3	N	N	L
MPRA Crane	1/31/2020	47QFCA20F0016	MANTECH	\$919,786,644	4	N/A	N	L
C3PO (PAC)	3/12/2020	47QFCA20F0013	SMARTRONIX, LLC	\$673,505,264	4	N/A	N	L
Rapid Equipping Force	4/3/2020	47QFCA20F0028	BOOZ ALLEN HAMILTON INC.	\$243,768,054	5	N/A	N	L
NCTC Pathfinder	4/17/2020	47QFCA20F0005	LEIDOS, INC.	\$936,978,909	1	N/A	N	L

High-Profile OASIS & OASIS SB Awards

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
AFMS3 2.0	6/12/2020	47QFCA20F0004	SAIC	\$737,612,817	3	N	N	L
ARFORSC OM ET2RC	6/26/2020	47QFCA20F0014	BOOZ ALLEN HAMILTON INC.	\$936,983,953	3	N/A	N	L
ARNG G2 MI IT Support Services (MISS)	9/4/2020	47QFCA20F0021	SAIC	\$752,673,670	3	N/A	N	L
Integrated Multi- Domain Command and Control Technical Support	9/18/2020	47QFCA20F0019	SAIC	\$878,224,955	1	N/A	N	L
DOD MACRO (ETAK) (Unique Mission Cell)	9/29/2020	47QFCA20F0022	APPLIED RESEARCH ASSOCIATES, INC.	\$698,233,120	2	N/A	N	L

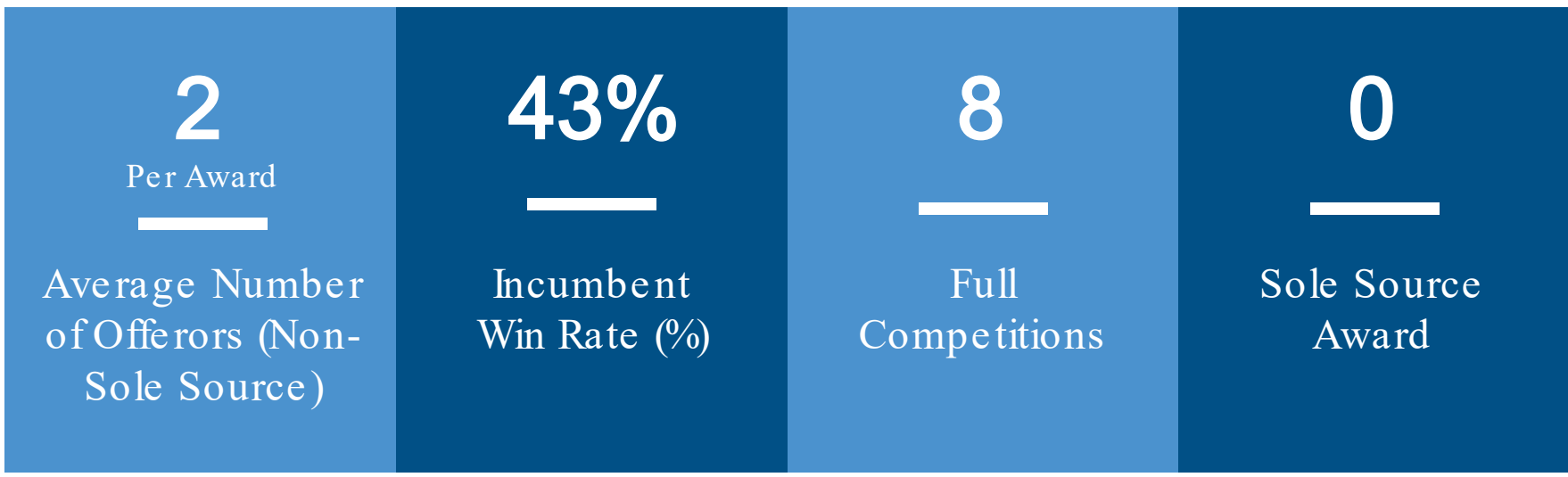
FY19 Awards



FEDSIM is a Client Support Center housed within GSA FAS AAS



OASIS & OASIS SB Statistics- FY19



Trend: Technical requirements near military bases are not seeing competition (e.g., ISR)

High-Profile OASIS & OASIS SB Awards

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
AEDC Phoenix	9/19/2018	47QFCA18F0126	Integration Innovation Inc	\$ 212,676,093.00	1	N/A	N	S
TACOM	11/16/2017	47QFCA-18-F-0015	ManTech	\$ 847,169,081.00	2	Y	N	L
JCETII	9/28/2018	47QFCA18F0067	Alion	\$ 769,178,979.00	2	Y	N	L
DIA IPAS	8/7/2018	47QFCA18F0110	BAH	\$ 884,983,624.00	2	Y	N	L
DHS APMTS	9/11/2018	47QFCA18F0117	LMI	\$ 222,300,282.00	4	N	N	L
AFRICOM C4ISR	9/14/2018	47QFCA18F0118	Smartronix	\$ 947,436,246.00	1	Y	N	L

High-Profile OASIS & OASIS SB Awards

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
Cyberspace Ops	12/14/18	47QFCA19F0033	Vencore	905,000,000	3	N	N	L
ACC ISR	03/15/19	47QFCA19F0030	Leidos	903,138,470	2	Partial	Y	L
SOUTCHCOM C4ISR	12/20/18	47QFCA19F0003	Smartonix	453,000,000	1	Y	N	L
Army TENCAP	02/05/19	47QFCA19F0034	CAIC	414,653,767	2	Y	N	L
CBP TAS	5/28/19	47QFCA19F0026	Peraton	185,876,311	2	N	N	L
SOCOM Web Support	12/18/19	47QFCA19F0003	GDIT	500,000,000	2	N	N	L
PACOM PISS	03/22/19	47QFCA19F0011	AECOM	122,775,376	2	Y	N	L
ACC A2	02/20/19	47QFCA19F0049	APOGEE	150,000,000	2	N	N	S

ALLIANT 2 METRICS



FEDSIM is a Client Support Center housed within GSA FAS AAS



FEDSIM ALLIANT Summary(FY22)

7

ALLIANT Task Orders Awarded in FY22

\$2,893,247,907

Total Value of OASIS Awards (Ceiling)

\$ 556,178,272

Average Value of Award

ALLIANT IT Statistics FY22

2.6

Per Award

Average Number
of Offerors (Non-
Sole Source)

83%

Incumbent
Win Rate (%)

6

Full
Competitions

1

Sole Source
Award



High-Profile Alliant 2 IT Awards

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
EMAPS II	3/18/2022	47QFCA22F0019	BOOZ ALLEN HAMILTON INC.	\$ 1,510,260,315.00	1	Y	N	L
ITS EPA IV - MAINES	2/18/2022	47QFCA21K0050	GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC.	\$ 661,646,630.00	3	N	N	L
Technical, Analytical, Business Operations Services (TABO)	4/26/2022	47QFCA22F0025	PERSPECTA ENTERPRISE SOLUTIONS LLC	\$ 562,995,039.00	3	N	N	L
ITS EPA IV - Enterprise Support Services and Endpoint Technology (ESSET)	4/29/2022	47QFCA22F0026	SALIENT CRGT, INC.	\$ 524,460,334.00	4	N	N	L

ALLIANT IT Statistics FY21

3

Per Award

Average Number
of Offerors (Non-
Sole Source)

50%

Incumbent
Win Rate (%)

9

Full
Competitions

0

Sole Source
Award

High-Profile Alliant 2 IT Awards – FY21

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
USACE IT Support Services (RITS)	11/30/2020	47QFCA2 IF0001	SAIC	\$1,294,982,556.00	5	N/A	N	L
Digital Infrastructure Services and Capabilities (DIGIT)	12/4/2020	47QFCA2 IF0014	NCI INFORMATION SYSTEMS, INC.	\$807,240,124.00	4	N	N	L
DoD CMO TSyBO	3/9/2021	47QFCA2 IF0018	BOOZ ALLEN HAMILTON INC.	\$674,032,745.00	1	N/A	N	L
USMS Mission Modernization Phase 2	7/22/2021	47QFCA2 IF0070	ACCENTURE FEDERAL SERVICES LLC	\$618,785,365.00	2	Y	N	L
DEA Bluestone IT Modernization	8/12/2021	47QFCA2 IF0073	SALIENT CRGT, INC.	\$875,693,798.00	6	N	N	L

ALLIANT IT Statistics - FY20

4.7

Per Award

Average Number
of Offerors (Non-
Sole Source)

33%*

Incumbent
Win Rate (%)

7

Full
Competitions

3

Sole Source
Award

High-Profile Alliant 2 IT Awards – FY20

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
BEAGLEIT	11/5/2019	47QFCA20F0010	CACI	\$1,144,842,223	6	N/A	N	L
CAEIO	12/18/2019	47QFCA20F0015	PERSPECTA ENTERPRISE SOLUTIONS LLC	\$810,580,971	4	N/A	N	L
JAIC Joint Warfighter Decision Support	5/8/2020	47QFCA20F0032	BOOZ ALLEN HAMILTON INC.	\$740,172,182	6	N/A	N	L
AFRL RAZOR	6/3/2020	47QFCA20F0009	BOOZ ALLEN HAMILTON INC.	\$559,191,032	1	N	Y	L
SITEGJ Competitive	8/5/2020	47QFCA20F0018	GDIT	\$364,099,529	3	Y	N	L

High-Profile Alliant 2 IT Awards – FY20

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
DIA TALOS	8/14/2020	47QFCA20F0051	NORTHROP GRUMMAN	\$690,224,058	7	N	N	L
OFDA ICT Sole Source Bridge Support	8/24/2020	47QFCA20F0060	GDIT	\$29,669,067	1	Y	Y	L
ADVANA DATA SUPPORT (OUSD)	9/17/2020	47QFCA20F0058	BOOZ ALLEN HAMILTON INC.	\$4,998,960	1	N/A	Y	L
BARDA Systems Engineering and Data Analytics Bridge	9/23/2020	47QFCA20F0061	LEIDOS, INC.	\$8,957,450	1	Y	Y	L
SCITES	9/25/2020	47QFCA20F0049	GDIT	\$761,600,988	6	N/A	N	L



High-Profile Alliant 2 IT Awards – FY19

Project	Award Date	TO Number	Contractor	Award Value	Offers	Incumbent	Bridge	L/S
ITEMSS (F)	4/25/2019	47QFCA19F0006	CACI, INC. - FEDERAL	\$880,266,121.00	3	Yes	No	L
Dashboard II*	5/24/2019	47QFCA19F0025	ECS FEDERAL, LLC	\$276,112,558.00	3	No	No	L
SITEC Bridge	5/29/2019	47QFCA19F0057	GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC.	\$58,897,195.00	1	Yes	Yes	L
DC3/CTA	9/24/2019	47QFCA19F0069	JACOBS TECHNOLOGY INC.	\$216,632,331.00	3	No	No	L
SITEC-J Competitive	8/5/2020	47QFCA20F0018	GENERAL DYNAMICS INFORMATION TECHNOLOGY, INC.	\$364,099,529.00	3	Yes	No	L
TIOCA	9/27/2019	47QFCA19F0028	DELOITTE CONSULTING LLP	\$431,209,272.00	2	No	No	L

Pipeline

<https://fedsim.gsa.gov/industry/>



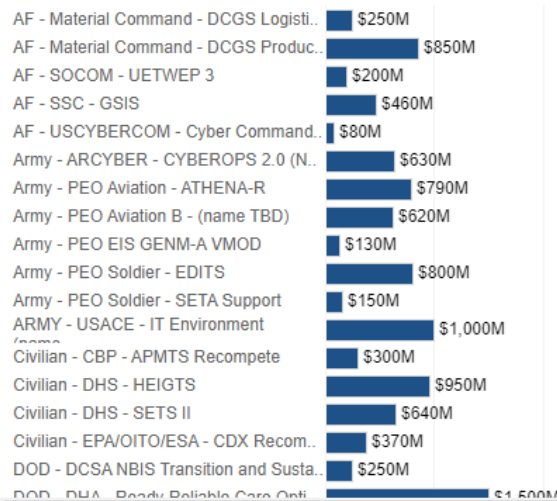
Pipeline

Opportunities

Active procurements listed are in the stage of collecting requirements and solicitation development with the client. All official notifications will be transmitted via the FEDSIM contracting officer. For updates, visit our Leadership page to identify the designated point of contact.

Active procurements are in the stage of collecting requirements and solicitation development with the client.

Estimated Contract Value



Industry Day

Procurement Name	Industry Day
Army - PEO Soldie..	June 27, 2022
AF - SSC - GSIS	July 27, 2022
GCC - USARPAC -..	August 4, 2022

Due Diligence

Procurement Name	Due Diligence
Army - PEO Sol..	June 28, 2022
GCC - USEUC..	June 28, 2022
AF - SSC - GSIS	July 28, 2022
GCC - USARPA..	August 11, 2022
GCC - USAFRI..	September 6, 2022

All Industry Day and Due Diligence sessions will be held virtually unless otherwise specified.

<https://fedsim.gsa.gov/industry/>

FEDSIM Industry Council

Industry developed the FEDSIM Industry Acquisition Council (FIAC) to ensure ongoing communication with industry leaders. The FIAC has four committees that work together to guide the organizations to:

- Promote streamlined acquisition processes for GWACs and cost type contracting
- Provide tools to facilitate large, complex acquisitions-- ensuring that agencies can successfully execute
- Expand small business participation

BD Opportunities

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FIAC Chair

- Will Fortier
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