



# FEDSIM

Shaping The Future Of Acquisition

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[fedsim.gsa.gov](https://fedsim.gsa.gov)



FEDSIM is a Client Support Center housed within GSA FAS AAS



# FEDSIM Overview

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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

\$69

Billion

Total Value of  
Active  
Contract Awards

\$2.6

Billion

Annual Contract  
Obligations

108


Projects \$100M+

# FEDSIM Organization Chart

Last revised 4/20/2021



**DIRECTOR**  
Chris Hamm



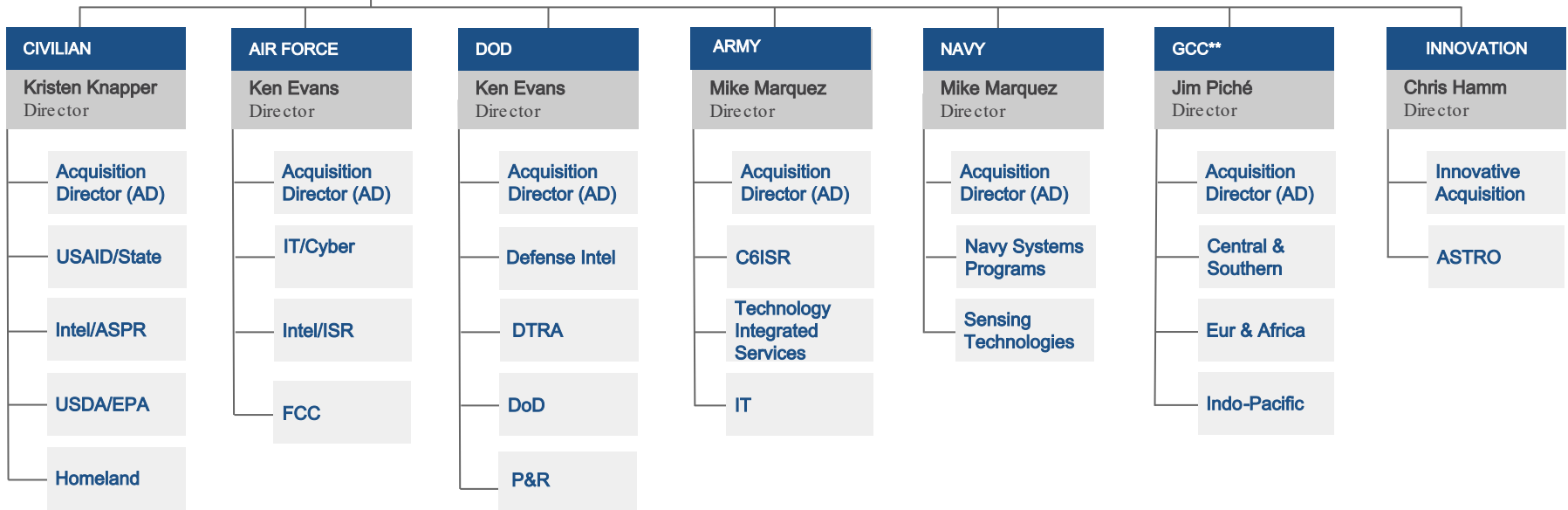
**DEPUTY DIRECTOR**  
Pete Burr



**PMO DIRECTOR**  
Erin Childs



**ACQUISITION QUALITY DIRECTOR**  
Erin Quick



\* Acting

\*\*Geographic Combatant Commands

# 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 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 closeout 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



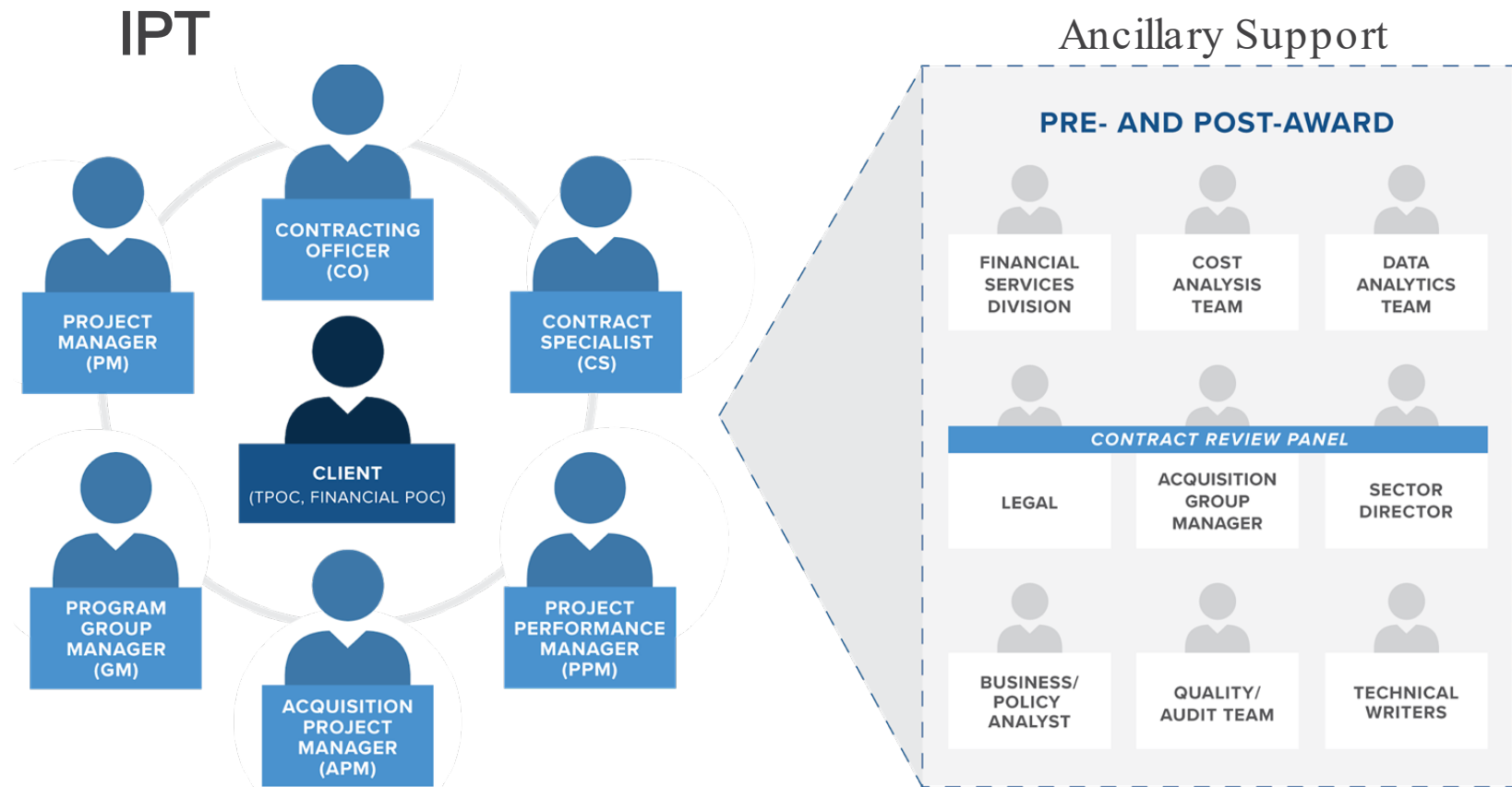
## Schedule Example

*\*Schedules will vary with each acquisition*

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

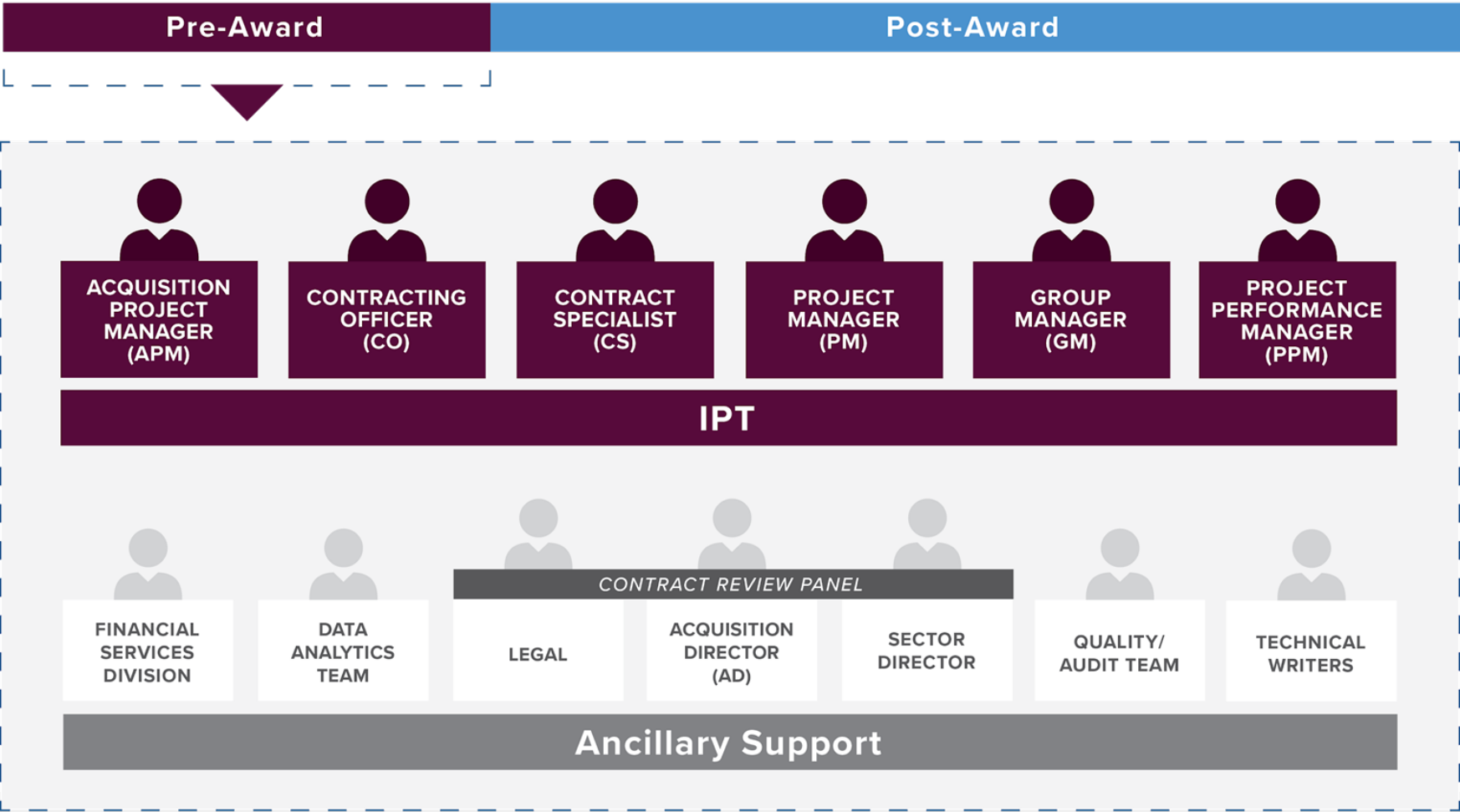
# FEDSIM Support

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.



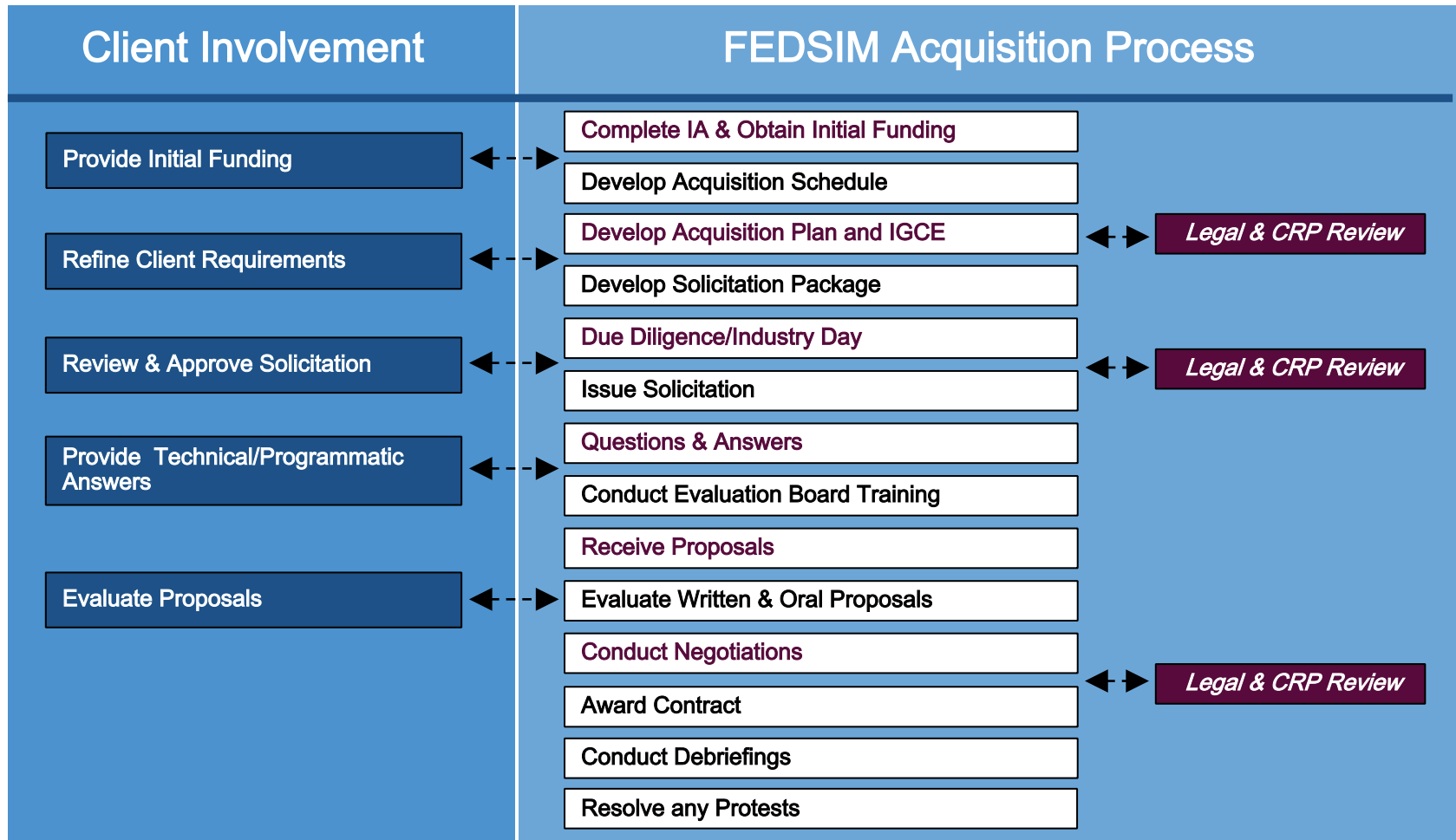
# PRE-AWARD TEAM COMPOSITION

33% 1102s, 66% Project Managers



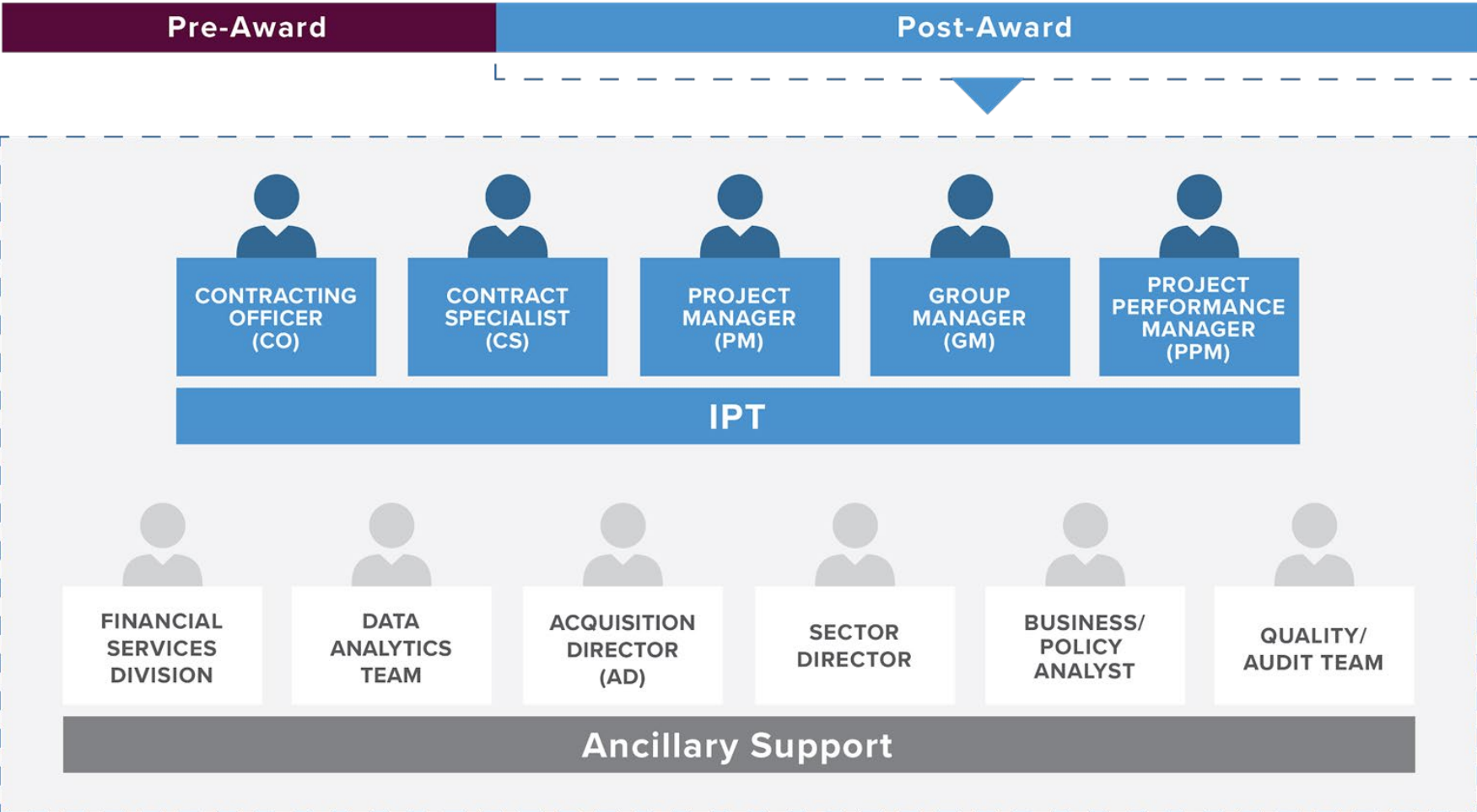


# FEDSIM Pre-Award Value-Add

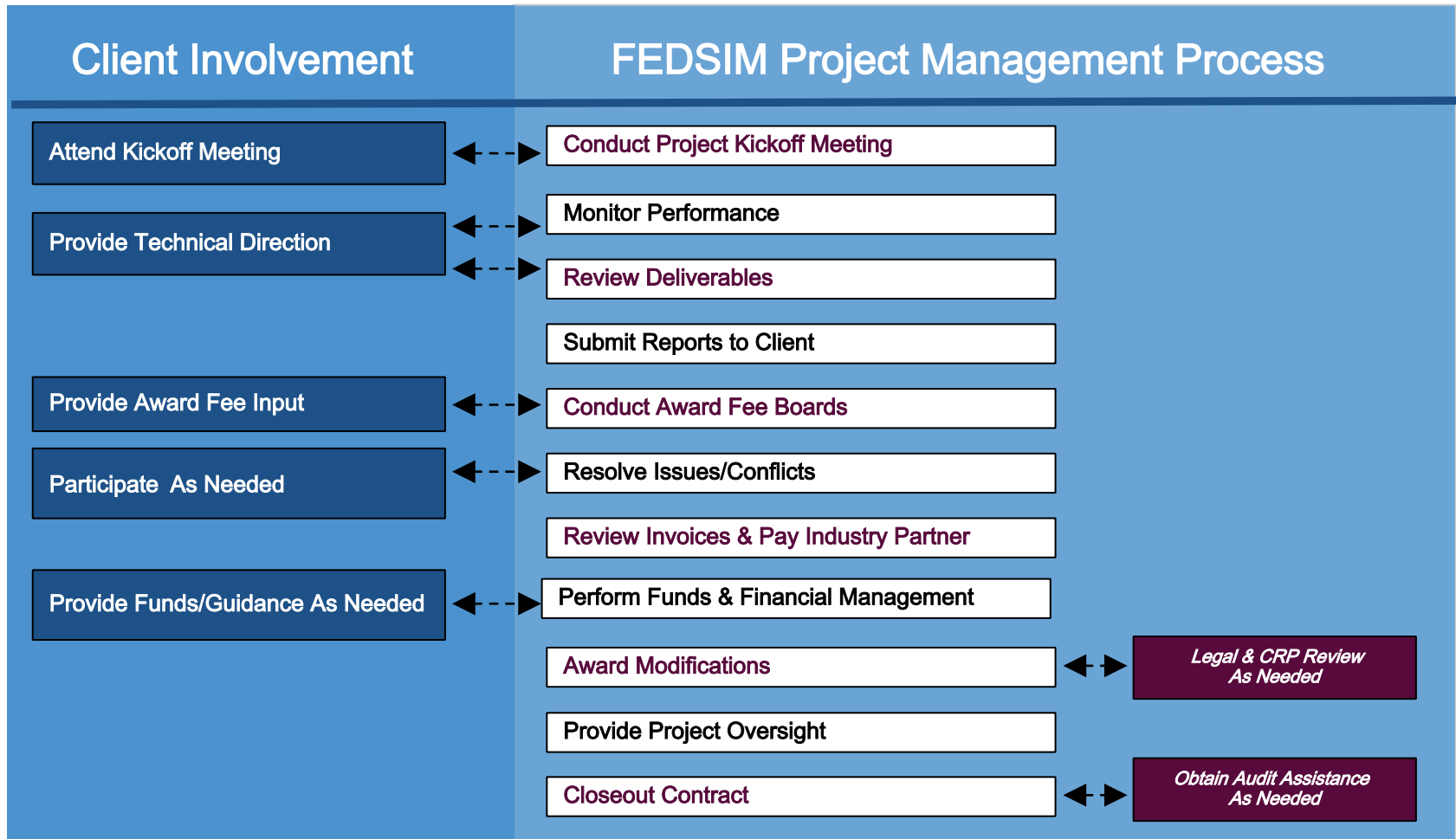


# POST-AWARD TEAM COMPOSITION

33% 1102s, 66% Project Managers



# FEDSIM PostAward Value-Add



# 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

# Innovation



FEDSIM is a Client Support Center housed within GSA FAS AAS



# Innovation

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## GSA Commercial Solutions Opening

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# CSO - What is it?

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## The CSO is....

- A pilot program authorizing use of new authority outside of the Federal Acquisition Regulation (FAR)
- A streamlined solicitation and source selection approach for acquiring innovative commercial items, including **products, technologies, and services (for now!)**
- Designed to expand the competitive pool of vendors to reach non-traditional companies who can provide innovative commercial solutions

# CSO Goals/Objectives

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**Speed**

Reduce Procurement Lead Times



**Enable  
Innovation**

Fast track innovative commercial solutions for technology & processes into government use cases while limiting risk exposure



**Communication**

Increase Dialog between buyer & seller in federal procurement as well as customer experience



**Flexibility**

Improve efficiency for industry responding to opportunities & negotiating terms and conditions



# CSO Process- How it works

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- Requirement is for an innovative and commercial solution, estimated under \$10M
- Consult PIRC CSO Guide and Templates, GSAM 571
- Market Research, Acquisition Plan, Solicitation, Evaluation Criteria Development
- AIA Approval
- Post Solicitation: FBO and other relevant sites
- Evaluate Solution Briefs → down select
- Conduct Oral Presentations/Product Demonstrations → down select
- Invite prospective awardee to submit a formal proposal
- Negotiate SOW/Terms, evaluate price
- Award

# CSO Timeline

## Schedule Example:

1 Month		1 Month		2 Weeks		1.5 Months	
Interagency Agreement		Market Research/ Outreach		Pitch		Contract Formation	
Discovery		Requirements Definition		Technical Merit		Negotiate Specific Terms & Conditions	
Acquisition Planning		Non-traditional & Traditional Vendors		Oral Presentations		Register in Gov't Systems Award	
Approval to use CSO authority		Finalize solicitation and Web Post		Best Suited		Award	

CSO Authority: [Pilot Program for Innovative Commercial Items](#)



*\*Schedules will vary with each acquisition.*

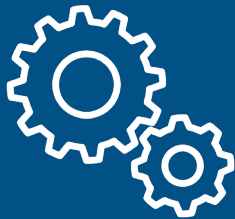
# Innovation

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## Small Business Innovation Research



# SBIR



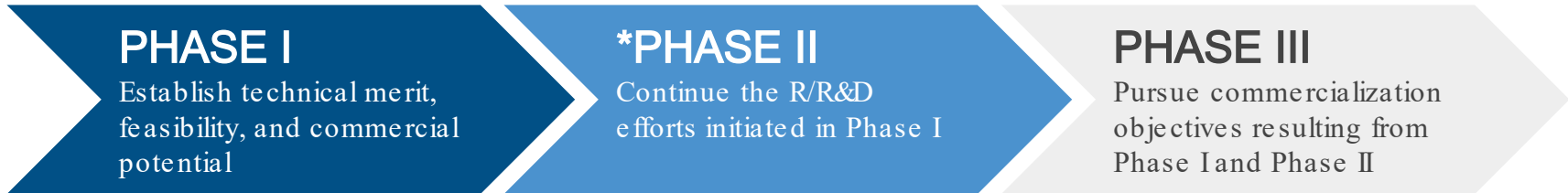
RESEARCH & DEVELOPMENT



COMMERCIALIZATION

SBIR and STTR Policy Directive

# SBIR Detailed



Phase 1	Phase II	Phase III
Feasibility Study	Facilitate Expansion	Lab into Market
≤ \$150,000 6 months*	≤ \$1 Million* 2 years	No limit to duration or \$ value
Quality of performance	R & D Potential for commercialization	Small business pursues commercialization

*\*Phase II Note: Some open topics enable direct to Phase II awards.*

A Phase III can be awarded to a Phase I and/or Phase II awardee, even prior to the work on those previous awards being completed.

# SBIR Phase III

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1

Any Federal agency can enter PHASE III funding agreement.

2

SBIR funds cannot be used for SBIR PHASE IIIs. Any other type of funding, from any agency, is acceptable.

3

SBIR PHASE III contracts are no different from any other negotiated contracts with these exceptions:

- They are sole source as authorized by statute
- They include SBIR data rights clauses
- The government must award a PHASE III to the SBIR firm that developed the PHASE III technology to the greatest extent possible

# SBIR Protection Period

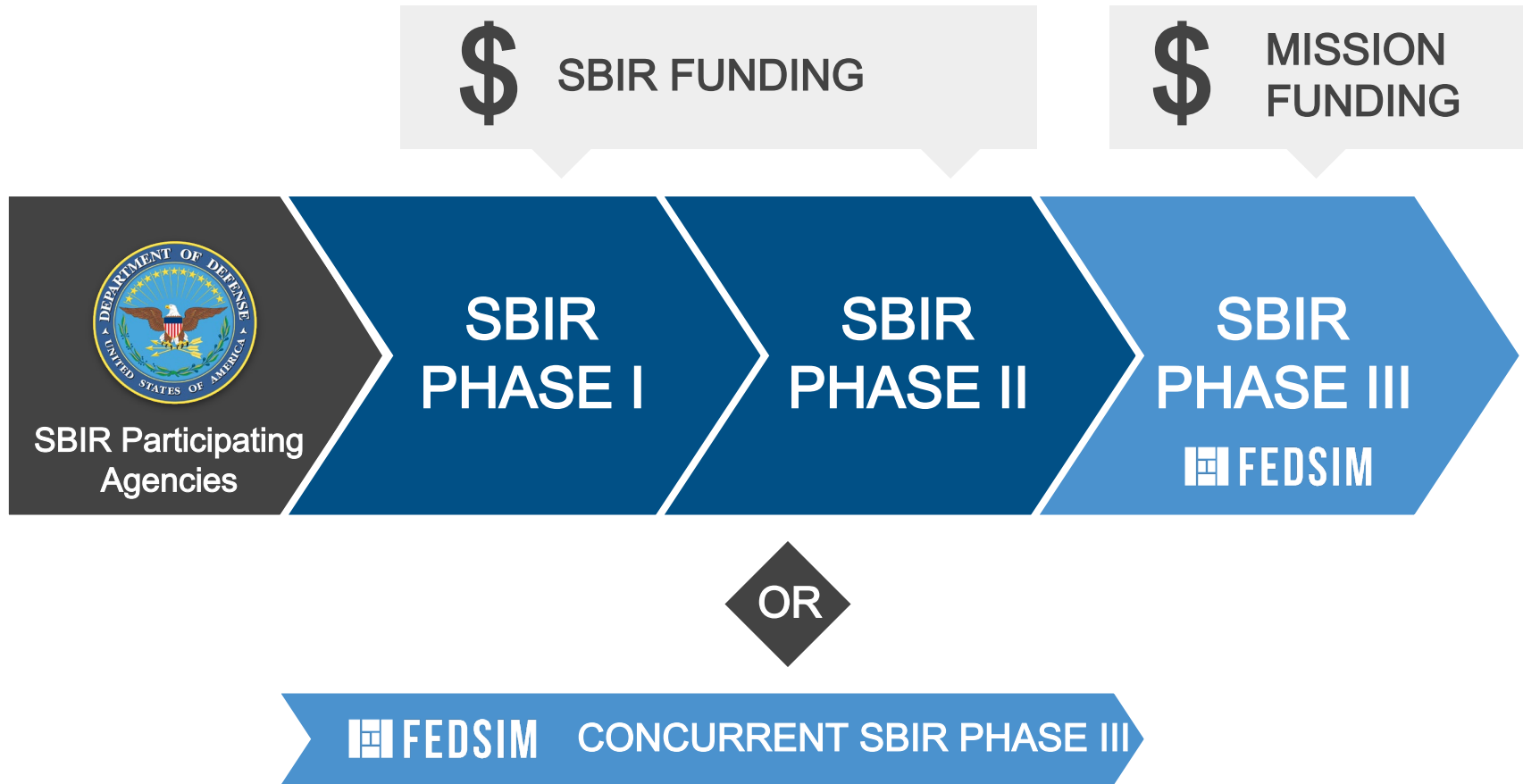


SBIR DATA RIGHTS



**SBIR Data Rights** apply to all SBIR awards, including subcontracts or subgrants to such awards, that fall within the statutory definition of Phase I, II, or III of the SBIR program.

# FEDSIM Can Help



*FEDSIM is not a SBIR agency, but rather an assisted acquisition organization, serving as an acquisition option for Phase III support for these agencies.*



# Contact Us

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