

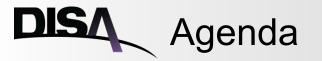


DISA Premier Contracts

The Premier Contracts Umbrella to Meet Your IT Missions

> DISA Brown Bag Information Session DISA/DITCO/BDL/OCL

> > February 2020



- $\hfill\square$ Overviews
- □ Backgrounds
- □ Acquisition Strategies
- Performance Areas
- Contract Awardees
- □ How to Utilize
- □ Summary







GSM-O II

- **BLUF:** GSM-O II is designed to provide a full global operations and sustainment solution that is needed to support the Department of Defense (DoD) Information Network/ Defense Information System Network (DODIN/DISN), under the direction of the DISA's Infrastructure Executive (IE), for both DoD and non-DoD entities.
- **Supports**: DISA, DoD, and non-DoD mission partners
- Ordering Period: '20-'30
- Ceiling Value: \$6.52B
- <u>Evaluation Methodology</u>: Negotiated task orders under single award IDIQ
- <u>Contract Types</u>: All variations of fixed price and cost-type contracts
- Single award IDIQ: One large business awardee



ENCORE III

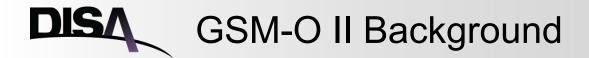
- **BLUF:** ENCORE III offers the full spectrum of IT services encompassing a wide-range of services to implement, operate, maintain/sustain, incrementally develop, and ultimately retire IT capabilities.
- <u>Supports</u>: DISA, DoD, Federal Agencies, and the Intelligence Community
- Ordering Period: F&O: '18-'28 | SB: '19-'29
- Ceiling Value: \$17.5B
- Evaluation Methodology: Task orders may utilize LPTA or trade-off approaches
- **Contract Types:** All variations of fixed price and cost-type contracts
- Full & Open and Small Business Suites: 20 awardees in each suite (Most Prime Awardees in both suites have a TOP SECRET FCL)



SETI

- **BLUF:** SETI was designed for the development of innovative solutions to new, unique, or complex problems in the IT mission areas; in addition to being able to engineer solutions to existing complex capability gaps in the IT service portfolio.
- **<u>Supports</u>:** DISA and DoD Mission Partners
- Ordering Period: F&O: '19-'29 | SB: '20-'30
- Ceiling Value: \$7.5B
- Evaluation Methodology: Task orders may utilize LPTA or trade-off approaches
- <u>Contract Types</u>: All variations of fixed price and cost-type contracts, plus T&M and labor hour
- Full & Open and Small Business Suites: 25 SB awardees; 15 F&O awardees (All Prime Awardees in both suites have a minimum SECRET FCL)

Providing Services and Solutions for All of the Warfighter's IT Requirements



• Scope/Ceiling:

- Similar scope as GSM-O, full range of Operations and Sustainment of IT-Services
- Added specific scope to address evolving Agency initiatives (e.g., Cyber Security, IT Reform, Automation, Ecosystem, 4th Estate Network Optimization (4ENO))
- Supports the DoD, Federal agencies, and the Intelligence Community

• Strategy:

- Incentives for Innovations
- Continue to drive efficiencies
- Increased cyber security to defend and protect the DISN/DODIN
- Streamline the Operational Environment through automation and artificial intelligence
- One global operating picture no matter the location
- Modernizing DISN and DODIN capabilities
- Increasing operational availability while decreasing operational downtimes





• Scope/Ceiling:

- Similar scope as ENCORE II (full range of IT-related services)
- Added specific language in PWS to address evolving technologies (e.g., Cyber Security & Cloud Professional Services)
- Supports the DoD, Federal agencies, and added the Intelligence Community

• Strategy:

- Streamlined ENCORE III contracts as part of Agency's suite of Acquisition of Services
- Multiple award, IDIQ contracts (Full & Open and Small Business Set-aside Suites)
- Ordering period: 5-year base, 5 one-year options
- Contract types: All variations of fixed price and cost-type contracts
- Two suites: Maximizes competition among large and small business
- On/Off-Ramping capability
- Improved metrics through standardized report format (performance areas utilization and dollars allocated)



DISA's History of IT Service Solutions Spans Over 25 years

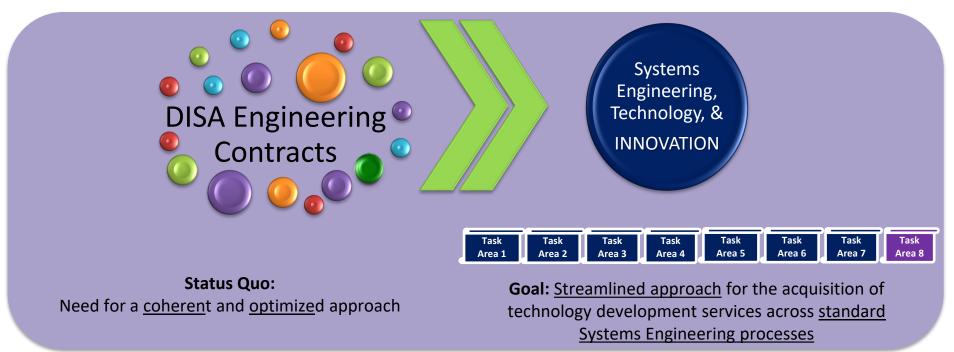
CONTRACT	PERIOD OF PERFORMANCE	CEILING	# OF AWARDS	DESCRIPTION OF SERVICES
Defense Enterprise Integration Services (DEIS) MAC ID/IQ	1994-1996	\$1.1B	6 Large	Provided IT migration and integration services to facilitate the migration of DoD legacy information systems to Defense Information Infrastructure (DII) Common Operating Environment (COE) compliant migratory systems
DEIS II MAC ID/IQ	1996-2002	\$3B	6 Large	Follow-on vehicle to continue the migration of DoD legacy information systems to DII COE compliant migratory systems, the DEIS II contracts provided expanded support for deployment and sustainment services to Federal agencies outside the DoD
ENCORE MAC ID/IQ	2002-2009	\$2.5B	9 Large	Provided a full range of IT solutions required by the DoD and other Federal agencies requiring connectivity, interface, and/or interoperability with the DoD or US Government
ENCORE II MAC ID/IQ	2008-2018	\$12.225B	21 Large 5 Small	Included 20 Task Areas that provide a full range of IT solutions required by the DoD, other Federal agencies, and other organizations requiring connectivity, interface, and/or interoperability with the DoD or Federal Government.
ENCORE III MAC ID/IQ	Large: 2018-2028 Small: 2019-2029	\$17.5B	20 Large 20 Small	Includes 19 Performance Areas that provide a full range of IT solutions required by the DoD, other Federal agencies (including the IC), requiring connectivity, interface, and/or interoperability with the DoD or Federal Government.

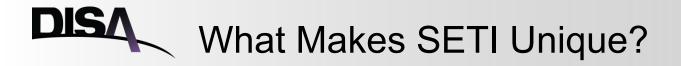


What Started SETI?

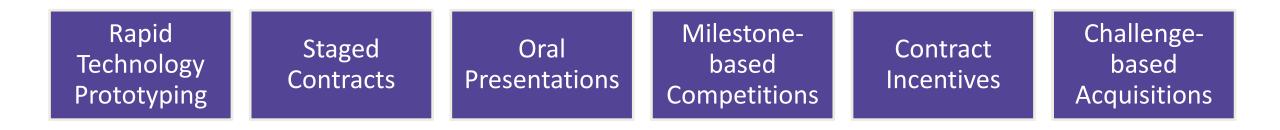
"Whenever the Warfighter is willing to pay more for above threshold requirements or performance standards and may benefit from an innovative and technologically superior solution to meet their mission needs, a tradeoff source selection process between cost or price and non-cost factors is optimal."

- Frank Kendall, 4 March 2015 Memo





- SETI is a strategic sourcing tool that was structured and designed for:
 - Fostering innovation | Solving complex IT problems
 - Facilitating bi-lateral and candid communications with industry | Delivering best-value solutions
 - Connecting innovative companies directly to requirement owners | Fostering partnerships
 - Streamlining and normalizing the Innovation Processes from the ground up!
 - Implementing innovative contracting strategies tailored to each unique requirement, to include right-sizing the balance between need for speed to award and complexity in meeting requirements.
 - Examples of approaches that may be considered targets for piloting or execution of requirements under SETI include:



GSMO II Acquisition Strategy—RFP Attributes



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- Single Award, IDIQ 10 Year ordering period
- \$6.52B contract ceiling to support the DISN/DODIN, IT Reform, Ecosystem, and 4th Estate Network Optimization (4ENO)
- Best Value Trade Off
 - As an IDIQ contract, the generic scope of the PWS does not contain objective or threshold values
 - Pre-negotiated labor rates and labor categories for 10 years
- The technical/management and past performance proposals were evaluated based on offeror's recent and relevant experience within DISA, DoD and the Intelligence Community
- 96 labor categories with specific education, experience, and security requirements covering world-wide geographic locations

- GSM-O II is a 10 year contract (includes a 5year base period with two, two-year option periods and one, one-year option period (total 10 years))
- Incentives for innovations
- Drive towards continued efficiencies
- Network operations automation
- Artificial Intelligence (AI)
- Streamlined maintenance and DISN sparing
- Direct working relationship w/ DISN Implementations, Tech Refresh, Operational Support System and new DISN technology / capabilities
- Small Business
 - Incentives for small business partnerships
 - Prime contractor sponsorship for TS/SCI requirement level performance with partners

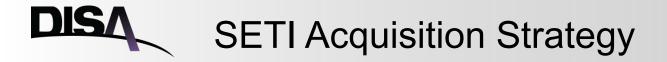
ENCORE III Acquisition Strategy



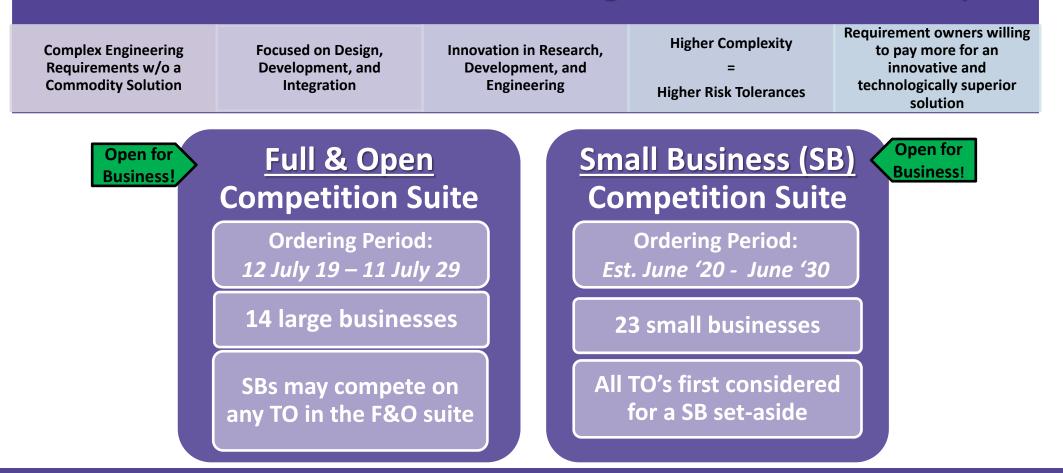


How Were ENCORE III Awardees Evaluated?

		1. TECHNICAL/ MANAGEMENT (F&O)	2: PAST PERFORMANCE	4: UTILIZATION OF SB	5: COST/PRICE	
Authorizi Implement System f and Acc - Asset f	rated Solutions ement – managing tion efforts Security Assessment, ization, and nentation – intrusion on and prevention Security Assessment, ization, and nentation – moving a through Certification creditation Management port Services	 Requirements Analysis Custom Application Development Product Integration Test and Evaluation (T&E) Operations Support - Assessment & Authorization (A&A), Configuration Management (CM), and Release Management of a software or IT system for a DoD/IC Agency Operations Support - operational support of a fielded, operational DoD/IC software, and/or IT system Enterprise IT Policy and Planning 	- P - P - P - C - C - C - C - C - C - C - C - C - C	 All Offerors must submit a Small Business Participation Plan ONLY Large businesses must submit a Small Business Subcontracting Plan MINIMUM QUALIFICATION OF PMP Certified Program Notes the following: CMMI Maturity Level 3 or high ISO 9001 Certification ISO 20000 Certification ISO 27001 Certification Point Song the 116 LCATS BA/BS w/ at least 3 years MA/MS w/ at least 15 years 	Managers er	Although price was the final determining factor, each contractor had to meet or exceed the high technical standards outlined in the Problem Statements.



Best Value Trade Off was the Right Fit for SETI's Scope





How were SETI awardees were evaluated?

	2. DACT				
 Corporate Philosophy & Culture on Innovation Investment in Innovation History of Engineering & Deploying Innovative Solutions Outreach & Participation Certifications, Awards, Achievements, and/or Patents 	2: PAST PERFORMANCE - New, enhanced, engineered, implemented, and/or tested technologies - Ability to deploy technologies - Efficient and expeditious technology development & delivery - Technology adoption & with quantifiable success and/or improvement metrics	3: PROBLEM STATEMENTS Unrestricted Pool: 1 - Framed Requirement seeking Innovative Solution 2 - Open Problem seeking Innovative Approach <u>Restricted Pool:</u> 1 – Framed Requirement seeking technology- unique solution 2 - Open Problem seeking Innovative Approach	4: UTILIZATION OF SB - All Offerors must submit a Small Business Participation Plan - ONLY Large businesses must submit a Small Business Subcontracting Plan	5: COST/PRICE - Offerors will submit fully burdened labor rates (capped ceiling for FFP/T&M) - Total proposed price used as a basis for comparison for trade-off purposes	

All Non-Price Factors, when combined, were More Important than Cost/Price.



1. Operations and Sustainment

- Provides global Operational Sustainment of the DODIN/DISN
- Enhanced operations
- Automation, AI and Innovations
- DISN Optimization

2. Maintenance

- Provides maintenance support for the global DODIN/DISN infrastructure
- Hardware maintenance agreements & self-sparing
- Global footprint supporting FSE dispatch
- Faster response times, increasing operational availability of network components

3. Cyber Security

• Provides Cybersecurity defense of the DISA Enterprise Infrastructure, to include the DISN backbone, Cyber Automation, defensive cyber operations

4. JRSS

• Provides support required to integrate, migrate, sustain, maintain, and modernize systems to support and enhance the mission

5. Innovations

- Supports the integration of systems & capabilities from SETI / E3 to produce a complete & interoperable system that will support the warfighter
- Modernize, sustain, synchronize systems to support and enhance the mission of the warfighter

6. Joint Partners

- Supports operational sustainment requirements of DISA's mission partners
- Strict Operational performance parameters
- Ongoing Operational innovations and support





	19 Performance Areas				
PA1-Enterprise IT Policy and Planning	PA2-Integrated Solutions Management	PA3-Process, Performance, and Strategic Benchmarking	PA4-Business Process Reengineering	PA5-Requirement Analysis	
 Provides support to review, analyze, and coordinate processes, policies, and doctrine Provides Program and Project Management support to include development of management plans, metric collection, and meeting support 	Provides full spectrum of integration support to review requirements to provide effective IT solutions	Provides support to establish baselining of existing legacy processes, products, and metrics	Provides support to assist government in examining organizational goals, objectives, and structures for purpose of a ground-up redesign	 Provides support to facilitate requirements definition in design, development, V&V testing, and database solutions for enterprise use Ensures requirements are traceable, complete, consistent, prioritized, validated, and testable 	
PA6-Market Research and Prototyping - Assists with market research analysis - Define, develop, test, and evaluate prototype solutions	PA7-Information and Knowledge Management Provides support for data migration strategies and target architectures	PA8-Custom Application Development Development of new systems	PA9-Product Integration Provides seamless functions to integrate into existing systems/platforms	PA10-Test and Evaluation Provides technical support to developmental testing, interoperability evaluations, cybersecurity testing, early operational assessments, operational testing, and evaluation of Information Technology (IT) and National Security Systems (NSS).	
PA11-Asset Management Provides asset inventory, tracking, maintenance, and support to the entire asset lifecycle. Includes IT Systems and Hardware and IT support equipment such as VTCs	PA12-Network Support Provides network design, policy, performance monitoring, and fault management	PA13-Cyber Security Assessment, Authorization and Implementation Provides for planning, designing, and testing of C2 communications, firewalls, and intrusion detection systems	PA14-Information Communications Technology Provides for design and installation of wireless and microwave technology to provide for a more efficient storage and retrieval of telecommunications systems	PA15-Computer-Telephony Integration Use of computers to manage telephone calls	
PA16-Web Services	DA17 Operations Support	PA18-IT Support Services	PA19-Cloud Professional Services		
Provides web design and maintenance activities	PA17-Operations Support -Provides support services for all aspects of installing and operating approved COTS/GOTS applications/systems	-Specific service elements may include configuration management, performance monitoring and tuning, system backup and recovery, storage management, and help desk, support	Cloud professional support services may include all services required to transition, deploy, operate, maintain, and safeguard applications that will migrate to a Cloud solution.	*Plus 78 subtasks which form the basis for providing ENCORE III IT services and solutions	



1. Systems Engineering

Establish the technical framework for delivering material capabilities to the warfighter.
Ensures a balanced approach to cost, schedule, performance, & risk through an integrated, disciplined, and consistent process.

2. Design Analysis

•Analyze and Refine requirements with proven methodologies throughout the system's lifecycle.

3. Systems Architecture

• Develop integrated enterprise architectures from the enterprise-level down to, and across the solution-level.

4. Software Development

•Design, develop, sustain, synchronize, and modernize systems to support and enhance the mission of the warfighter.

5. Systems Integration

•Integrate component subsystems to produce a complete & interoperable system that will support the warfighter.

6. Test & Evaluation

•Demonstrate performance in the expected operational environment with realistic T&E events. •Ensure the system can achieve KPPs through the DT&E and OT&E phases.

7. Deployment & Lifecycle Engineering

Effectively move a system, or element, to it's intended environment.Develop & implement performance-based logistics strategies that optimize total system effectiveness.

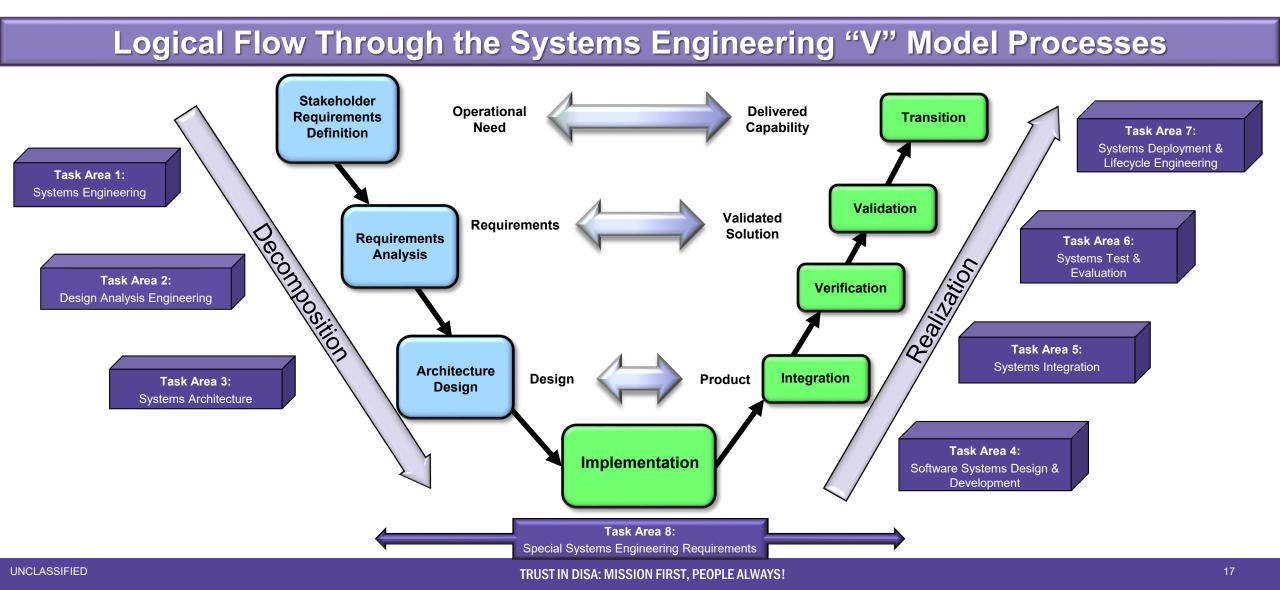
8. Special Engineering Requirements

Support specialized environments within the DoD mission space
Network, Satellite, Spectrum, Cybersecurity, Cloud, Information & Knowledge Engineering



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DISA SETI's Task Areas' Correlation to SE Technical Processes



DISA SETI's Sub-Task Areas (57 in total)

TA ²	1: Systems Engineering	TA3: Systems Architecture	TA5: Systems Integration
1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. TA 2	Technical Planning Design Analysis Technical Assessment Requirements Management Risk Management Process Configuration Management Technical Data Management Interface Management Requirements Analysis Implementation Support Verification Process Validation Process Transition Process	 Develop Architectures Research Documentation Conduct Interviews Identify Primitives Scope & Assemble Primitives into Architecture Views Resolve Discrepancies Develop Reference Models Maintain Architectures Review Architectures Analyze Architectures Architecture Governance Enterprise Engineering Support Business Process Support Capabilities and Services Mapping 	Integration Entregration1.System Integration Strategy and Planning2.Integration Implementation4.Integration TestTA6: Systems Test & Evaluation1.General T& Requirements2.Test Execution3.Test Reporting4.Document Reviews5.Shared Test Data Access6.T& Meeting Documentation & Records7.T& Metrics8.GFE for T& E9.Test Automation, Instrumentation, and Modeling & Simulation Strategy
1. 2. 3. 4.	Engineering Assessment Pilots and Initiatives Modeling & Simulation System Analysis & Investigation	 15. Training 16. Technical Writing & Document Support TA4: Software Systems Design & Development 1. Software Engineering 2. Software Development 	9. Emerging Technologies 9. Emerging Technologies 9. Emerging Technologies 9. Emerging Technologies



ENCORE III Awardees





ENCORE II Contractor





Full and Open Suite **Small Business Suite** Ordering Period: Jul 2019 - Jul 2029 1. A Square Group (ASG) 1. AASKI Technology 2. Affinity Innovations 2. Accenture Federal Services 3. Applied Systems Engineering (ASE) 3. **BAE Systems Solutions** 4. **Bluestone Logic Booz Allen Hamilton** 4. 5. BCMC Deloitte Consulting 5. 6. **Credence Management Solutions** Peraton (Harris) 6. 7. Innoplex **IBM** Corporation 8. Innovation Evolution Technologies (IETEK) KeyW Corporation 8. 9. Innovative Government Solutions (IGS) 9. Leidos Innovations 10. Integrated Systems (ISI) 10. LinQuest Corporation 11. Interactive Process Technologies (IPT) 11. NES Associates 12. Mission Support LP 12. Northrop Grumman 13. Netcentric Technology 13. Parsons 14. Riverside Engineering 14. Perspecta (Vencore) 15. Semper AASKI Alliance 15. Solers* 16. Superlative Technologies (SuprTek) *Solers acquired by Peraton and has 17. Synaptek Corporation since entered voluntary dormant status 18. Synergy Business Innovation 19. Tiber Creek Consulting 20. ValidaTek 21. Volant Associates 22. Mission1st 23. RedTeam Engineering

Ordering Period: June 2020 – June 2030





HOW TO UTILIZE THE DISA PREMIER CONTRACTS





Ordering Process Information

Internal Ordering Fees	GSM-O II	2.25% DITCO Fee (<i>DITCO procures and administers requirement</i>)	Fees are not negotiable, but are
	E3/SETI	2.25% DITCO Fee (<i>DITCO procures and administers requirement</i>)	subject to change
External Ordering Fees	GSM-O II	Decentralized Ordering Not Available	PALTs are tailorable based on acquisition
	E3/SETI	1% Decentralized Ordering Fee (<i>Other Contracting Activity procures requiremen</i> t)	and methodology used
	GSM-O II	<\$10M: ~54 calendar days (cd)	Dates do not include
PALTs	6311-011	> \$10M : ~67 calendar days (cd)	DITCO review of draft
	E3/SETI	LPTA: ~157cd (<\$10M) ~203cd (>\$10M)	packages or sources
	E3/3E11	BVTO: ~169cd (<\$10M) ~210cd (>\$10M)	sought timeframe

How to Optimize PALTs?

Ensure acquisition package is complete.

Coordinate any questions with DITCO as soon as known in order to clarify any inconsistencies and resolve concerns.

Request DITCO involvement in acquisition planning phase to reduce rework.

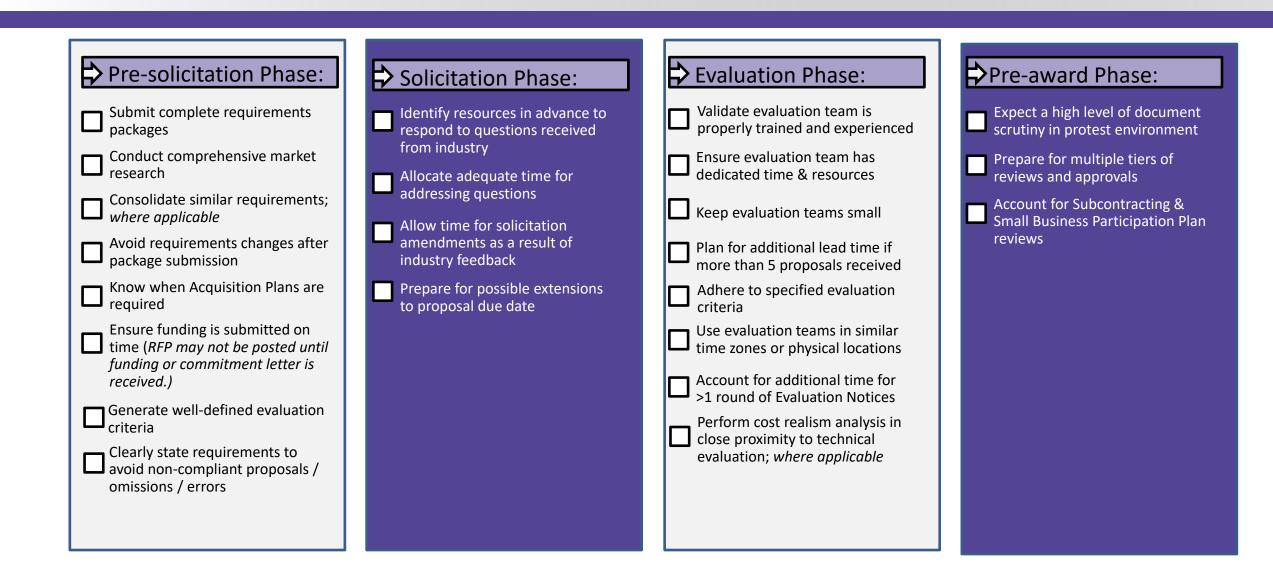


Additional Ordering Process Information

- Information Technology & Telecommunications Acquisition Package Submission & Ordering Guide Website for requiring activities when processing internal orders: https://www.ditco.disa.mil/contracts/IT instruct.asp
- Interactive Wizard Tool available for requiring activities to ease the requirements package development process
 - Assists in determining what documentation is required to complete an acquisition package
 - Provides direct link to current templates for each of the required documents
 - Streamlines processing times ensuring documentation is complete and information is present for a more consistent product
- Requirements Package Preparation Guide contains information on policies, processes, and a more detailed description of required documents
- Listing of PALTs with breakdown details; PALT begins with receipt of complete Acquisition Package
 - Does not factor timeframes for market research or acquisition planning
 - Include assumptions such as one round of Evaluation Notices, no more than five proposals, no protests, etc.
 - Only applies to orders placed by DITCO, not decentralized orders



Tactics to Streamline Acquisition Timelines







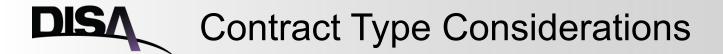
WHY UTILIZE DISA PREMIER CONTRACT VEHICLES?





Available Contract Types

- GSM-O II, SETI, and ENCORE III offer all variations of fixed price and cost-type contracts, *which includes*:
 - **Fixed-price**
 - Firm-Fixed-Price (FFP)
 - · Fixed-price with economic price adjustment
 - Fixed-price incentive contracts ٠
 - Fixed-ceiling price contracts with retroactive price redetermination ٠
 - FFP level-of-effort •
 - Cost-reimbursement
 - Cost-reimbursement without fee
 - Cost-sharing
 - Cost-plus-incentive-fee ٠
 - Cost-plus-award-fee
 - Cost-plus-fixed-fee
- SETI also includes Time & Materials (T&M) / Labor Hour (LH)
- Ceiling rates only apply to FFP and T&M / LH line items



Fixed Price Contracts

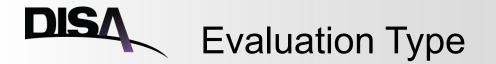
- FFP
 - FAR preference to be utilized to the maximum extent practicable; all other contract types include limitations and require further analyses/approval prior to utilization
 - Payment is typically tied to performance, milestones, and/or specific deliverables; payment should typically not be based solely upon monthly status reports or hours used
- Other fixed-price contract arrangements may be considered when aspects of requirement lend itself to fixed pricing, but may be appropriate to include for specified levels of
 effort and potential adjustment(s) for profit/cost incentives, price adjustments, etc.

Cost Type Contracts

- Utilized when requirement cannot be accurately defined, uncertainties exist such that the Government cannot estimate with sufficient accuracy the level of effort and costs to
 use any type of fixed-price contract
- Requires an Acquisition Plan and Determination & Findings
- Labor categories must still be in line with the titles and descriptions on contract
- Cost proposals must be submitted IAW FAR 52.215-20

Hybrid

- Mixture of contract types (e.g., FFP and Cost)
- May be appropriate to consider multiple contract types when entire requirement does not fit one particular selection



• Joint decision between the requirement's owner and contracting office based upon review of requirements and risks

Best Value Trade Off (BVTO)

- For competitively negotiated contracts and allows for a tradeoff between non-cost factors and cost/price in order for the Government to award to
 other than the lowest priced proposal or other than the highest technically rated proposal to achieve a best-value contract award
- BVTO evaluations may be used in situations where the Government would realize a value from a proposal exceeding the Government's minimum technical or performance requirements (example: acquisitions of non-commercial or complex services)

Lowest Priced Technically Acceptable (LPTA)

- For competitively negotiated contracts where best value is expected to result from selection of the technically acceptable proposal with the lowest evaluated price
- Used in situations where the Government would not realize any value from a proposal exceeding the Government's minimum technical or performance requirements (e.g., acquisitions of non-complex services that are clearly defined and expected to be low risk)
- Does not permit tradeoffs between price and non-cost/price factors
- Streamlines the evaluation process
- Determination and Findings required for use of LPTA

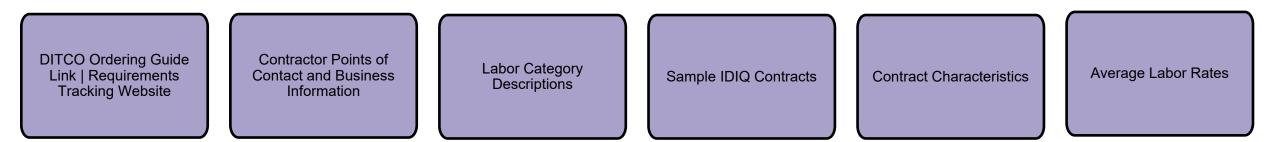
DISA Benefits of Using DISA's Premier Contracts

Proven experience – awardees possess recent and relevant experience with DISA, DoD and Aligned to DISA's Strategic Goals – long the Intelligence Community Broad scope covering the full spectrum history of proven success with an innovation-seeking approach for solving of IT services Fully vetted prime contractors with ample opportunities for subcontractor arrangements to satisfy requirements – new problems additional subcontractors may be added throughout the lifecycle Competitively established pricing --Flexible evaluation methods – can choose promotes cost avoidance through Higher protest thresholds – task orders between BVTO or LPTA based on nature Strategic Sourcing and Better Buying under \$25M are not protestable of requirement Power Supports DISA's socio-economic goals – Fewer fees – DITCO's fee for service is On/Off Ramp capability ensures robust capability to set-aside requirements for 2.25%; no additional fee for use of DISA small business participation and small business under SETI and ENCORE vehicles (e.g., GSA contract access fees competition for the life of the contract include an additional 0.75%) 111

TRUST in DISA: Mission First, People Always



Additional Ordering Information available at the below sites



GSM-O Website: <u>https://www.ditco.disa.mil/contracts/?vc=GSM-O</u> ENCORE III Website: <u>https://www.ditco.disa.mil/ENCORE3.asp</u> SETI Web Portal: <u>https://disa.deps.mil/ext/cop/PREMIER/SETI/default.aspx</u> ENCORE III Full & Open Suite site: <u>https://www.ditco.disa.mil/contracts/?vc=ENCOR3FO</u> SETI Full & Open Suite site: <u>https://www.ditco.disa.mil/contracts/?vc=ENCOR3FO</u> ENCORE III Small Business Suite site: <u>https://www.ditco.disa.mil/contracts/?vc=ENCOR3SB</u> SETI Small Business Suite site: <u>https://www.ditco.disa.mil/contracts/?vc=ENCOR3SB</u>

Where to send your completed requirements package → https://www.ditco.disa.mil/contracts/WhereSendOrders.asp

*CAC-authentication Required



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