DISA Premier Contracts
The Premier Contracts Umbrella to Meet Your IT Missions

DISA Brown Bag Information Session
DISA/DITCO/BDL/OCL
February 2020
Agenda

- 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
- **Evaluation Methodology:** Negotiated task orders under single award IDIQ
- **Contract Types:** 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.
- **Supports:** 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.
- **Supports:** 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
- **Contract Types:** 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)
GSM-O II Background

**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
ENCORE III Background

**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)
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.

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.

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.

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.

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
What Makes SETI Unique?

• 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:

  - Rapid Technology Prototyping
  - Staged Contracts
  - Oral Presentations
  - Milestone-based Competitions
  - Contract Incentives
  - Challenge-based Acquisitions
GSMO II Acquisition Strategy—RFP Attributes

- 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 5-year 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**

**Best Value Lowest Price Technically Acceptable source selection was the Right Fit for ENCORE III**

<table>
<thead>
<tr>
<th>Broad scope of Performance Areas with specific solutions addressed at the task order level</th>
<th>Technical/Management proposals evaluated based on offeror’s recent and relevant experience (prime contractor only)</th>
<th>High contractor qualifications required in education, experience, and organization</th>
<th>Varying levels of complexity and risk tolerances to provide global IT capabilities</th>
<th>Best qualified contractors at a competitive price!</th>
</tr>
</thead>
</table>

*Best Value Tradeoff may be conducted at task order level*

<table>
<thead>
<tr>
<th>Full &amp; Open Competition Suite</th>
<th>Small Business Competition Suite</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ordering Period: 12 Mar 18 – 11 Mar 28</td>
<td>Ordering Period: 12 May 19 – 11 May 29</td>
</tr>
<tr>
<td>20 Awardees</td>
<td>20 Awardees</td>
</tr>
</tbody>
</table>

*Capped labor rates only apply to firm fixed price labor categories*

Open for Business!
### Problem Statements

<table>
<thead>
<tr>
<th>1: TECHNICAL/MANAGEMENT (SB)</th>
<th>1. TECHNICAL/MANAGEMENT (F&amp;O)</th>
<th>2: PAST PERFORMANCE</th>
<th>4: UTILIZATION OF SB</th>
<th>5: COST/PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Integrated Solutions Management – conducting management reviews</td>
<td>- Requirements Analysis</td>
<td>- Based on the offerors actual past experiences (previous performances)</td>
<td>- All Offerors must submit a Small Business Participation Plan</td>
<td>- Offerors proposed fully burdened labor rates (capped ceiling for FFP)</td>
</tr>
<tr>
<td>- Integrated Solutions Management – managing integration efforts</td>
<td>- Custom Application Development</td>
<td>- Minimally 3 years recent and relevant work with DoD or Intelligence Community</td>
<td>- ONLY Large businesses must submit a Small Business Subcontracting Plan</td>
<td></td>
</tr>
<tr>
<td>- Cyber Security Assessment, Authorization, and Implementation – intrusion detection and prevention</td>
<td>- Product Integration</td>
<td>- Operations Support - Assessment &amp; Authorization (A&amp;A), Configuration Management (CM), and Release Management of a software or IT system for a DoD/IC Agency</td>
<td>- Offerors proposed fully burdened labor rates (capped ceiling for FFP)</td>
<td></td>
</tr>
<tr>
<td>- Cyber Security Assessment, Authorization, and Implementation – moving a system through Certification and Accreditation</td>
<td>- Test and Evaluation (T&amp;E)</td>
<td>- Operations Support - operational support of a fielded, operational DoD/IC software, and/or IT system</td>
<td>- Total proposed price, using cost realism, used as a basis for comparison</td>
<td></td>
</tr>
<tr>
<td>- Asset Management</td>
<td>- Operations Support - operational support of a fielded, operational DoD/IC software, and/or IT system</td>
<td>- Enterprise IT Policy and Planning</td>
<td></td>
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<tr>
<td>- IT Support Services</td>
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</tbody>
</table>

### Technical/Management and Past Performance Factors were directly applicable to Problem Statements

- PgMP or PMP Certified Program Managers
- PMP Certified Project Managers
- One of the following:
  - CMMI Maturity Level 3 or higher
  - ISO 9001 Certification
  - ISO 20000 Certification
  - ISO 27001 Certification
- Specific education and experience requirements among the 116 LCATs
  - BA/BS w/ at least 3 years
  - MA/MS w/ at least 15 years

### Minimum Qualifications

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

| Complex Engineering Requirements w/o a Commodity Solution | Focused on Design, Development, and Integration | Innovation in Research, Development, and Engineering | Higher Complexity  
=  
Higher Risk Tolerances | Requirement owners willing to pay more for an innovative and technologically superior solution |
|----------------------------------------------------------|-----------------------------------------------|-------------------------------------------------|---------------------------------------------------------------|---------------------------------------------------------------|

**Full & Open Competition Suite**
- Ordering Period: 12 July 19 – 11 July 29
- 14 large businesses
- SBs may compete on any TO in the F&O suite

**Small Business (SB) Competition Suite**
- Ordering Period: *Est. June ’20 - June ’30*
- 23 small businesses
- All TO’s first considered for a SB set-aside
How were SETI awardees evaluated?

**1: INNOVATION**
- Corporate Philosophy & Culture on Innovation
- Investment in Innovation
- History of Engineering & Deploying Innovative Solutions
- Outreach & Participation
- Certifications, Accreditations, 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

Restricted Pool:
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.
GSM-O II Performance Areas

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
# ENCORE III Performance Areas

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

*Plus 78 subtasks which form the basis for providing ENCORE III IT services and solutions.*
### SETI Performance Task Areas

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
SETI’s Task Areas’ Correlation to SE Technical Processes

Logical Flow Through the Systems Engineering “V” Model Processes

- Task Area 1: Systems Engineering
- Task Area 2: Design Analysis Engineering
- Task Area 3: Systems Architecture
- Task Area 4: Software Systems Design & Development
- Task Area 5: Systems Integration
- Task Area 6: Systems Test & Evaluation
- Task Area 7: Systems Deployment & Lifecycle Engineering
- Task Area 8: Special Systems Engineering Requirements

Stakeholder Requirements Definition ➔ Operational Need ➔ Delivered Capability ➔ Transition

Requirements Analysis ➔ Requirements ➔ Requirements Validated ➔ Validated Solution ➔ Verification ➔ Validation

Architecture Design ➔ Design ➔ Product ➔ Integration ➔ Implementation ➔ Design Product

Decomposition ➔ Realization
### SETI’s Sub-Task Areas (57 in total)

<table>
<thead>
<tr>
<th>TA1: Systems Engineering</th>
<th>TA2: Design Analysis Engineering</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Technical Planning</td>
<td>1. Engineering Assessment</td>
</tr>
<tr>
<td>2. Design Analysis</td>
<td>2. Pilots and Initiatives</td>
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<tr>
<td>3. Technical Assessment</td>
<td>3. Modeling &amp; Simulation</td>
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<tr>
<td>4. Requirements Management</td>
<td>4. System Analysis &amp; Investigation</td>
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<td>5. Risk Management Process</td>
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<td>6. Configuration Management</td>
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<td>7. Technical Data Management</td>
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<td>8. Interface Management</td>
<td>11. Verification Process</td>
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<td>9. Requirements Analysis</td>
<td>12. Validation Process</td>
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<tr>
<td>10. Implementation Support</td>
<td>13. Transition Process</td>
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<thead>
<tr>
<th>TA3: Systems Architecture</th>
<th>TA4: Software Systems Design &amp; Development</th>
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<tbody>
<tr>
<td>1. Develop Architectures</td>
<td>1. Software Engineering</td>
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<tr>
<td>2. Research Documentation</td>
<td>2. Software Development</td>
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<tr>
<td>3. Conduct Interviews</td>
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<tr>
<td>4. Identify Primitives</td>
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<td>5. Scope &amp; Assemble Primitives into Architecture Views</td>
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<tr>
<td>6. Resolve Discrepancies</td>
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<td>7. Develop Reference Models</td>
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<td>8. Maintain Architectures</td>
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<td>9. Review Architectures</td>
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<td>10. Analyze Architectures</td>
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<td>11. Architecture Governance</td>
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<td>12. Enterprise Engineering Support</td>
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<td>14. Capabilities and Services Mapping</td>
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<td>15. Training</td>
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<td>16. Technical Writing &amp; Document Support</td>
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<thead>
<tr>
<th>TA5: Systems Integration</th>
<th>TA6: Systems Test &amp; Evaluation</th>
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<tbody>
<tr>
<td>2. Integration Architecture and Design</td>
<td>2. Test Execution</td>
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<tr>
<td>3. Integration Implementation</td>
<td>3. Test Reporting</td>
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</tbody>
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<table>
<thead>
<tr>
<th>TA7: Systems Deployment &amp; Lifecycle Engineering</th>
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<tbody>
<tr>
<td>1. Deployment Support</td>
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<td>2. Lifecycle Engineering Support</td>
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<td>4. Information Technology Service Management (ITSM)</td>
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<thead>
<tr>
<th>TA8: Special Systems Engineering Requirements</th>
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<tbody>
<tr>
<td>1. Network Engineering</td>
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<tr>
<td>2. Satellite Communications Engineering</td>
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<tr>
<td>3. Spectrum Engineering</td>
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<tr>
<td>4. Cybersecurity Engineering</td>
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<tr>
<td>5. Cloud Engineering</td>
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<tr>
<td>6. Information &amp; Knowledge Engineering</td>
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<tr>
<td>7. Mobility</td>
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<tr>
<td>8. Cognitive Computing</td>
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<td>9. Emerging Technologies</td>
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</table>
ENCORE III Awardees

**Full and Open Suite**
Ordering Period: Mar 2018 – Mar 2028

1. 22nd Century Technologies
2. AASKI Technology
3. ACE Info Solutions
4. ActioNet
5. AECOM’s XNet Business
6. Booz Allen Hamilton
7. CACI International’s Federal Business
8. CSRA
9. ESC Federal
10. General Dynamics One Source Subsidiary
11. IAP C4ISR
12. IndraSoft
13. Leidos
14. ManTech International
15. Trace Systems
16. NetCentrics
17. Next Tier Concepts
18. Phacil
19. Qbase
20. Solers

**Small Business Suite**
Ordering Period: May 2019 – May 2029

1. Amyx
2. ASRC Communications
3. CompQsoft
4. Credence Management Solutions
5. Data Computer Corporation of America
6. Defense Solutions Group
7. Encore III Partners
8. FEDITC
9. Global Consulting International
10. Innovations JV
11. Integral Consulting Services
12. Integrated Computer Solutions
13. Madian IT Solutions
14. Mission Services
15. New Generation Solution
16. Riverside Engineering
17. Siertek-Peerless JV
18. Superior Government Solutions
19. Team CSI JV
20. VSolvit

ENCORE II Contractor
SETI Awardees

Full and Open Suite
Ordering Period: Jul 2019 – Jul 2029

1. AASKI Technology
2. Accenture Federal Services
3. BAE Systems Solutions
4. Booz Allen Hamilton
5. Deloitte Consulting
6. Peraton (Harris)
7. IBM Corporation
8. KeyW Corporation
9. Leidos Innovations
10. LinQuest Corporation
11. NES Associates
12. Northrop Grumman
13. Parsons
14. Perspecta (Vencore)
15. Solers*  
   *Solers acquired by Peraton and has since entered voluntary dormant status

Small Business Suite
Ordering Period: June 2020 – June 2030

1. A Square Group (ASG)
2. Affinity Innovations
3. Applied Systems Engineering (ASE)
4. Bluestone Logic
5. BCMC
6. Credence Management Solutions
7. Innoplex
8. Innovation Evolution Technologies (IETEK)
9. Innovative Government Solutions (IGS)
10. Integrated Systems (ISI)
11. Interactive Process Technologies (IPT)
12. Mission Support LP
13. Netcentric Technology
14. Riverside Engineering
15. Semper AASKI Alliance
16. Superlative Technologies (SuprTek)
17. Synaptek Corporation
18. Synergy Business Innovation
19. Tiber Creek Consulting
20. ValidaTek
21. Volant Associates
22. Mission1st
23. RedTeam Engineering
HOW TO UTILIZE THE DISA PREMIER CONTRACTS
# Ordering Process Information

<table>
<thead>
<tr>
<th>Internal Ordering Fees</th>
<th>GSM-O II</th>
<th>2.25% DITCO Fee (DITCO procures and administers requirement)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>E3/SETI</td>
<td>2.25% DITCO Fee (DITCO procures and administers requirement)</td>
</tr>
<tr>
<td>External Ordering Fees</td>
<td>GSM-O II</td>
<td>Decentralized Ordering Not Available</td>
</tr>
<tr>
<td></td>
<td>E3/SETI</td>
<td>1% Decentralized Ordering Fee (Other Contracting Activity procures requirement)</td>
</tr>
<tr>
<td>PALTs</td>
<td>GSM-O II</td>
<td><strong>&lt;$10M:</strong> ~54 calendar days (cd) &lt;br&gt;&lt;br&gt;<strong>&gt;$10M:</strong> ~67 calendar days (cd)</td>
</tr>
<tr>
<td></td>
<td>E3/SETI</td>
<td><strong>LPTA:</strong> ~157cd (&lt;$10M)</td>
</tr>
</tbody>
</table>

Fees are not negotiable, but are subject to change.

PALTs are tailorable based on acquisition and methodology used.

Dates do not include DITCO review of draft packages or sources 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](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

**Pre-solicitation Phase:**
- Submit complete requirements packages
- Conduct comprehensive market research
- Consolidate similar requirements; where applicable
- Avoid requirements changes after package submission
- Know when Acquisition Plans are required
- Ensure funding is submitted on time (RFP may not be posted until funding or commitment letter is received.)
- Generate well-defined evaluation criteria
- Clearly state requirements to avoid non-compliant proposals / omissions / errors

**Solicitation Phase:**
- Identify resources in advance to respond to questions received from industry
- Allocate adequate time for addressing questions
- Allow time for solicitation amendments as a result of industry feedback
- Prepare for possible extensions to proposal due date

**Evaluation Phase:**
- Adhere to specified evaluation criteria
- Plan for additional lead time if more than 5 proposals received
- Keep evaluation teams small
- Use evaluation teams in similar time zones or physical locations
- Account for additional time for >1 round of Evaluation Notices
- Perform cost realism analysis in close proximity to technical evaluation; where applicable

**Pre-award Phase:**
- Expect a high level of document scrutiny in protest environment
- Prepare for multiple tiers of reviews and approvals
- Account for Subcontracting & Small Business Participation Plan reviews
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
    - Fixed-ceiling price contracts with retroactive price redetermination
    - FFP level-of-effort
  - **Cost-reimbursement**
    - Cost-reimbursement without fee
    - Cost-sharing
    - Cost-plus-incentive-fee
    - 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
Contract Type Considerations

- **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
Evaluation Type

• 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
Benefits of Using DISA’s Premier Contracts

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

TRUST in DISA: Mission First, People Always
Additional Ordering Information available at the below sites

**DITCO Ordering Guide**
- Link: [https://www.ditco.disa.mil/contracts/?vc=GSM-O](https://www.ditco.disa.mil/contracts/?vc=GSM-O)
- Requirements Tracking Website: https://www.ditco.disa.mil/contracts/WhereSendOrders.asp

**Contractor Points of Contact and Business Information**

**Labor Category Descriptions**

**Sample IDIQ Contracts**

**Contract Characteristics**

**Average Labor Rates**

**GSM-O Website:** [https://www.ditco.disa.mil/contracts/?vc=GSM-O](https://www.ditco.disa.mil/contracts/?vc=GSM-O)


**ENCORE III Full & Open Suite site:** [https://www.ditco.disa.mil/contracts/?vc=ENCOR3FO](https://www.ditco.disa.mil/contracts/?vc=ENCOR3FO)

**SETI Full & Open Suite site:** [https://www.ditco.disa.mil/contracts/?vc=SETI_FO](https://www.ditco.disa.mil/contracts/?vc=SETI_FO)

**ENCORE III Small Business Suite site:** [https://www.ditco.disa.mil/contracts/?vc=ENCOR3SB](https://www.ditco.disa.mil/contracts/?vc=ENCOR3SB)

**SETI Small Business Suite site:** [https://www.ditco.disa.mil/contracts/?vc=SETI_SB](https://www.ditco.disa.mil/contracts/?vc=SETI_SB)

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

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