

### **Assisted Acquisition Procurement**

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The overall classification of this brief is: UNCLASSIFIED

## Contracting Strategy

- Portfolio of custom TOs tailored to fulfill CDAO's mission
- Mesh of large business and small business contractors working together to enable
  CDAO to deliver new tools, strategies and customer support to the DoD
- General Services Administration to execute CDAO's Federal Acquisition Regulations (FAR) based contract strategy
- CDAO prioritizes large integrators with high levels of technical skill and capability to manage platforms and deliver on large development projects who can on-board agile and niche small businesses
- CDAO prioritizes giving small businesses a chance to grow in the Al/Machine Learning (ML) space and support requirements of lesser complexity



### Planned Task Orders (CDAO Enterprise)

#### **CDAO Platforms**

- SCOPE:
  - Provide CDAO with platforms architecture, development, integration, cybersecurity, and maintenance services
  - Innovative IT Technologies Research and Integration
  - Platform integration, Scaled Agile Framework and T3 support
  - Data and AI services With Quick Scaling Ability
  - Potential Size: \$1-2B
- Award: June 2024
- Target Market: Large Business

#### **Data and Al Services (Long Term Projects)**

- SCOPE:
  - Provide CDAO with capable Data and AI Management Services focused on long term projects that utilize CDAO platforms
  - Data Engineering, Operations and Al Governance
  - Establish, test, and deliver new AI/ML capabilities for platform users
  - Full service to customers needing CDAO services long terms focus
- Potential Size: \$750M
- Award: September 2024
- Target Market Large Business

#### **Customer Success**

- SCOPE:
  - Provide CDAO and platform users with with a best in class customer support experience through tier 0, 1, and 2 Help Desk
  - UI/UX and Platform websites, contract and budget management, stakeholder outreach, integration, communication, and analytics
  - Create knowledge management, user education, self service, and automated tools to enhance customer experience and improve efficiency
- Potential Size: \$150M \$300M
- Award: August 2024
- Target Market: Small Business, SDVOSB





## Planned Task Orders (CDAO Enterprise)

#### **Business Analytics and BASI Support**

- SCOPE:
  - Data Science and Enterprise Analytics
  - Application Development
  - On-demand data science capability
  - Community spaces
  - Functional Subject Matter Expert Support
- Potential Size: ~\$200M
- Award: July 2024
- Target Market:TBD based upon further market research

#### IT Commodity Acquisitions and Asset Management

#### SCOPE:

- Deliver CDAO a holistic IT asset management solution with the capability to competitively purchase commodity products and services
- · Procure licenses, cloud access and could resources, commercial IT hardware and software
- Develop chargeback strategies for platform users
- Potential Size: ~\$500M
- Award: September 2024
- Target Market: Small Business

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## Planned Task Orders (Mission Support)

#### Independent Advisory, Governance, Policy, Communications

- SCOPE:
  - Independent Technical advice without conflict of interest
  - Digital and AI expertise
  - Emerging technology and research support
  - Strategic planning
  - ISSM, IV&V and other technical assistance to government oversight personnel
- Potential Size: ~\$100M+
- Award: June 2024
- Target Market:Small Business

#### EA/AA, PPB&E, and Acquisition Support

- SCOPE:
  - Executive Administration, Administrative Assistant support
  - · Advisory services on non-FAR acquisition strategies and planning
  - · Facilities, human resource management, physical infrastructure, security, and other mission support
- Potential Size: ~\$100M+
- Award: September 2024
- Target Market: 8(a)

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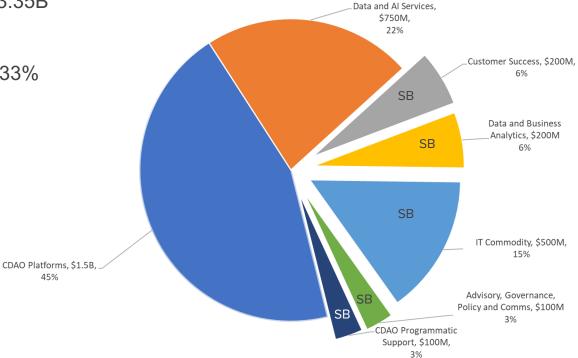
## Target Market

Total Value (ROM): ~\$3.35B

Projected LB: ~\$2.25B

Projected SB: ~\$1.1B

Percentage SB Prime: 33%







## **Expected Procurement Activities**



\*Schedules will vary with each acquisition

#### Month 1

Discovery Acquisition **Planning** 

#### Month 2-4

- Requirements
- Definition
- Market Research **MAD Sessions Industry Day** and/or Due Diligence

### Month 5

- **Solicitation**
- Package Release Response

#### **Month 6 - 7**

- Oral
- Presentations Evaluation/

**Negotiation** 

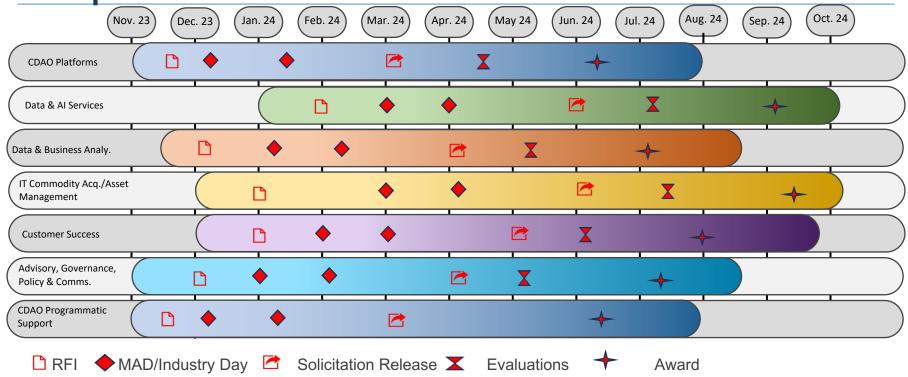
**Award** 

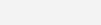
Month 8





**Acquisition Timelines** 







# Question:

How will CDAO/GSA determine which contract vehicle to use?





## Question:

How do we choose between oral and video presentations?





## Question:

What makes a technical proposal successful and what does the Government expect?



