



U.S. Department of Labor
April 20, 2012

Alliant Small Business (ASB)
Governmentwide Acquisition Contract (GWAC)



Agenda

- Introductions
 - ✓ Meeting Participants
 - ✓ ASBIC
- ASB Advantage
- ASB Overview
- ASB Industrial Base
- ASB Task Orders Overview
- Your Questions





Alliant Small Business Industry Council

- Membership open to all 69 primes
- Objective:
 - Inform Civilian and DoD agencies about the features and benefits of the Alliant Small Business contract
 - Aggregate and emphasize the capabilities and diversity of the ASB contractor base
 - Increase awareness of the leading edge technology and solutions accessible through Alliant Small Business



Alliant Small Business Advantage

- Encompasses all IT support and solutions areas
- Fair Opportunity contracting
- Short procurement lead time
- 69 pre-qualified IT companies
- Low cost, easy-to-use contract
- Flexibility in services and contract types
- Solution-oriented with no ODC restrictions
- No cost scope reviews by SB GWAC Office
- Standard labor categories with publicly available prices
- Earn Small Business and socio-economic credit (except 8(a))
- Proven success for wide range of IT work and with repeat customers



Rapid, High-Quality, Easy to Use, Low Risk, Acquisition Strategy



Basic Contract Information

Contract Scope	Based on Federal Enterprise Architecture (FEA) and compliant with DODEA
Program Ceiling	\$15 billion
Contract Ordering Period	February 3, 2009 to February 2, 2014; Option period to February 2, 2019
Term of Basic Contract	Five-year base ordering period, plus one five-year option period
Order Period of Performance	Maximum ordering period is up to ten (10) years. Orders may extend up to five (5) years beyond the expiration of the Basic Contract.
Contract Access Fee (CAF)	The CAF is $\frac{3}{4}$ of one percent (.0075) to be applied to the total price and is capped for large orders
All contract types	Fixed-Price, Cost, T&M, Labor Hour and Mixed Type
Minimum Order	\$100,000
Maximum Order	\$1 billion
Subcontracting	No constraints on team formation (FAR 52.219-14)



Streamlined Acquisition Process

- Step 1: Plan the Acquisition
- Step 2: Define Requirement (SOW, PWS, SOO) and Develop Solicitation (RFP/RFQ)
- Step 3: GSA SB GWAC Center Scope Review (Optional)
- Step 4: Decide if Multi-Step Competition is Beneficial
- Step 5: Issue Solicitation Offering Fair Opportunity
- Step 6: Evaluate Proposals – Price and Other than Price
- Step 7: Document Award, Debriefings and Protests
- Step 8: Administer and Closeout Order



Delegation of Procurement Authority

- DPA training requests may be made to alliantsb@gsa.gov
- Available in person, via teleconference or webcast, or through review and understanding of the ordering guide
- Typically less than one hour (earn CLP)
- DPA Training Link (including link to online training):
<http://www.gsa.gov/portal/content/308669>





ASB Primes – a Premier Corps of Tier 1 Contractors

- 69 contractors selected from a much larger pool of competitors (143 Proposals Received)
- Evaluation for Basic Contract:
 - Secret facility clearance (minimum)
 - DCAA approved and audited accounting system
 - Wide range of IT Past Performances
 - Contract Management Plan
 - Task Order Management Processes
 - Significant Financial Capability
 - Award based on Past Performance of Primes



ASB Delivers Highly Competitive Companies and Credit in Socio-Economic Categories

Socio-Economic Group	Number of ASB Contractors
Small Business	69
Small, Disadvantaged	31
Woman Owned	21
Veteran Owned	13
Service Disabled Veteran Owned	6
HUBZone	6
Native American Owned	5



Alliant SB Vendors are Quality and Process-Oriented

- **Certifications**
 - ✓ Most have CMMI Level 2 or Level 3
 - ✓ ISO 9001:2008 registered
 - ✓ ISO/IEC 20000 registered
 - ✓ ISO 27000 registered
 - ✓ High number of personnel certifications (e.g., ITIL, PMP, CISSP)
- **Industry standard methodologies**
 - ✓ COBIT
 - ✓ ITSM
 - ✓ PMBOK
 - ✓ Lean Six Sigma



Alliant Small Business - growing every day

- 121 task order awards issued by numerous Civilian and DoD agencies
- Many repeat customers (e.g., Commerce, DOE, USDA, DISA, Army)
- More than \$1.7 billion in awards
- Average TO value -- \$14 million and rising
- More than 160 scope reviews
- More than 680 DPA's issued
- Average over 4 proposals per solicitation
- More than 30 different companies have won task orders





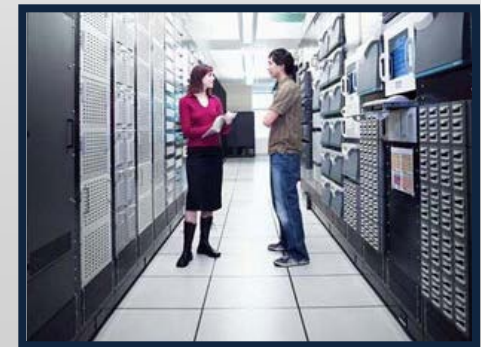
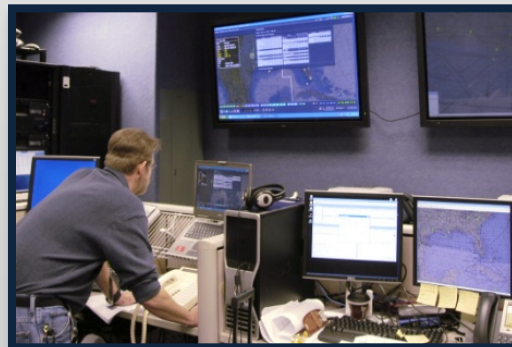
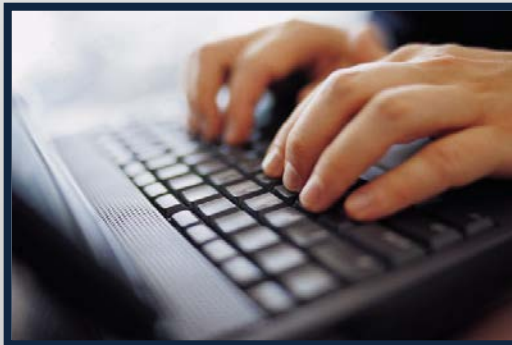
Alliant Small Business Scope Solutions and Support in Information Technology

- Experienced Prime Contractors across a broad range of IT Services
 - Enterprise Wide IT Support
 - Enterprise Service Desk
 - Service Platform and Infrastructure
 - Network Infrastructure Security
 - Information Assurance
 - DR/COOP
 - Capital Planning and Investment Control
 - Emerging Technology Analysis and Integration
 - Network/Systems Monitoring and Defense
 - Enterprise Architecture and Planning
 - Software Development and Engineering
 - VTC/Telepresence/VOIP/POTS
 - Database Engineering
 - Risk Management and Mitigation
 - Database O&M
 - Planning and Resource Allocation
 - Customer Services
 - Process Automation
 - Business and Change Management
 - Digital Asset Services
 - Business Analytical Services
 - Back Office Services
 - Collaborative Communications
 - Unified Capabilities



Specialized Capabilities in High Demand Areas

✓ Cyber Security	✓ Enterprise Service Desk
✓ Systems/Network Infrastructure	✓ Enterprise IT Service Management
✓ Software Development Life Cycle	✓ Capital Planning and Technology Integration
✓ Business Process Reengineering	✓ Electronic Records Management
✓ Geospatial Information Systems	✓ Data Integration; Database O&M
✓ Cloud Computing – PaaS, SaaS, IaaS	✓ Web and Mobile Applications/Services





Examples of ASB Task Orders to Date

- Enterprise wide IT infrastructure support
- ITSM and Governance Implementation
- Network Operations and Security Center
- Software Development and Support
- Software and Systems Administration
- Applications Development (including Oracle)
- Configuration and Release Management
- Information Assurance including C&A
- Independent Verification and Validation
- Performance Testing and Analysis
- Enterprise Architecture and Capital Planning
- Data Center Consolidation and Migration
- Database Management and Maintenance
- Enterprise Service Desks



ASB satisfies a wide-range of customer requirements within strict schedule constraints through a cost effective and easily administered contract vehicle.

Largest Task Order Award To Date:

\$102,000,000

Average Task Order Value:

\$14,000,000

Top 15 Alliant Small Business Awards

Project Title	Award Date	Agency	Awardee	Total Est. Amount
Office of Assisted Acquisition Services (AAS) Business Systems	3/17/2011	GSA FEDSIM (GSA CIO)	TechFlow, Inc.	\$102,595,063.00
Programmatic Services in Support of PM WIN-T Programs	12/13/2010	GSA R2 (Army)	Janus Research Group, Inc.	\$98,195,019.18
Engineering Services and Support	9/6/2011	DHS (ICE)	InfoZen	\$90,000,000.00
Information Assurance Response Center Cyber Security Support Services for the NNSA OCIO	4/30/2010	DOE - NNSA	Metrica Team Venture	\$69,688,813.00
Integrated Management Information Systems Solutions	3/31/2011	DISA	Digital Management, Inc.	\$64,455,985.10
OIG Information Technology Services	9/28/2011	GSA R9 (DOD IG)	Phacil	\$58,651,808.00
OCIO Helpdesk	5/25/2011	DOJ	AAC, Inc.	\$52,983,723.92
Cyber Security Support Services for the DOE/ NNSA Office of CIO	4/21/2010	DOE - NNSA	Onpoint	\$52,315,072.00
Contractor Certification and Accreditation as it relates to IV&V	3/9/2010	Commerce - USPTO	Alliant Across America	\$45,151,344.00
IHS OIT Enterprise Investment, Project Mgmt, & Documentation Support Services	9/10/2010	Interior (NBC)	Data Networks Corporation	\$41,120,568.16
ESPDS	8/5/2010	GSA R1 (NOAA)	Solers, Inc.	\$39,918,298.46
Support Services for USDA Infrastructure Architecture Definition Branch	9/21/2010	USDA - Ft Collins	Phacil, Inc.	\$38,975,694.00
IV&V Services	11/2/2009	STATE	Vistronix	\$37,394,712.63
Mission IT Support Services	9/30/2011	DISA	Applied Information Sciences	\$35,578,939.60



Civilian Agencies are Frequent Users of ASB (1 of 4)

Project Title	Award Date	Agency	Awardee	Total Est. Amount
IT Mission Support Services	8/14/2009	EPA	Vistronix	\$4,643,471.00
Information System of NGIC	9/1/2009	DOJ - FBI	Sim-G Technologies	\$15,144,964.00
IV&V Services	11/2/2009	STATE	Vistronix	\$37,394,712.63
Configuration Management	11/23/2009	STATE	Advanced Software Systems	\$14,119,667.60
Information Technology Help Desk	12/15/2009	EPA	Vistronix	\$3,969,092.58
Enterprise Configuration Management (ECM)	2/25/2010	Commerce - USPTO	Phacil	\$8,943,705.60
Production Verification Testing	3/5/2010	Commerce - USPTO	InfoZen	\$22,330,603.00
Contractor Certification and Accreditation as it relates to IV&V	3/9/2010	Commerce - USPTO	Alliant Across America	\$45,151,344.00
Cyber Security Support Services for the DOE/NNSA Office of CIO	4/21/2010	DOE - NNSA	Onpoint	\$52,315,072.00
Information Assurance Response Center Cyber Security Support Services for the NNSA OCIO	4/30/2010	DOE - NNSA	Metrica Team Venture	\$69,688,813.00
Enterprise Content Management Consulting Services for the NNSA OCIO	6/1/2010	DOE - NNSA	Vistronix	\$492,899.00
Enterprise Applications Support	6/16/2010	EEOC	Advanced Software Systems	\$8,608,402.43
Engineering Support for the NIST Information Access Division	7/19/2010	Commerce - NIST	Systems Plus, Inc.	\$2,551,578.00
Analysis of Alternatives for the Provision of IT Services	7/22/2010	DOE - NNSA	Burke Consortium	\$189,964.10
FHEO IT Business Portal Support	7/28/2010	GSA NCR (HUD)	n-Link LSG Joint Venture	\$1,885,390.00
National Toxicology Program Computer & User Support	7/30/2010	NIH	Vistronix	\$17,972,132.40
ESPDS	8/5/2010	GSA R1 (NOAA)	Solers, Inc.	\$39,918,298.46
Services to Provide the Development, Test and Operational Environment for ECOMP	8/5/2010	DOL	Phacil, Inc.	\$2,343,170.75



Civilian Agencies are Frequent Users of ASB (2 of 4)

Project Title	Award Date	Agency	Awardee	Total Est. Amount
IHS OIT Enterprise Investment, Project Mgmt, & Documentation Support Services	9/10/2010	Interior (NBC)	Data Networks Corporation	\$41,120,568.16
Database Management & Maintenance (DMM)	9/13/2010	State	DKW Communications, Inc.	\$6,244,964.00
Office of Science and Technology (OST) Innovation Center Solution Support (Cloud Computing)	9/20/2010	Commerce - NOAA	Quality Technology	\$1,500,000.00
Support Services for Infrastructure Operations Div/Infrastructure Deployment	9/20/2010	USDA - Ft Collins	Phacil, Inc.	\$10,380,773.32
Support Services for USDA Infrastructure Architecture Definition Branch	9/21/2010	USDA - Ft Collins	Phacil, Inc.	\$38,975,694.00
IT Security	9/22/2010	PBGC	Interimage, Inc.	\$7,278,812.38
Support Services for Int'l Technology Services, Operations Security Branch	9/24/2010	USDA - Ft Collins	SBAAlliance	\$11,387,503.93
Enterprise Operations Support	9/27/2010	EEOC	AAC, Inc.	\$9,465,210.90
Indian Health Service Meaningful Use and Electronic Health Record Certification	9/28/2010	DOI (NBC)	Data Networks Corporation	\$3,841,738.17
IHS - Meaningful Use Performance Measures Requirements and Development	9/29/2010	Interior (NBC)	Ultra Technologies, Inc.	\$1,835,188.21
Hardware Maintenance Services	9/30/2010	DHS (CBP)	ViaTech Systems, Inc.	\$5,891,324.00
Technical Support Services to Maintain and Operate the PeoplePower System	10/1/2010	DOL	Systems Plus, Inc.	\$8,312,800.00
Change Management and Remote Access Support	11/30/2010	Interior (NBC)	The Ventura Group, Inc.	\$1,732,273.60
Analytical Support Services	12/13/2010	DHS (U.S. Coast Guard)	Alliant SB CTA	\$8,999,805.58
Operational Support for HeV Application- TAC 354	2/28/2011	GSA R8 (VA)	Advanced Software Systems	\$9,170,538.26



Civilian Agencies are Frequent Users of ASB (3 of 4)

Project Title	Award Date	Agency	Awardee	Total Est. Amount
IBB WAN Network Security Analysis	2/10/2011	Independent U.S. Government Offices (BBG)	Metrica Team Venture	\$17,843.72
Office of Assisted Acquisition Services (AAS) Business Systems	3/17/2011	GSA FEDSIM (GSA CIO)	TechFlow, Inc.	\$102,595,063.00
VA OI&T Network Management Support Services	5/4/2011	GSA R3 (VA)	DSD Laboratories	\$3,729,234.36
Migration from IPv4 to IPv6	5/3/2011	GSA R5 (VA)	The Ventura Group, Inc.	\$10,574,145.60
USDA FSA Performance Testing and Analysis	5/25/2011	GSA (Agriculture)	Phacil	\$8,064,149.70
OCIO Helpdesk	5/25/2011	DOJ	AAC, Inc.	\$52,983,723.92
VA Systems Center Configuration Manager (SCCM) Operability Enhancement	6/24/2011	GSA R3 (VA)	Advanced Software Systems	\$18,830,492.40
Identity Management Initiatives Support Services	8/1/2011	USDA - Ft Collins	Alliant Alliance	\$23,278,401.47
NRCS Software Analysis and Design (CDSI Initiative)	8/31/2011	USDA - Ft Collins	Phacil	\$20,000,000.00
Resource Management/on-site-BLM Washington Office	9/2/2011	Interior	Futron	\$2,433,600.00
Engineering Services and Support	9/6/2011	DHS (ICE)	InfoZen	\$90,000,000.00
IT Enterprise Operations Services	9/12/2011	Executive Office of the President (EOP)	Digital Management	\$34,656,189.71
Test and Integration Technical Support	9/13/2011	GSA R4 (Unknown)	Alliant Alliance	\$8,566,201.79
IT Support for Program Management and Technical Support-Governance Services Divs	9/13/2011	USDA - Ft Collins	Onpoint	\$10,788,151.68
PHIS Deployment Support Services	9/15/2011	USDA - FSIS	DKW Communications, Inc.	\$4,495,959.55
On-Site Information Technology Services for the DOE Golden Field Office	9/16/2011	DOE - Golden Field Office	Energy Enterprise Solutions	\$16,437,471.60



Civilian Agencies are Frequent Users of ASB (4 of 4)

Project Title	Award Date	Agency	Awardee	Total Est. Amount
IT Communications and Quality Support	9/20/2011	NASA - Goddard	Phacil	\$1,427,748.40
Windows 7 Deployment	9/22/2011	VA	Applied Information Sciences	\$18,014,458.20
DCIS Cloud Computing	9/22/2011	HHS	Quality Technology	\$191,100.00
Software Engineering Support	9/26/2011	GSA R5 (VA)	Phacil	\$13,019,693.53
DCMS Information Assurance (Security) services	9/27/2011	SBA	Advanced Alliant Solutions Team	\$3,858,683.38
OIG Information Technology Services	9/28/2011	GSA R9 (DOD IG)	Phacil	\$58,651,808.00
CARS CAROLS Services	10/1/2011	VA	PSI International	\$527,832.00
IT and Telecommunications Support Services for US EPA facilities in Ann Arbor Michigan	12/1/2011	EPA	Electronic Consulting Services, Inc	\$4,738,612.00
Network and Telecommunications in support of DOC OCIO	12/15/2011	GSA FEDSIM (DOC)	n-Link LSG Joint Venture	\$43,156,330.00
			Total Value of Civilian TOs	\$1,064,837,369.07



Testimonials about Alliant Small Business

From NNSA Administrator Thomas D'Agostino:

“These contracts further support President Obama’s commitment to improve government acquisitions by providing greater opportunities for small businesses and demonstrates NNSA’s commitment to being a good steward of American tax dollars . . . NNSA will continue to seek opportunities for small businesses.”

-- Regarding NNSA’s Information Assurance Response Center ASB Task Order and its Information Technology (IT) and Cyber Support for NNSA Office of Chief Information Officer (OCIO) Headquarters in Washington, D.C.
<http://www.nnsa.energy.gov/mediaroom/pressreleases/smallbizcontracts052410>



“Awarded competitively, these [two NNSA] orders combined represent NNSA’s \$22 million savings over the prior single contract. Both companies are small businesses under the General Services Administration's (GSA) Alliant Small Business Governmentwide Acquisition Contract (GWAC) contract. Both contract orders are for five years and were issued on a fixed price basis. “

<http://www.nnsa.energy.gov/mediaroom/pressreleases/smallbizcontracts052410>

From a Contracting Officer at the U.S. Patent and Trademark Office:

“My experience with the Alliant GWAC (both Large and Small Business) has been very positive. I find the Alliant individuals to be extremely knowledgeable and helpful, and I find the schedule to be an effective and time saving tool; I reach highly qualified and competent firms directly. Besides the awards for ITPA, I have also used the Alliant GWAC on other acquisitions and have worked with others in the office to understand the effectiveness of this tool.” (November 2010)

From another official at U.S. Department of Agriculture:

“Alliant Small Business has been great. We had excellent competition, it is easy to use, and the staff in Kansas City has been a tremendous help.” (February 2011)



Small Business Governmentwide Acquisition Contracts Center Resources

U.S. General Services Administration Small Business GWAC Center

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