



FEDSIM

Shaping The Future Of Acquisition

fedsim.gsa.gov

NDIA Tampa Bay Breakfast
Feb 2022



FEDSIM is a Client Support Center housed within GSA FAS AAS



FEDSIM Overview

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**

\$59

Billion

**Total Value of
Active
Contract Awards**

\$7.1

Billion

**Annual Contract
Obligations**

106

Projects \$100M+




FEDSIM Organization Chart


Last revised 10/12/2021




DIRECTOR
Chris Hamm



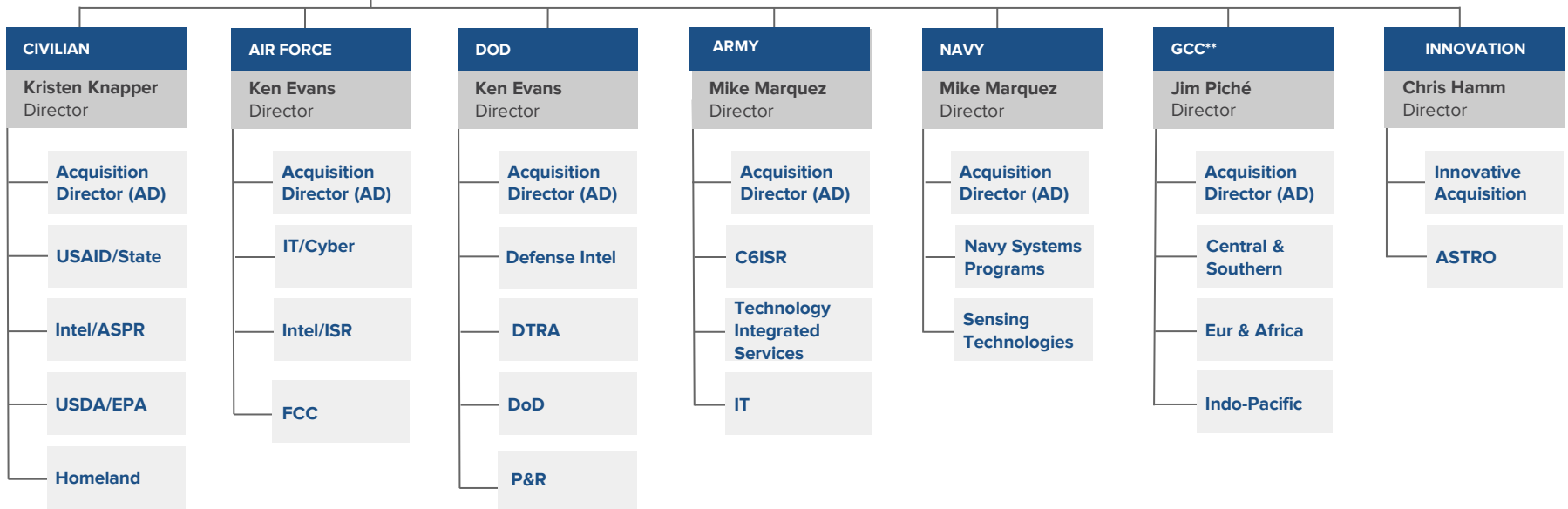
DEPUTY DIRECTOR
Pete Burr



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.

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

OASIS METRICS



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FEDSIM OASIS Summary (FY21)

7

OASIS Task Orders Awarded in FY21

\$5,591,945,011

Total Value of OASIS Awards (Ceiling)

\$798,848,287

Average Value of Award



ASTRO Overview

Summary of Evaluation and Awards



600

Proposals

(Total # of Offers Received)

177

Offerors

(Total # of Unique Offerors)

129

Total Awardees

37

**Small Business
Awardees**

(48 Contract Awards)

Number of **Awards Made** Per Pool (**379** in total) - ALL **3** protests withdrawn!

Data Operations

36

Mission Operations

37

Aviation

45

Ground

25

Space

25

Maritime

29

Development/Systems
Integration

45

Research

45

Support

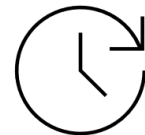
47

Training

45



Where is ASTRO Today?



Issue Notice to Proceed



Completed

Notice to proceed issued on 11/15/20200

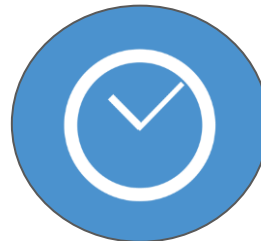
Conduct Contract Kick-Off



Completed

Conducted 15 mini kick-off “launch” meetings virtually with ASTRO awardees

Conduct DPA training



In Process

Delivered DPA training to FEDSIM and will provide AAS CSC’s DPA training in Feb. 2022.

Award an ASTRO order



In Process

FEDSIM has two active ASTRO procurements slated for award in FY22 and we are expecting more

ASTRO Ordering Portal



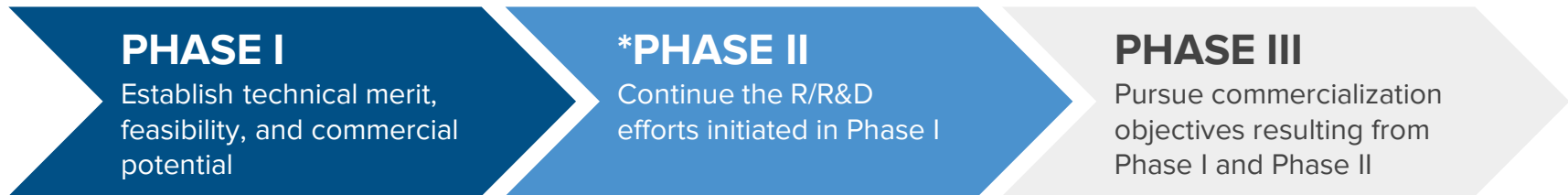
The ASTRO Ordering Portal streamlines the ordering process by automating:

- Fair Opportunity Management
- RFIs
- Task Order Requests
- Communications
- Q&A Module
- Dashboards to track solicitations
- Pricing Tool Access (future)

Tracking # / Type	Title	Contract Vehicle	Contact	Release Date (Eastern Time)	Q&A Deadline (Eastern Time)	Proposal Deadline (Eastern Time)	Status
60001 Task Order	Pourya Sa NATIONAL AERONAUTICS AND SPACE ADMINISTRATION NASA JOHNSON SPACE CENTER [RUSCI]	ASTRO	Elaine Benes customer.co@usdop.gov 301-717-1655	9/09/2021 1:56 PM	9/23/2021 8:00 PM	10/07/2021 8:00 PM	Released Pending Questions
60004 Task Order	Army Research and Development RQ NATIONAL AERONAUTICS AND SPACE ADMINISTRATION NASA JOHNSON SPACE CENTER [RUSCI]	ASTRO	Customer Seven customer.co@usdop.gov 301-717-1655	9/13/2021 2:50 PM	9/27/2021 5:00 PM	10/11/2021 5:00 PM	Released Pending Questions

SBIR

SBIR Detailed

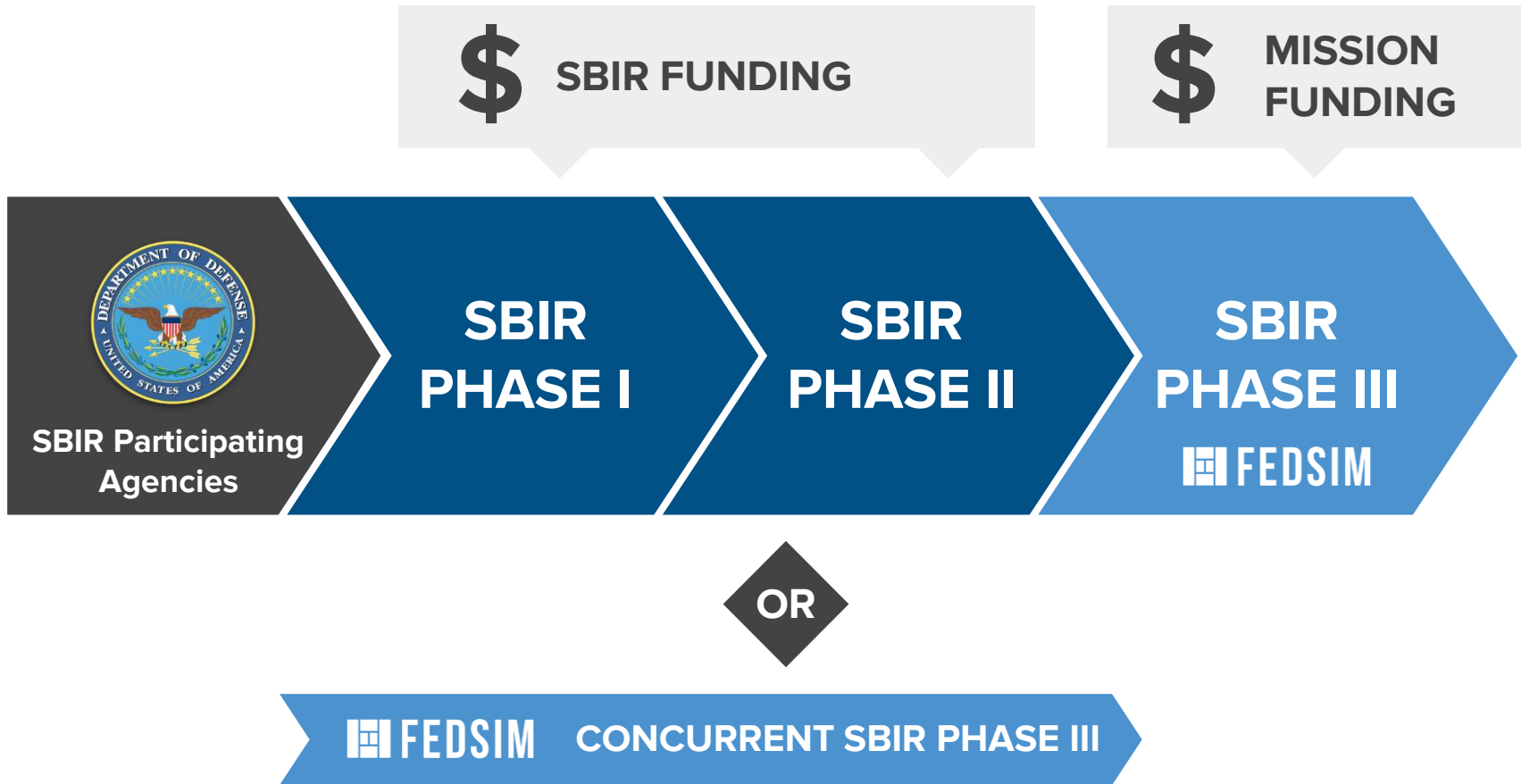


Phase 1	Phase II	Phase III
Feasibility Study	Facilitate Expansion	Lab into Market
≤ \$150,000 6 months*	≤ \$1 Million* 2 years	No limit to duration or \$ value
Quality of performance	R & D Potential for commercialization	Small business pursues commercialization

****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.

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.

Results (Pilot - FY21 Q4)

Socioeconomic Class	Obligations	Total Value
8(a)	\$95,445,176.39 (10.36%)	\$944,012,522.80 (14.29%)
EDWOSB	\$83,436,520.92 (9.06%)	\$715,000,000.00 (10.82%)
HUB Zone	\$4,335,083.70 (0.47%)	\$12,260,720.00 (0.19%)
OTSB	\$56,837,156.07 (6.17%)	\$1,101,866,786.39 (16.68%)
SB	\$864,441,951.20 (93.83%)	\$5,503,330,066.87 (83.32%)
SDB	\$160,331,625.12 (17.40%)	\$1,560,479,237.58 (23.63%)
SDVOSB	\$68,253,743.92 (7.41%)	\$405,140,714.66 (6.13%)
VOSB	\$175,032,499.12 (19.00%)	\$869,599,068.93 (13.17%)
WOSB	\$283,581,252.84 (30.78%)	\$1,758,976,907.34 (26.63%)

Opportunities



- Home
- About Us
- Our Work
- Careers
- Getting Started
- Industry
- Contact Us

Industry

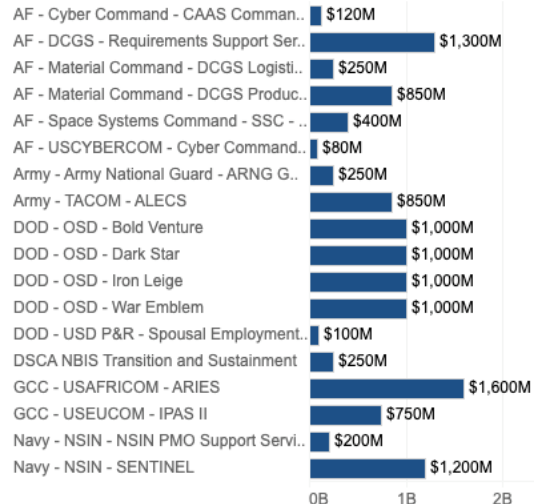
- Opportunities
- Industry Toolkit
- First Fridays Sign-Up

Opportunities

Active procurements listed are in the stage of collecting requirements and solicitation development with the client. All official notifications will be transmitted via the FEDSIM contracting officer. For updates, visit our Leadership page to identify the designated point of contact.

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Estimated Contract Value



Industry Day

Navy - NSIN - NSI..	February 15, 2022
Army - TACOM - A..	March 7, 2022
AF - Space System	March 24, 2022
AF - USCYBERCO..	March 24, 2022

Due Diligence

DOD - USD P&..	February 24, 2022
Army - TACOM ..	March 8, 2022
Navy - NSIN - N..	March 14, 2022
AF - USCYBER..	March 24, 2022
AF - Space Syst..	March 25, 2022
DOD - OSD - B..	May 9, 2022

All Industry Day and Due Diligence sessions will be held virtually unless otherwise specified.

All opportunities data is as of February, 10 2022



FEDSIM Industry Council

Industry developed the FEDSIM Industry Acquisition Council (FIAC) to ensure ongoing communication with industry leaders. The FIAC has four committees that work together to guide the organizations to:

- Promote streamlined acquisition processes for GWACs and cost type contracting
- Provide tools to facilitate large, complex acquisitions-- ensuring that agencies can successfully execute
- Expand small business participation
- **First Fridays**

BD Opportunities

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FIAC Chair

- Will Fortier
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GSA