

NDIA

AAS DEFENSE / APEX 5 / formerly known as **FEDSIM**

Agenda



GSA reorganization of AAS



Service Delivery Models

- FEDSIM, FLEX, INNOVATE
- FEDSIM SDM specifics



Transition to End State



Q&A

AAS Client-Based Acquisition & Procurement Centers of EXcellence (APEXes)

3



Joe
Nickerson

AAS ARMY
APEX 1



Casey
Kelley

AAS AF/NAVY
APEX 2



Darrick
Early

AAS CIVILIAN
APEX 3



Corey
Nickens

AAS INNOVATION
APEX 4



Chris
Hamm

AAS DEFENSE
APEX 5

REGION 1

REGION 4

REGION 2

REGION 5

FEDSIM

REGION 3

REGION 7

REGION 6

REGION 5 SBIR

REGION 4 - SOCOM

REGION 8

FEDSIM AIR FORCE

REGION 9

FEDSIM SBIR

REGION 5 - SOCOM

FEDSIM ARMY

REGION 10

REGION 3 - EUCOM

NCR

FEDSIM CIVILIAN

FEDSIM: From Organization to Service Delivery Model



AAS Service Delivery Models (SDMs)



- Multi-Contract types
- Commercial
- AAS PM COR or a CLIENT COR



- Cost Contracts
- Non-Commercial
- AAS COR



- Manages the AAS ASTRO program
- Delivers CSO & SBIR work

AAS Defense Overview

AAS Defense is housed in the General Services Administration's Office of Assisted Acquisition Services (AAS). AAS Defense 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.

96%

Protest Win Rate

8

Months

**Average Time
from IA to Award**

\$75

Billion

**Total Value of
Active
Contract Awards**

\$10.4

Billion

**Annual Contract
Obligations**

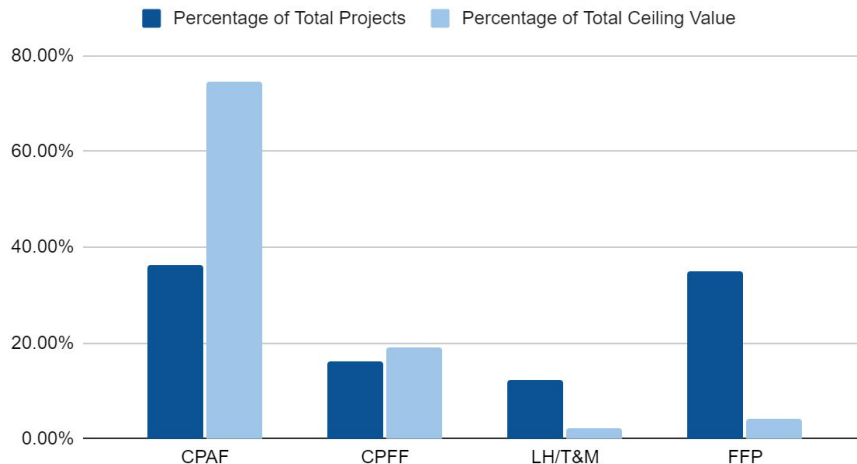
27

Awards \$100M+

Data as of 2/12/24

AAS Defense Portfolio (FY23)

FEDSIM Portfolio Distribution by Contract Type



\$17 Billion
AWARDED
CEILING VALUE

22
COMPETITIVE AWARDS
19

AWARDED TO DIFFERENT VENDORS

10.4 Billion
OBLIGATIONS

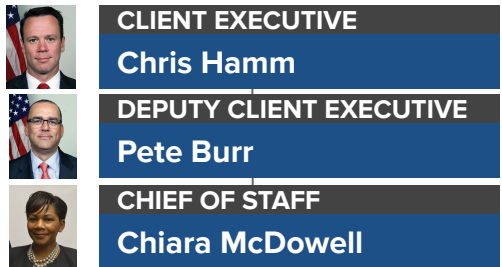
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PROTESTS

1
SUSTAINED*

*4.4% Lifetime Protests Sustained

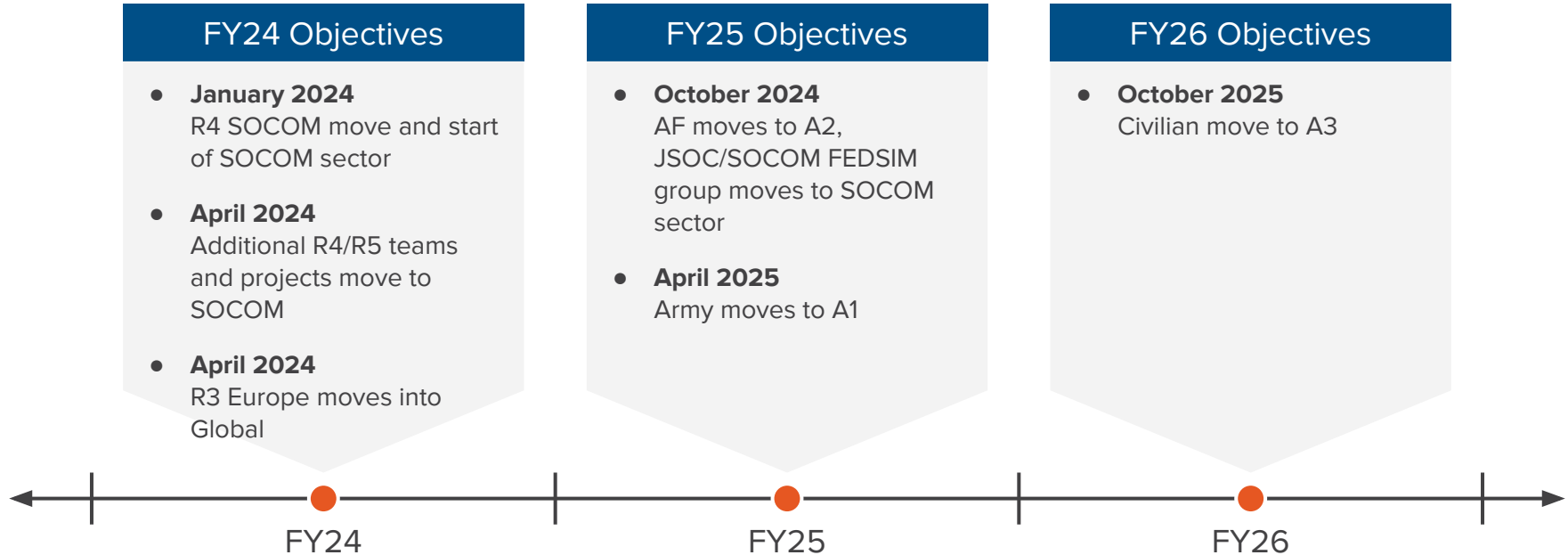
AAS Defense Organization Chart

Last revised 02/01/2024

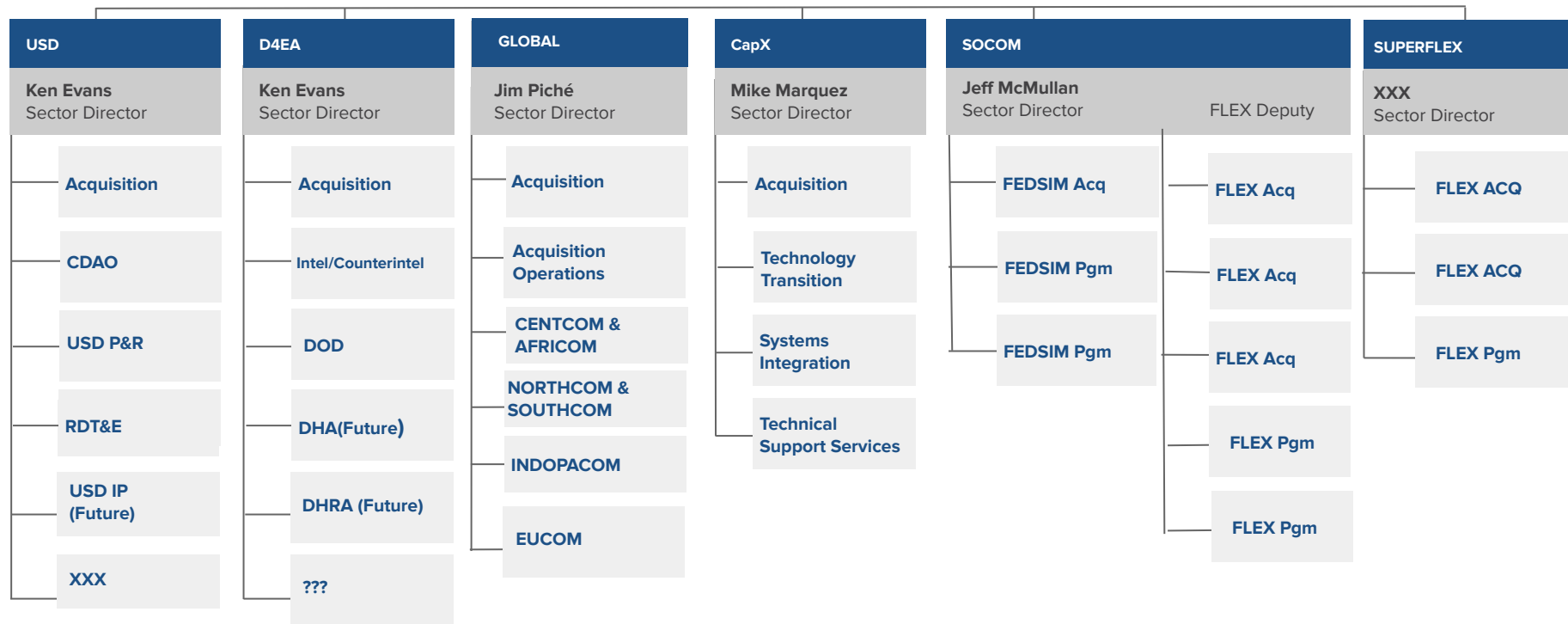


* Acting

AAS Defense Client Alignment Timeline

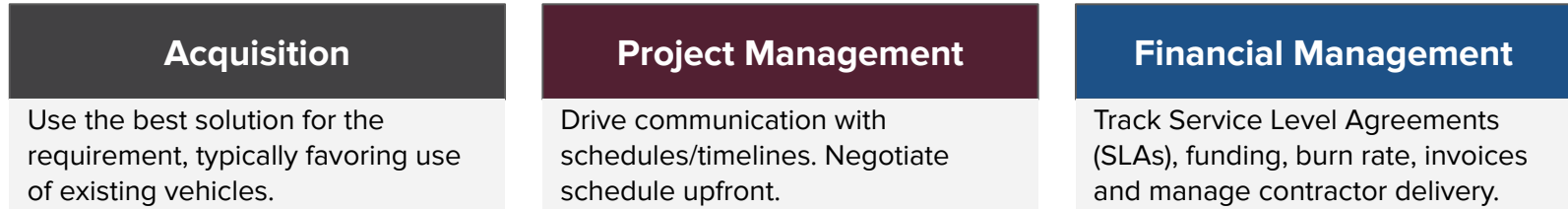


AAS Defense End-State



FEDSIM SDM Overview

AAS Defense provides federal agency clients with support for every aspect of their acquisition project.



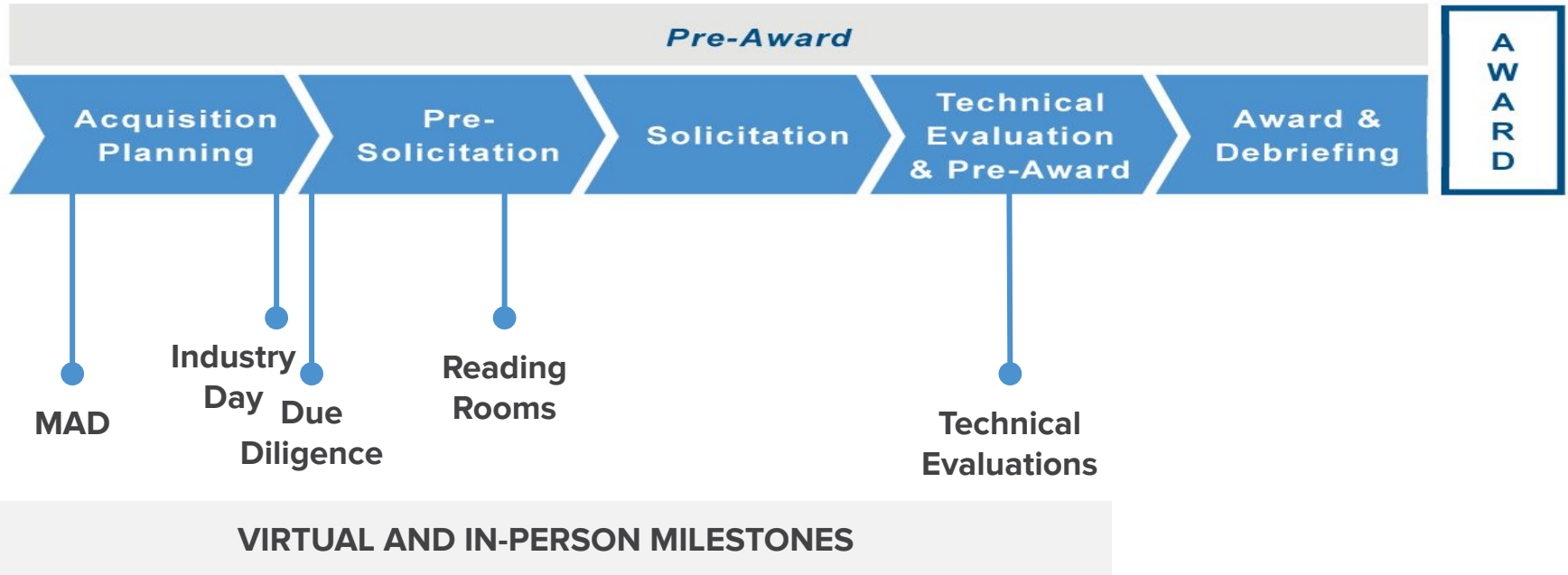
Our team provides services from the pre-award phase of the contract until the final closeout report is published. We are uniquely qualified to handle large acquisitions using **cost contracts** with a **cost range**. We expertly manage funding from multiple sources, award fee boards, and other post-award management and COR functions.



Tenets of FEDSIM SDM

- **Noncommercial**
- **Cost Type:** Focus on award fee to drive outcomes and incentivize performance
- **Focus on Industry Engagement:** Due Diligence/MAD
- **Cost Range**
- **Evaluation Methodology:** Oral Presentations
- **Meaningful post award support with AAS COR**

Pre-Award Milestones



FEDSIM SDM Evaluation Methodology

Orals or Video



In-Person Oral Presentation where the offeror presents in-person to the TEB with an in-person Q&A session

Distinctives: 60-90 min presentation; Following Government caucus, optional in-person Q&A session



Recorded Video Presentation with the option for either an in-person or virtual Q&A session due on day 45
Capacity: 5 Gigabytes

Distinctives: 60-120 min recorded presentation; Government caucus, optional in-person OR virtual Q&A session. If virtual, cameras **must be on** for the TEB and offeror

Consistent Across All Variations:

All Key Personnel are encouraged to attend, but it is not mandatory; Only Key Personnel can present; Slides due day 31 w/written tech volume + cost volume

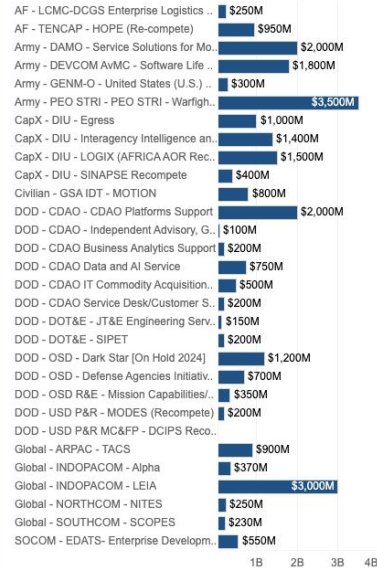
AAS Defense First Fridays / Opportunities

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

SINAPSE Recompe..	February 7, 2024
NITES	February 27, 2024
LOGIX (AFRICA AO..	March 4, 2024
SCOPES	April 3, 2024
Service Solutions f..	April 29, 2024
PEO STRI - Warfigh..	February 5, 2024
SINAPSE Recompe..	February 7, 2024
JT&E Engineering ..	February 14, 2024
NITES	February 27, 2024
LOGIX (AFRICA AO..	March 4, 2024
SCOPES	April 4, 2024
Service Solutions f..	April 30, 2024
CDAO IT Commodit..	July 1, 2024

Due Diligence

MAD Date



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

Vehicle Summary

Contract names will appear in blue text if that vehicle is being "Considered" and purple text if that vehicle has been "Selected". If there are multiple vehicles being "Considered" for a given contract, that contract's name will populate in all of the applicable vehicle boxes. Click to filter.

Alliant
6

OASIS
15

ASTRO
9

Other
3

CENTCOM and SOCOM Project Highlights



SOCOM

- **SOF AT&L**
- **SITEC III**
 - EOM
 - I2MAC
 - EDAT
- **SWMS J39 Senior Military Engagement Program**
- **Light Tactical All Terrain Vehicles IDIQ**
- **Tactical Combat Casualty Care Kits IDIQ**
- **PEO Maritime IDIQ**



CENTCOM

- **Resource & Analysis Support**

Q&A

Industry Partner Pitfalls

“We know what the client really wants.”

“FEDSIM won’t stay on schedule.”

“We should price just below the range/price to win.”

“FEDSIM is just the contracting office.”

“Don’t worry about including this requirement—they won’t check against Section L or M.”

“This is wired for the incumbent.”

“The staffing plan doesn’t matter; they don’t evaluate it.”

“We can win with the B-team.”

Question:

When do we add acquisitions to the opportunities page and what does it mean when something is listed?

Question:

How does AAS Defense determine which contract vehicle to use?

Question:

How does AAS Defense decide on the appropriate level of industry engagement for an acquisition? (i.e. RFI, MAD, Industry Day, Due Diligence)

Question:

How do we choose between oral and video presentations?

Question:

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

Question:

Can I bid outside of the Section L range?

Question:

Why do we utilize plug numbers for non-labor CLINs and can I propose a fee on tools, ODCs, etc.?

Question:

Why does AAS Defense win protests?