## 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** 



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

Joe Nickerson	Casey Kelley	Darrick Early	Corey Nickens	Chris Hamm
AAS ARMY APEX 1	AAS AF/NAVY APEX 2	AAS CIVILIAN APEX 3	AAS INNOVATION APEX 4	AAS DEFENSE APEX 5
<b>REGION 1</b>	<b>REGION 4</b>	<b>REGION 2</b>	<b>REGION 5</b>	FEDSIM
<b>REGION 3</b>	REGION 7	<b>REGION 6</b>	<b>REGION 5 SBIR</b>	<b>REGION 4 - SOCOM</b>
<b>REGION 8</b>	FEDSIM AIR FORCE	<b>REGION 9</b>	FEDSIM SBIR	<b>REGION 5 - SOCOM</b>
FEDSIM ARMY		<b>REGION 10</b>		<b>REGION 3 - EUCOM</b>
		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**

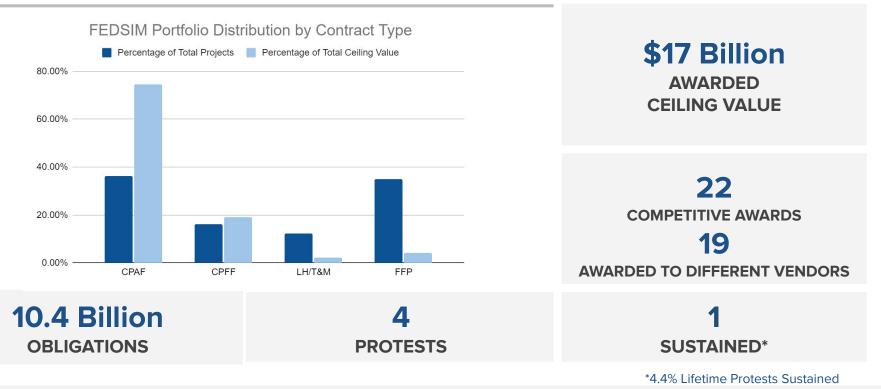
AAS Defense is housed in the General Services Administration's Office of Assisted Acquisition Services (AAS). AAS Defense is the leading provider of assisted acquisition services for federal agencies. Our organization provides hands-on acquisition, financial, and project management for clients throughout the life cycle of their acquisitions.

**Mission:** To build innovative acquisition solutions that empower federal agencies.





## **AAS Defense Portfolio (FY23)**





## **AAS Defense Organization Chart**



Tampa Focused



## **AAS Defense Client Alignment Timeline**

**FY25** 

#### FY24 Objectives

- January 2024 R4 SOCOM move and start of SOCOM sector
- April 2024 Additional R4/R5 teams and projects move to SOCOM
- April 2024 R3 Europe moves into Global

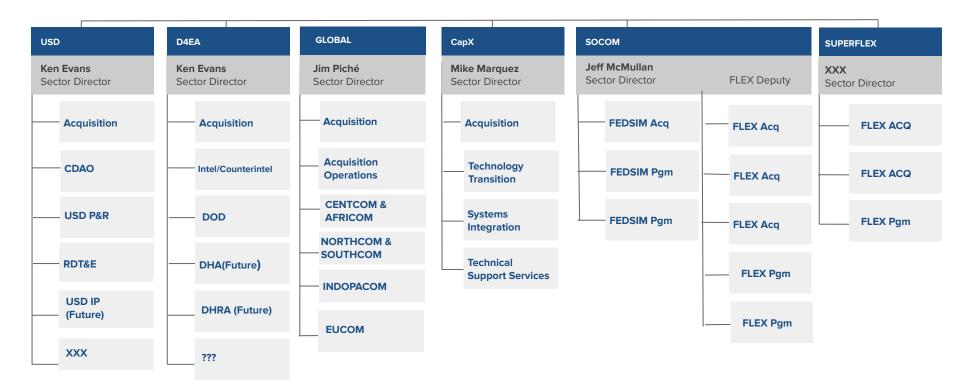
FY24

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### FY25 Objectives FY26 Objectives October 2024 October 2025 AF moves to A2. Civilian move to A3 JSOC/SOCOM FEDSIM group moves to SOCOM sector April 2025 Army moves to A1



**FY26** 



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AAS



## **FEDSIM SDM Overview**

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

Acquisition	Project Management	Financial Management
Use the best solution for the requirement, typically favoring use of existing vehicles.	Drive communication with schedules/timelines. Negotiate schedule upfront.	Track Service Level Agreements (SLAs), funding, burn rate, invoices and manage contractor delivery.

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** 



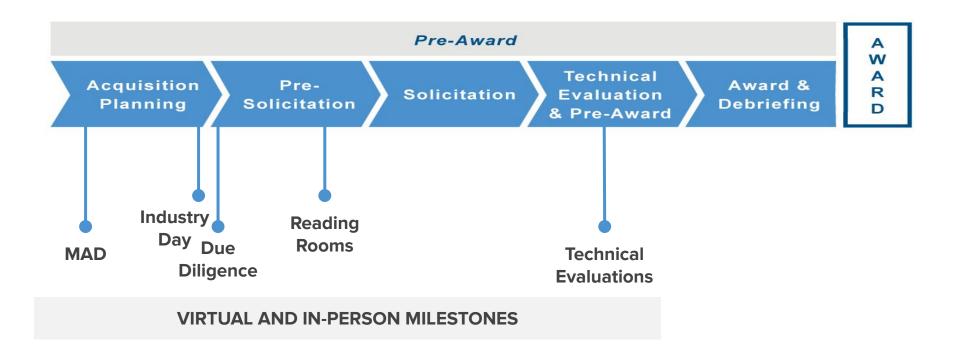
Evaluation Methodology: Oral Presentations



Meaningful post award support with AAS COR



### **Pre-Award Milestones**





### **FEDSIM SDM Evaluation Methodology**

#### **Orals or Video**

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In-Person Oral Presentation where the offeror presents in-person to the TEB with an 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:** 60-90 min presentation; Following Government caucus, optional in-person Q&A session **Distinctives:** 60-120 min recorded presentation; Government caucus, optional in-person OR virtual Q&A session. If virtual, cameras <u>must be on</u> 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.

#### Active procurements are in the stage of collecting requirements and solicitation development with the client.

Estimated Contract Value				Industry Day		
AF - LCMC-DCGS Enterprise Logistics	\$250M		S	INAPSE Recompe	February 7, 20	
AF - TENCAP - HOPE (Re-compete)	\$950M	Ę.	N	ITES	February 27, 20	
Army - DAMO - Service Solutions for Mo		\$2,000M	L.	OGIX (AFRICA AO	March 4, 20	
Army - DEVCOM AvMC - Software Life		\$1,800M	S	COPES	April 3, 20	
Army - GENM-O - United States (U.S.)	\$300M		s	ervice Solutions f.	April 29, 20	
Army - PEO STRI - PEO STRI - Warfigh		\$3,500	M			
CapX - DIU - Egress	\$1,000	M	_			
CapX - DIU - Interagency Intelligence an	\$1,	400M				
CapX - DIU - LOGIX (AFRICA AOR Rec	\$1	,500M				
CapX - DIU - SINAPSE Recompete	\$400M					
Civilian - GSA IDT - MOTION	\$800M					
DOD - CDAO - CDAO Platforms Support		\$2,000M				
DOD - CDAO - Independent Advisory, G	\$100M			MAD	Date	
DOD - CDAO Business Analytics Support	\$200M					
DOD - CDAO Data and Al Service	\$750M					
DOD - CDAO IT Commodity Acquisition	\$500M					
DOD - CDAO Service Desk/Customer S	\$200M					
DOD - DOT&E - JT&E Engineering Serv	\$150M					
DOD - DOT&E - SIPET	\$200M				Vehicl	
DOD - OSD - Dark Star [On Hold 2024]	\$1.2	оом		ntract names will a		
DOD - OSD - Defense Agencies Initiativ.	\$700M			xt if that vehicle has considered" for a giv		
DOD - OSD R&E - Mission Capabilities/	\$350M			plicable vehicle box		
DOD - USD P&R - MODES (Recompete)	\$200M		aþ	pricable venicle box	es. chek to miter.	
DOD - USD P&R MC&FP - DCIPS Reco						
Global - ARPAC - TACS	\$900M					
Global - INDOPACOM - Alpha	\$370M				Alliant	
Global - INDOPACOM - LEIA		\$3,000M			6	
Global - NORTHCOM - NITES	\$250M					
Global - SOUTHCOM - SCOPES	\$230M					
SOCOM - EDATS- Enterprise Developm	\$550M					
	18	2B 3B	4B		ASTRO	
		50			ASTRO	

			0
INAPSE Recompe	February 7, 2024	PEO STRI - Warfigh	February 5, 2024
ITES	February 27, 2024	SINAPSE Recompe	February 7, 2024
OGIX (AFRICA AO	March 4, 2024	JT&E Engineering	February 14, 2024
COPES	April 3, 2024	NITES	February 27, 2024
ervice Solutions f	April 29, 2024	LOGIX (AFRICA AO	March 4, 2024
		SCOPES	April 4, 2024
		Service Solutions f	April 30, 2024
		CDAO IT Commodit	July 1, 2024

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

**Due Diligence** 

#### 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
  - o 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











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"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?



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# **Question:** Can I bid outside of the Section L range?



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# **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?



