



U.S. General Services Administration

Office of Assisted Acquisition Services

AAS Defense- SOCOM Sector
NDIA Breakfast- September 11, 2024



Agenda

Who We Are

Jeff McMullan & Sonia Hammons

Where We Fit In: AAS reorganization updates

Service Delivery Model Updates

Who We Support: AAS Defense SOCOM footprint

How to do business with us: rules of the road

Q&A

Speakers



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Sector Director




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AAS DEFENSE / SOCOM
Division Director

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

 Joe Nickerson AAS ARMY	 Casey Kelley AAS AF/NAVY	 Darrick Early AAS CIVILIAN	 Corey Nickens AAS INNOVATION	 Chris Hamm AAS DEFENSE
REGION 1	REGION 4	REGION 2	REGION 5	FEDSIM
REGION 3	REGION 7	REGION 6	REGION 5 SBIR	
REGION 8	FEDSIM AIR FORCE	REGION 9	FEDSIM SBIR	
FEDSIM ARMY		REGION 10		
		NCR		
		FEDSIM CIVILIAN		

AAS Defense Organization Chart



CLIENT EXECUTIVE

Chris Hamm



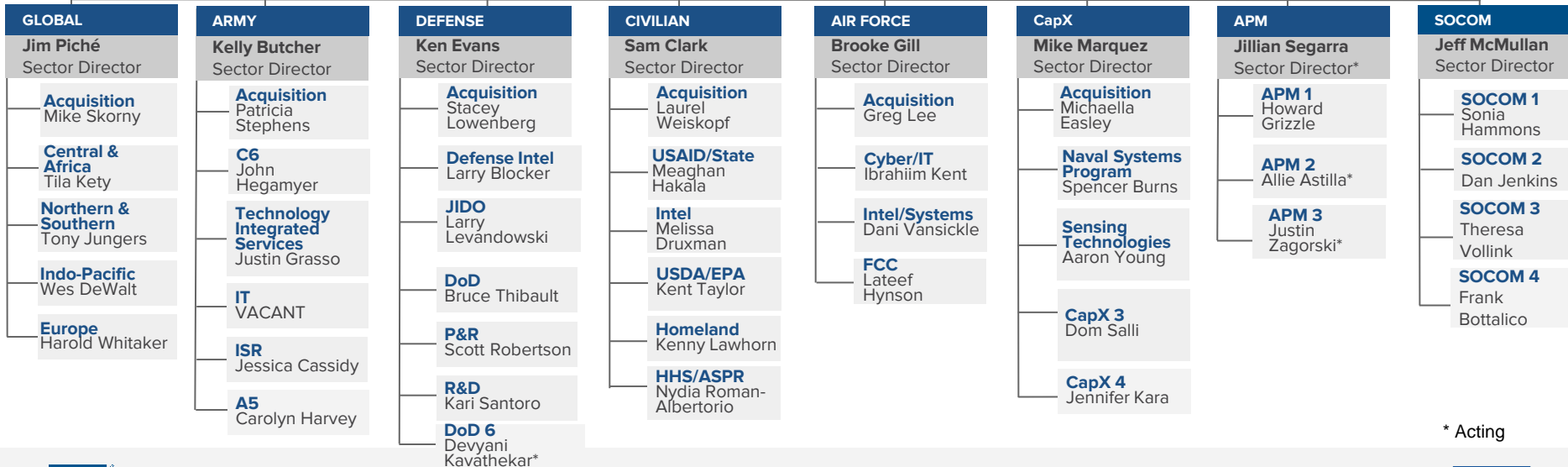
DEPUTY CLIENT EXECUTIVE

Erin Quick



CHIEF OF STAFF

Chiara McDowell



* Acting

SOCOM (October 2025)



Client Alignment Timeline

FY24 Objectives

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

FY25 Objectives

- **October 2024**
AF moves to A2,
JSOC/SOCOM FEDSIM group moves to SOCOM sector
- **April 2025**
Civilian moves to A3

FY26 Objectives

- **October 2025**
Army move to A1
- APMs to OSO
- PAs to OSO
- FLEX Sector



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

\$80

Billion

Total Value of
Active
Contract Awards

\$10.4

Billion

Annual Contract
Obligations

112

Active Awards
\$100M+

Data as of 2/13/24

AAS Defense SOCOM

SOCOM Sector is the newest in AAS Defense, combining elements of three separate legacy AAS Client Support Centers (CSCs). The portfolio supports a broad range of complex requirements, utilizing both FLEX and FEDSIM Service Delivery Models.

>\$8

Billion

**Total Value of
Active Contract
Awards**

36%

**Prime Awards to
SBCs**

8

IDIQ Contracts

>600

**Total Number
Active Awards**

Data as of 9/5/24

AAS Service Delivery Models (SDM)



- **Multi-contract types**
(not to include cost contracts for labor)
- **Commercial or Non-commercial**
- **AAS PM COR or a Client COR**



- **Cost Contracts**
- **Non-commercial**
- **AAS COR**



- **Commercial Solutions Offerings (CSO)**
- **SBIR/STTR work**

FEDSIM SDM Tenets

- ✓ We drive the Acq strategy - no IDIQs/BPAs
- ✓ Enterprise requirements, focus on growth and related activities
- ✓ Acquisition Project Manager (APM)
- ✓ Non-Commercial Services
- ✓ **Cost-type, FAR Part 16 Task Orders:** use of award fee to drive outcomes and incentivize performance
- ✓ **Focus on Industry Engagement:** MAD, Industry Day, Electronic Reading Rooms, and Due Diligence
- ✓ **Cost Range in TOR Section L**
- ✓ **Best Value Evaluation Methodology with Oral/Video Presentations**
- ✓ **Meaningful post award management from an AAS COR with client TPOC**

Who We Support

SOCOM HQ- Tampa

Services focus

PEO Services and other HQ offices

- SOF AT&L Support Services
- J3 Support Contracts (Legacy SWMS-A)
- PEO Fixed Wing/ PEO Rotary Wing
- **J6 CIO SITEC III Umbrella**

Products focus

PEO SOF Warrior

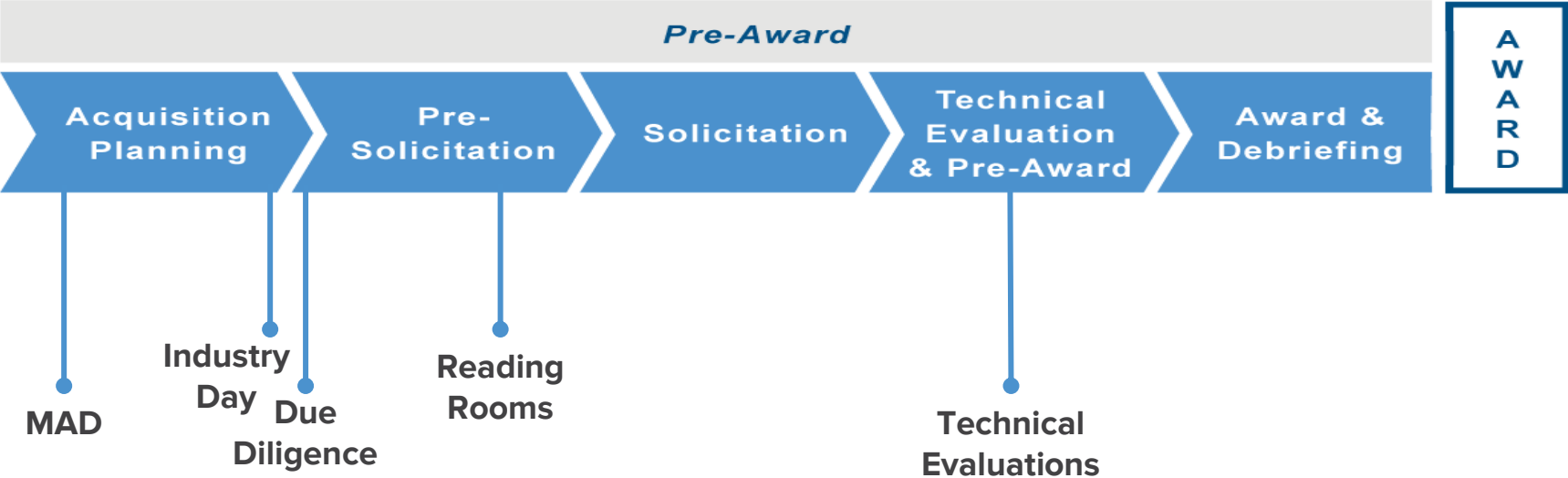
- LTATV and TCCC IDIQs

Joint Staff J6 Partners

Fort Liberty- NC

- SITEC M
- eMAPS

Pre-Award Milestones



VIRTUAL AND IN-PERSON MILESTONES

Doing Business with SOCOM Sector

Jeff's Goals (for now)



Continue to deliver on mission, PLUS



Make SOCOM HOME



Handle the BUSINESS



Trend UP over time

AAS Defense First Fridays / Opportunities

Industry

Opportunities

Pipeline Review

Opportunities

Dashboard Instructions: Active procurements listed are in the stage of collecting requirements and solicitation development with the client. The dashboard has been created to filter data by **business unit** (e.g., **AAS Army**), **Estimated Contract Value**, **Selected Vehicle**, **Title**, or **Keyword**. Use the dropdown carrot, select the filter view desired.

DISCLAIMER: Please note that the information provided in this forecast is for planning purposes only and does not guarantee a solicitation or purchase by the Government. It is not a pre-solicitation synopsis or an invitation for bid or request for proposal. All official notifications will be sent through the AAS Contracting Officer. For a full list of AAS forecast opportunities please visit the [Acquisition Gateway](#).

