



FEDSIM

Shaping The Future Of Acquisition

fedsim.gsa.gov

NDIA Breakfast
April 25, 2023



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**

\$75

Billion

**Total Value of
Active
Contract Awards**

\$8.5

Billion

**Annual Contract
Obligations**

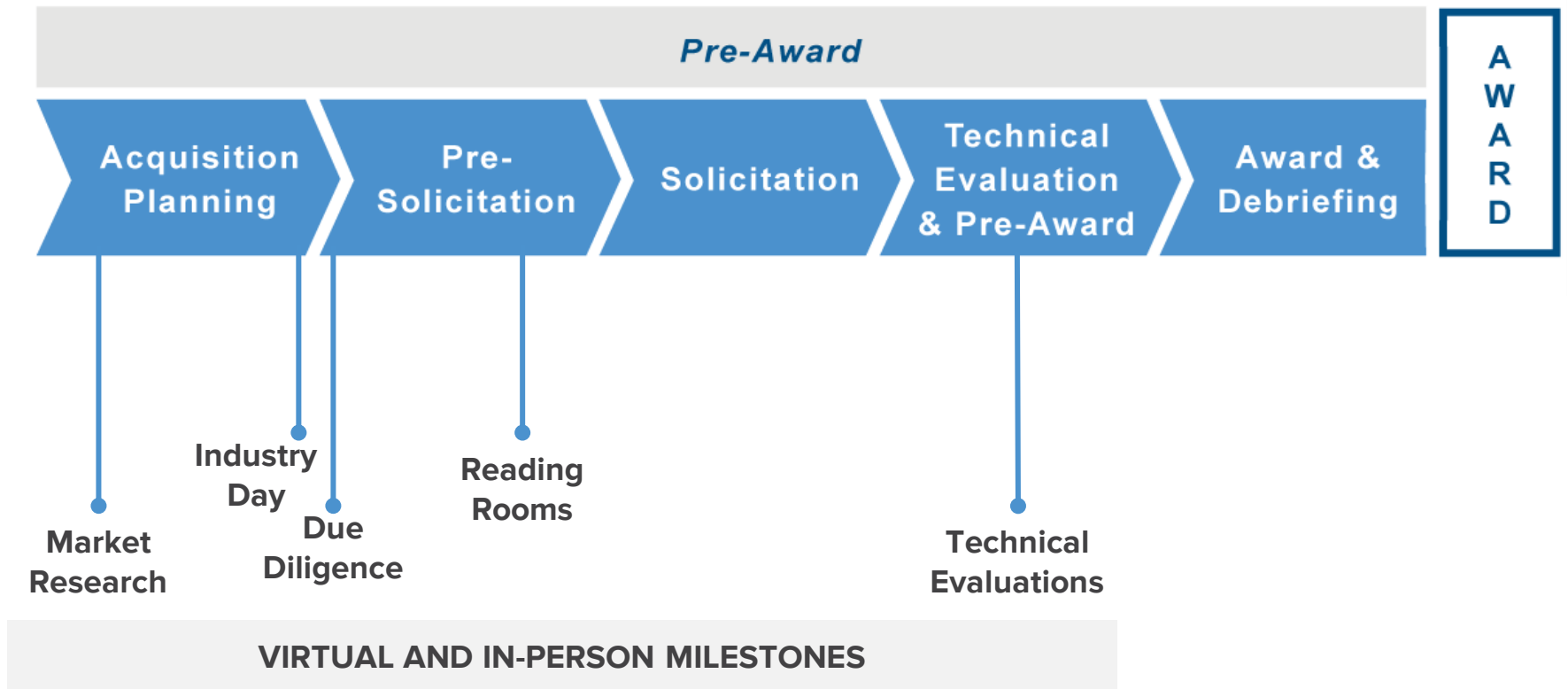
116

Projects \$100M+

Data as of 11/30/22



Pre-Award Milestones



Proposal Submission

Current Submission Options



Google Drive: IPTs are able to set up secure, shared folders with the industry partners to receive documents
Capacity: 15 Gigabytes



Industry Link: IPTs are able access and download file through a secure link



Encrypted Email: Industry partners can send as attachments in an password protected email

FEDSIM Evaluation Methodologies

Current Variations (2022 - ?)



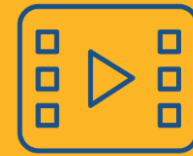
In-Person Oral Presentation where the offeror presents in-person to the TEB with an in-person Q&A session

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



Virtual Oral Presentation where Google Meet or a similar platform is utilized for a live, camera-on oral presentation as well as a virtual Q&A session

Distinctives: 60-90 min virtual presentation; Cameras **must be on** for the TEB and offeror; 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

Market Assessment Discussion

What is the MAD?

- ▶ This is market research tool used earlier in the process than a Advance Notice/Due Diligence to increase competition on projects that likely may be competitive one-bids.
- ▶ **Regulatory Basis:** The use of the MAD is part of the Government's market research:
 - FAR 10.0002(b)(2)(viii) - *[Techniques for conducting market research may include any or all of the following] Conducting interchange meetings or holding presolicitation conferences to involve potential offerors early in the acquisition process*
 - FAR 15.201 *further encourages the exchange of information with interested parties in a one-on-one setting*

Benefits of the MAD

The use of the MAD has led to increased competition, transparency, and effectiveness in reducing competitive one-bids and obtaining quality proposals.

FEDSIM Post-Award Process

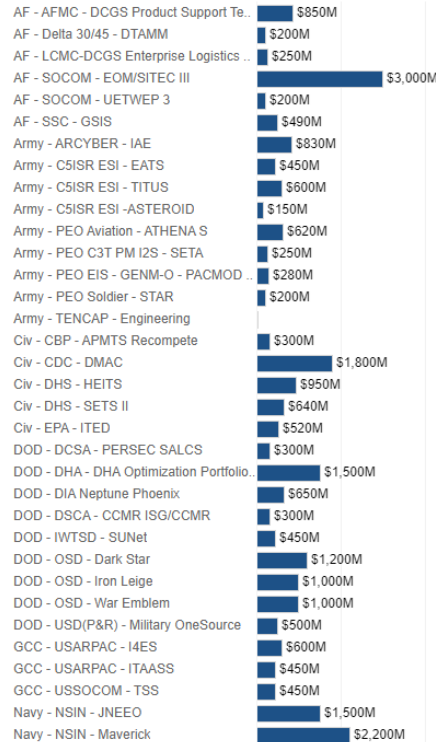


Federal Industry Acquisition Council (FIAC) First Fridays

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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Industry Day

Civ - CDC - DMAC	January 19, 2023
Army - PEO Aviatio...	January 23, 2023
Civ - CBP - APMT...	February 2, 2023
Civ - DHS - HEITS	February 13, 2023
DOD - DIA Neptun...	February 16, 2023
Civ - DHS - SETS II	February 28, 2023
AF - Delta 30/45 - ...	March 1, 2023
Army - CSISR ESI ...	March 13, 2023
GCC - USSOCOM ...	March 20, 2023
DOD - DCSA - PE...	March 27, 2023

Due Diligence

Army - PEO Avi...	January 23, 2023
DOD - IWTSO - ...	January 30, 2023
Civ - CBP - AP...	February 6, 2023
DOD - DSCA - ...	February 7, 2023
Civ - DHS - HEI...	February 15, 2023
DOD - DIA Nept...	February 16, 2023
Civ - CDC - DM...	February 27, 2023
Civ - DHS - SET...	March 1, 2023
AF - Delta 30/45...	March 13, 2023
Army - CSISR E...	March 13, 2023
GCC - USSOC...	March 21, 2023
AF - AFMC - DC...	March 23, 2023

Vehicle Summary

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



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

Question:

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

Question:

How does FEDSIM determine which contract vehicle to use?

Question:

How does FEDSIM 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 FEDSIM win protests?

