



# Army Enterprise Resource Planning (ERP) Services

---

Industry Day #2

27 February 2014



- Overflow parking is available in the corner of Abbot Rd and Gunston Rd.
- If you have NOT checked in, we ask that all Industry Contractors check in at the entrance
- Rest Rooms in lobby
- Please silence cell phones
- Question & Answer (Q&A) Panel Session following briefings
  - Submit all questions using the cards provided
- All information presented will be posted at:

[http://www.aschq.army.mil/ac/aaisdus/PEO\\_EIS.aspx](http://www.aschq.army.mil/ac/aaisdus/PEO_EIS.aspx)



- The remarks today from Government officials should not be considered a guarantee of the Government's course of action for obtaining Army ERP Services
- The information provided today reflects current Government intentions of how this acquisition should be carried out, and is subject to change based on a variety of circumstances, including input from Industry
- A solicitation is the only document that is relied upon in determining the Government's requirements



# Industry Day Agenda



TIME	TOPIC	PRESENTER
0800-0845	Registration	
0845-0900	Administrative Comments	Lee Weaver
0900-0905	Opening Remarks	COL Culclasure/Tom Neff
0905-0930	Overarching Strategy	Lee Weaver
0930-1000	1) Small Business Contract Vehicle 2) Government-wide Acquisition Contract (GWAC)	Jessica Dobbeleare
1000-1015	Chief Information Officer–Solutions and Partners 3 (CIO-SP3) GWAC	Ed Wilgus
1015-1030	Army Shared Services Center	George Albinson
1030-1100	Break/Attendees Networking	
1100-1200	Question & Answer (Q&A) Panel	Presenters





# Army ERP Services Overarching Strategy

---

Lee Weaver



- Army ERP Services progress since we last met on 5 April 2013
- Describe Army ERP Services Overarching Strategy
- Allow industry to assess their interest in competing for potential work

## Army ERP Services Programs Supported



- Army Enterprise Systems Integration Program (AESIP) Hub: Master data management and data brokering hub



- Logistics Modernization Program (LMP): National Logistics and Financial business processes



- Global Combat Support System – Army (GCSS-Army): Tactical Logistics business processes

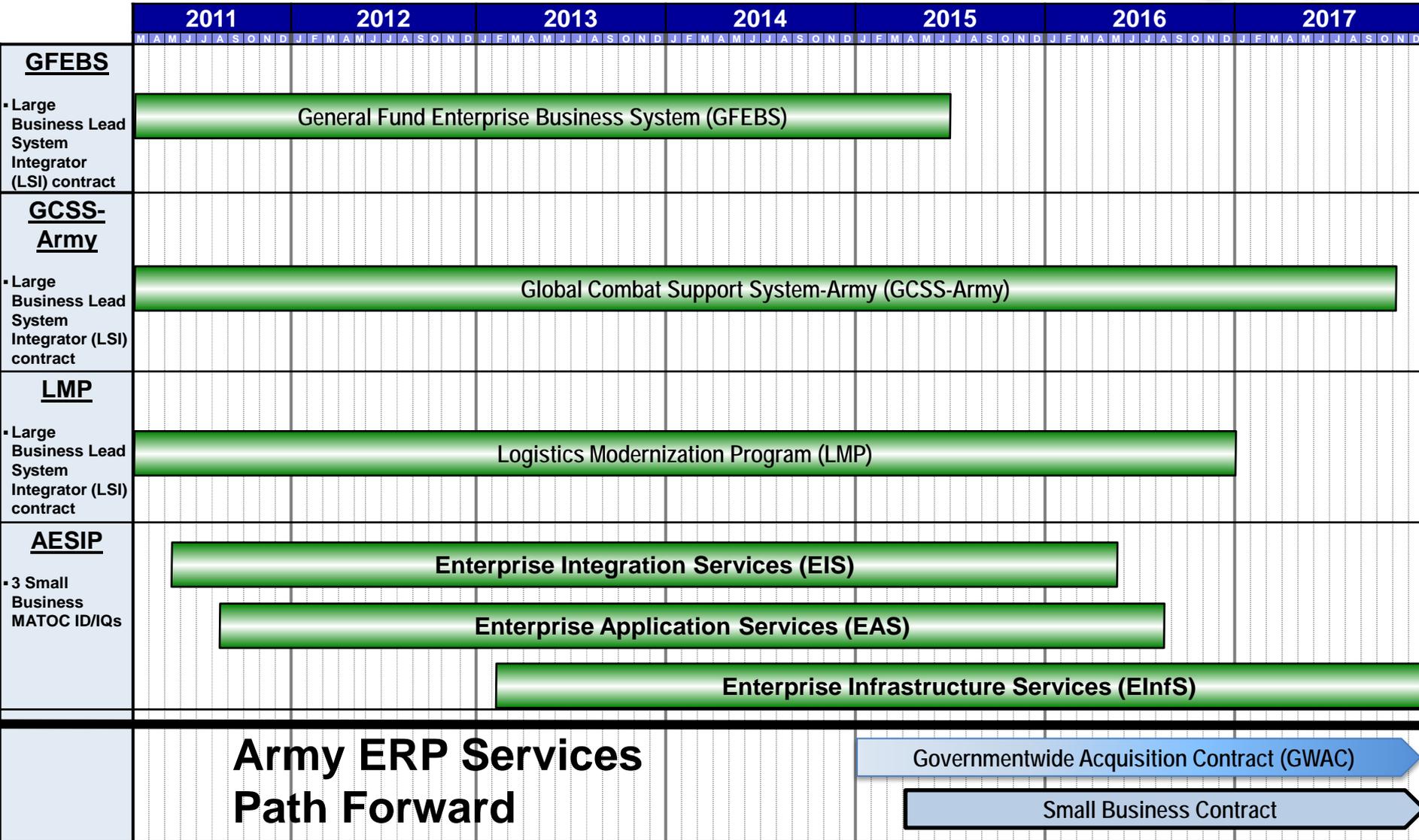


- General Fund Enterprise Business System (GFEBs): Consolidated financial & asset business processes



Army-Shared Services Center (SSC): An Army Organic System Integrator

# Army ERP Contract Landscape



	In-Place
	Planned

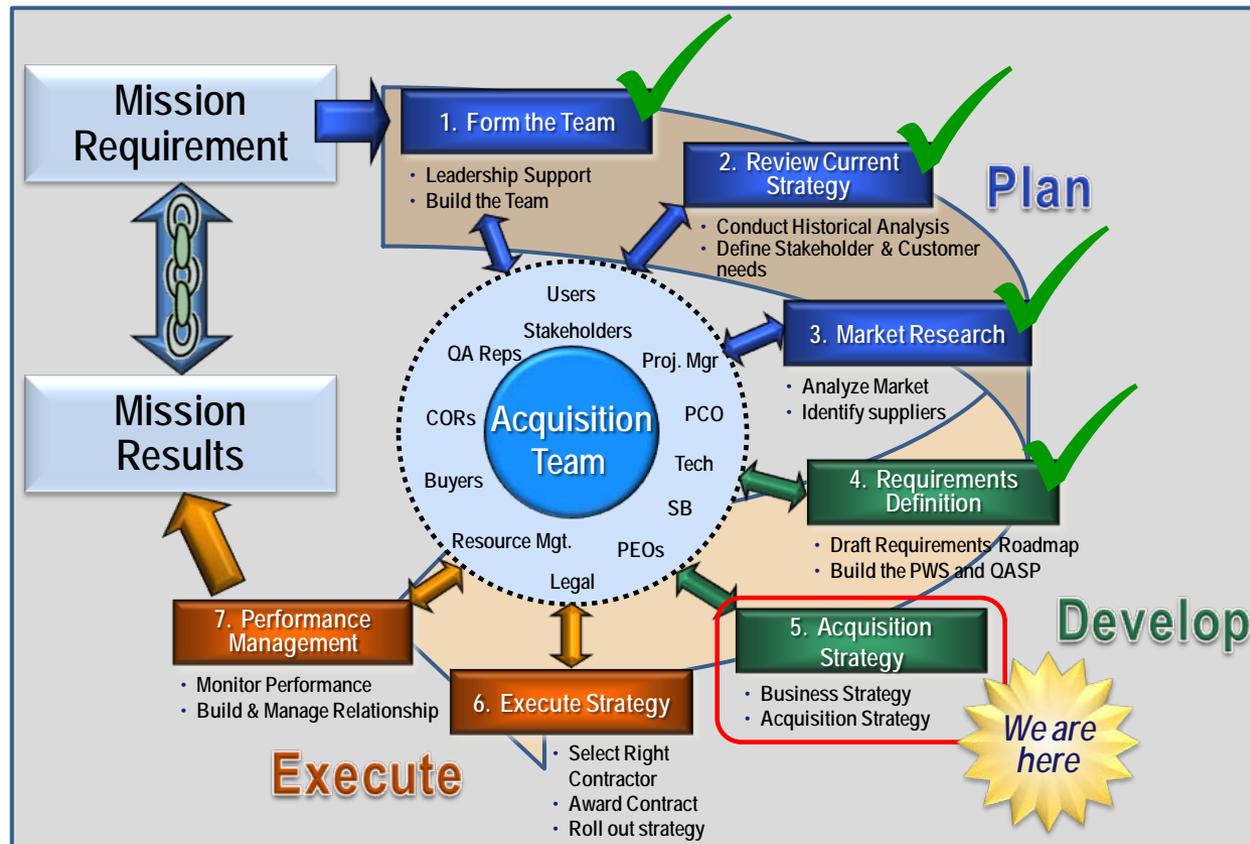
Strategy incorporates the following concepts:

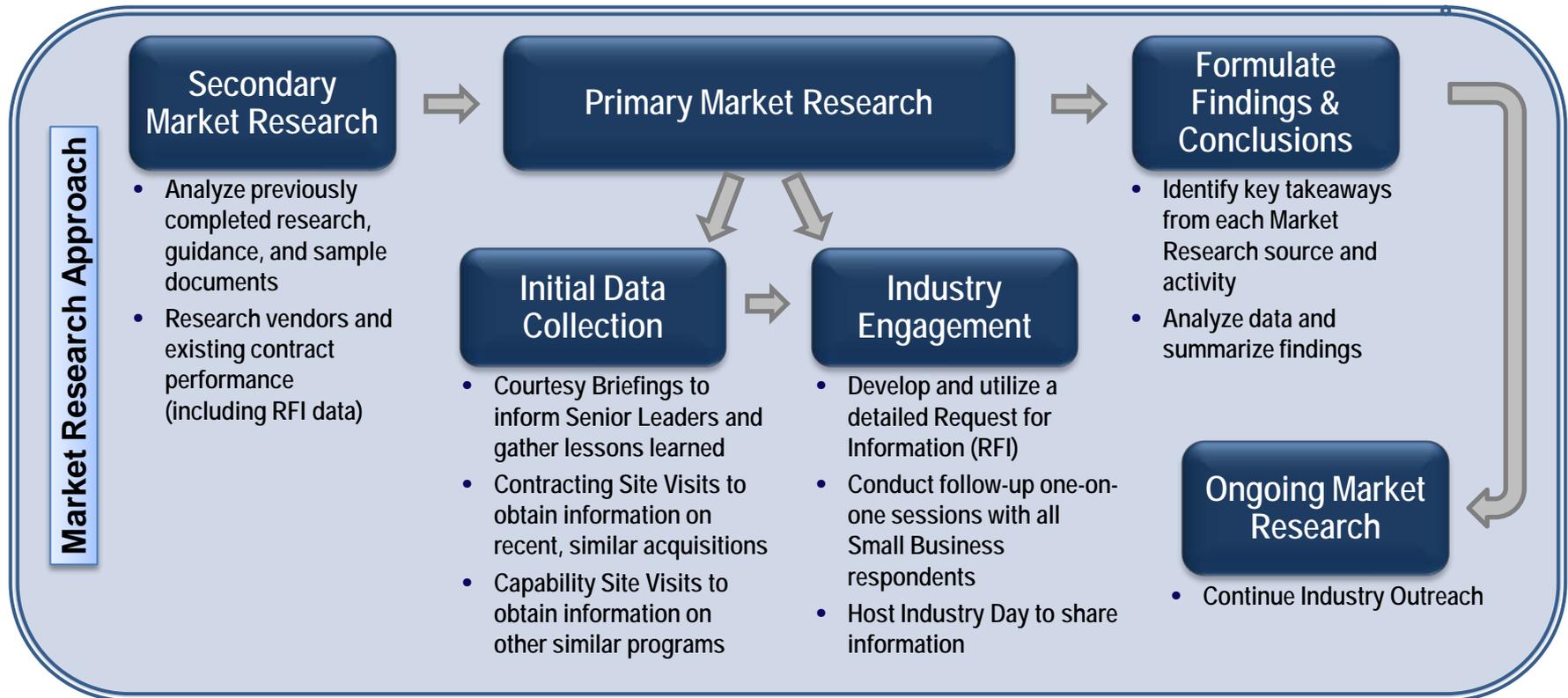
- Formed Multi-Functional Integrated Project Team
- Conducted robust Market Research
- Performed detailed analysis to determine contracting strategy in alignment with OMB guidance
- Involved Small Business community and advocates early and often to develop an aggressive Small Business growth strategy
- Implementing Better Buying Power initiatives
  - Leverage Strategic Sourcing
  - Increase Small Business as Prime Contractors
  - Maximize Effective Competition
  - Reduce Indirect Costs and Task Order Cycle Times



# Acquisition Cycle – Where We Are

- ✓ Performed Market Research
- ✓ Completed Service Acquisition Workshop (SAW)
- ✓ Conducted Business Case Analysis (BCA)/Analysis of Contracting Alternatives (AoCA)
- ✓ Formulated Small Business Strategy
- ✓ Developed Acquisition Strategy and Supporting Documents





- Initial RFI
- One on Ones with Small Business
- Industry Day
- Follow-on GWAC market research

NAICS: 541519 (\$25.5M) – Professional, Scientific, and Technical Services/Other Computer Related Services



PMSS3

## Program/Project Management

- Program and Project Management Processes
- Acquisition Documentation Management
- Strategic Planning Support

Army ERP  
Services

## ERP Services

- Solution Architecture Services
- Application Lifecycle Services and Support
- Organizational Change Management
- Compliance
- Transition Services
- Task Order Management

PD CHES

## Hardware/Software

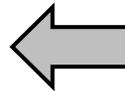
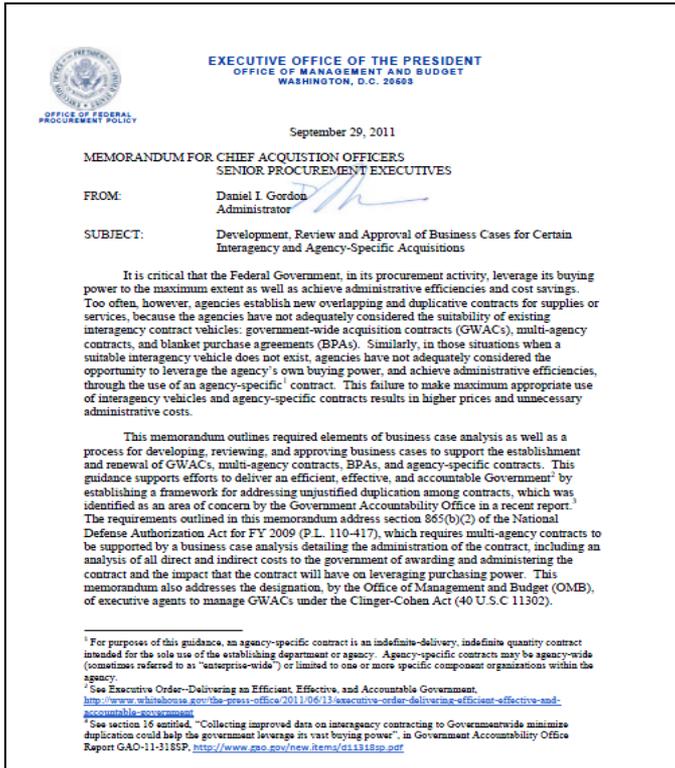
- Hardware
- Software License and Maintenance

Network  
Enterprise  
Centers  
(NECs)

## Infrastructure

- Application Hosting
- Data Center Facility Services
- Network Management and Support

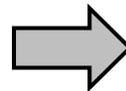
Performance Based  
Requirements  
developed during  
Service Acquisition  
Workshop (SAW)



OMB Memorandum dated September 29, 2011:

"Too often... agencies have not adequately considered the suitability of existing interagency contract vehicles: government-wide acquisition contracts (GWACs)..."

DoD Framework for the Service Acquisition Process: Requires consideration of existing contracts (e.g. GWACs)



<https://www.contractdirectory.gov/contractdirectory/>



Hybrid contracting approach consisting of:

- Create a new Small Business (SB) set-aside multiple award Indefinite Delivery/Indefinite Quantity (ID/IQ) contract
- Use the National Institutes of Health (NIH) Chief Information Officer-Solutions and Partners 3 (CIO-SP3) Government-Wide Acquisition Contract (GWAC) for unrestricted competitions only if “Rule of Two” cannot be met by Small Business ID/IQ contract



- Army ERP Services implementing Better Buying Power initiatives
- Moving forward with draft RFP documents for Industry review and comment
- Industry participation in RFI, One-on-Ones and Industry Day played a role in shaping our strategy
- The Army ERP Services needs Industry support to execute





Army ERP Services  
Small Business Multiple Award Task Order Contract  
Indefinite Delivery/Indefinite Quantity  
(SB MATOC ID/IQ)

---

Jessica Dobbeleare  
ACC-RI Branch Chief



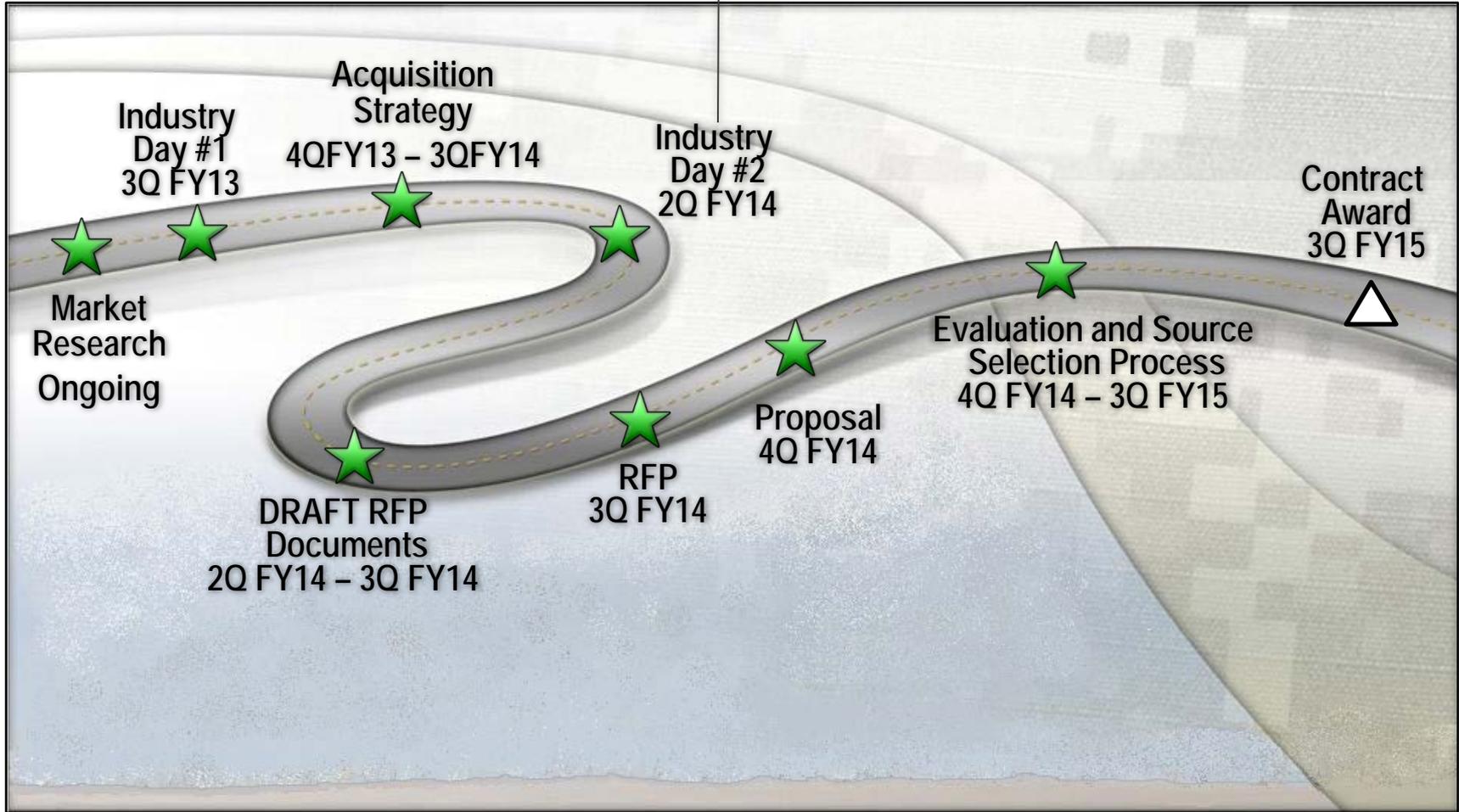
Hybrid contracting approach consisting of:

- Create a new Small Business (SB) set-aside multiple award Indefinite Delivery/Indefinite Quantity (ID/IQ) contract
- Use the National Institutes of Health (NIH) Chief Information Officer-Solutions and Partners 3 (CIO-SP3) Government-Wide Acquisition Contract (GWAC) for unrestricted competitions only if “Rule of Two” cannot be met by Small Business ID/IQ contract



# Small Business ID/IQ Acquisition Timeline

**TODAY**



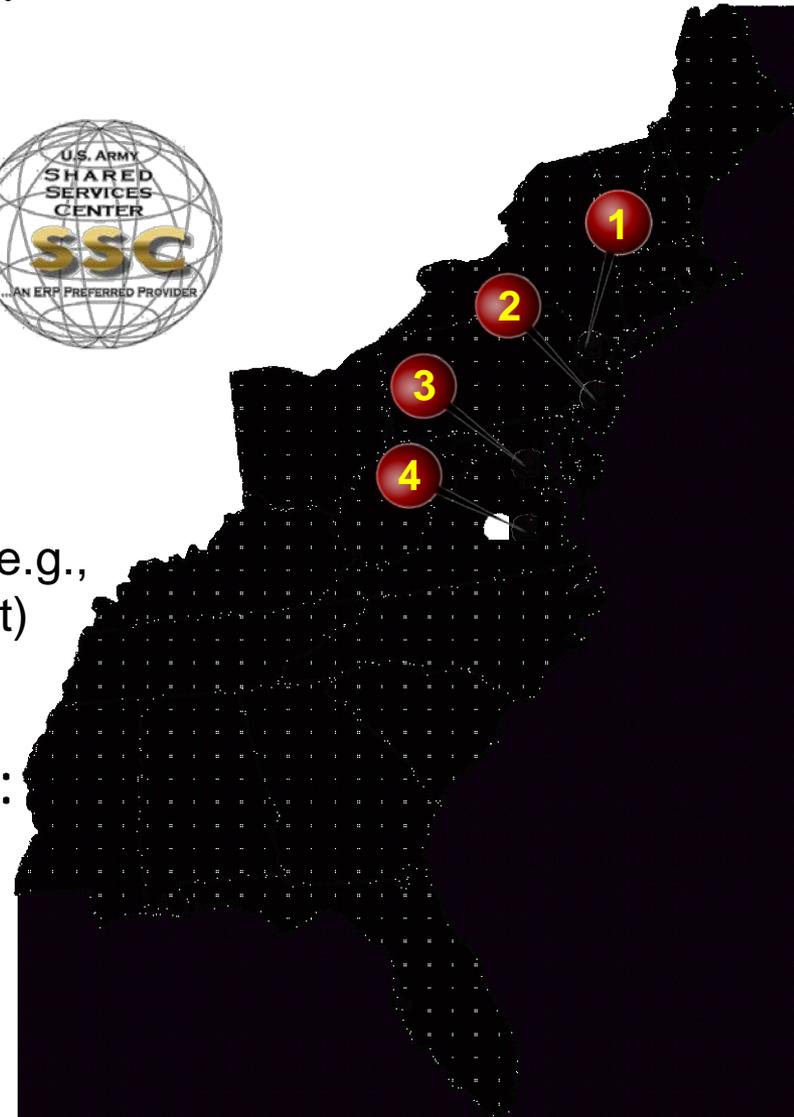
- Programs/Organizations Supported:



Army Stakeholder Organizations (e.g.,  
Fort Hood, Tobyhanna Army Depot)

- Performance locations may include:

- 1) Picatinny Arsenal, NJ
  - 2) Marlton, NJ
  - 3) National Capital Region (NCR)
  - 4) Ft. Lee/Richmond, VA
- Other CONUS/OCONUS locations

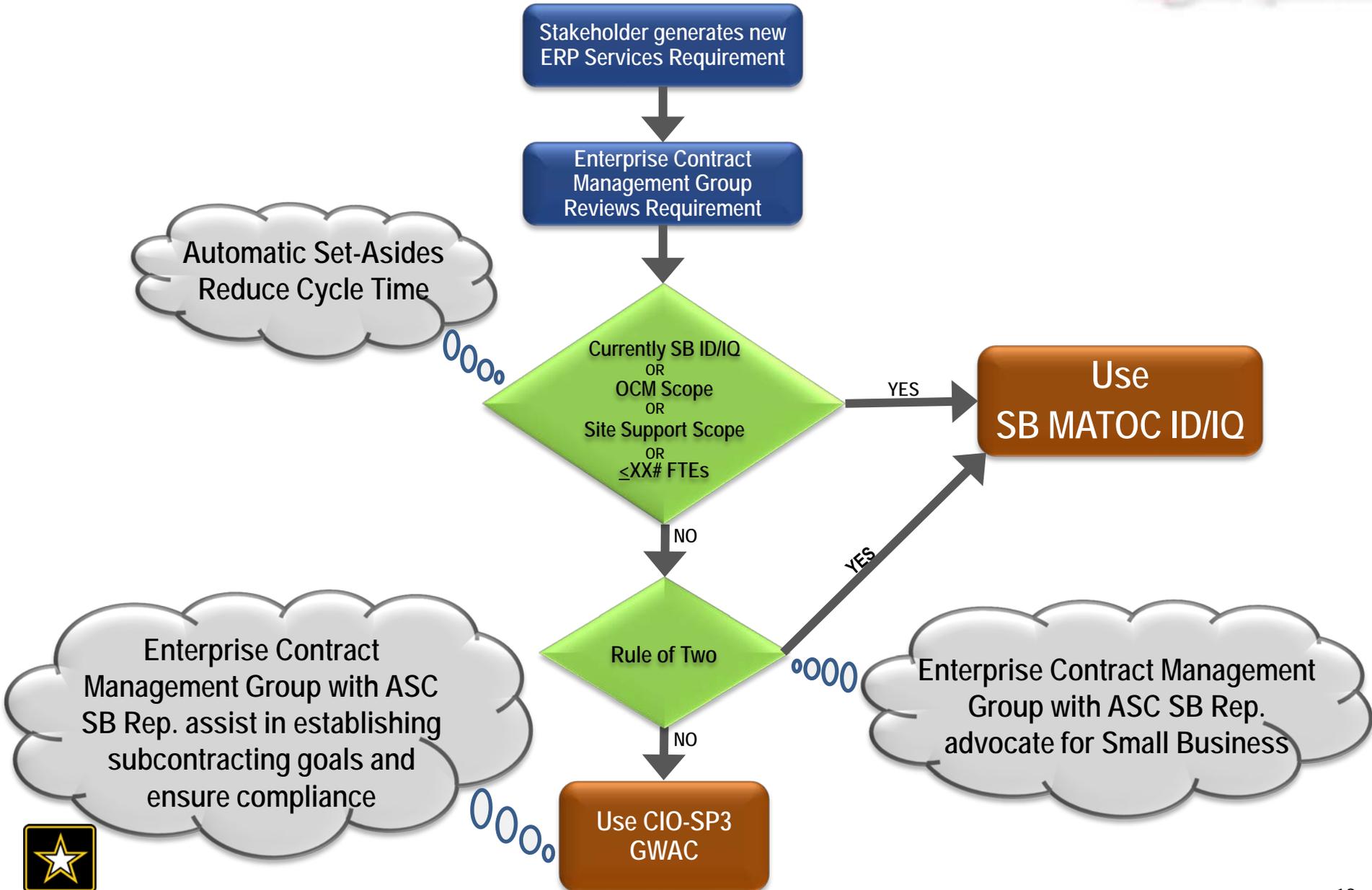


## Scope of Army ERP Services

Solution Architecture	Maintenance
Analysis of Requirements	Organizational Change Management (OCM)
Design Specifications (Functional & Technical)	Help Desk
System Configuration and Build	Information Assurance
Test	Compliance
Deployment and Fielding	Transition Services
Configuration Management	Task Order Management

- Services will be acquired in two types of Task Orders:
  - Provide the full range of ERP Services with the Contractor(s) responsible for providing a completed product/project
  - Provide specific skill sets to accomplish the ERP Services
- Offerors must propose and be able to perform all 14 scope areas





- Small Business definition:
  - Size Standard \$25.5M
  - NAICS Code 541519 – Other Computer Related Services
- Estimated Ceiling: \$500M - \$1B
- Multiple Award - Anticipate approximately 7 awardees
- Five year ordering period
  - Three Year Base
  - One Two year option (exercise of option will consider performance of a particular Contractor during the Base term of the contract)
- Total Period of Performance if option exercised - up to 6 years



- Evaluation Approach: Best Value Tradeoff Analysis
- Evaluation Factors
  - Factor 1 – Technical
    - Sample Task
    - Personnel Management
  - Factor 2 – Past Performance
  - Factor 3 – Price/Cost
- Guaranteed minimum \$10,000
- Utilizing Army Source Selection Interactive Support Tool (ASSIST): <https://accportal.army.mil/VCEassist.htm>



### Reduced Overhead Initiatives:

- No fee allowable on travel costs
- Reduction in out-of-town commuter travel (convenience travel)
- Limitation on pass-through (subcontractor markup)
- Reduction in lower tier subcontractors



- Fair Opportunity utilized for TOs to maximize on-going effective competition
- On-ramping start of year 4
- Off-ramping end of year 3 for non-performing Contractors
- Task Order pricing
  - Fixed Price
  - Cost Reimbursable
    - Approved Accounting System required for TO award
    - Earned Value Management may be required
  - Time & Materials (if no other contract type will suffice)



- Draft RFP documents will be posted to the Army ERP Services acquisition website:  
[http://www.aschq.army.mil/ac/aaisdus/PEO\\_EIS.aspx](http://www.aschq.army.mil/ac/aaisdus/PEO_EIS.aspx)
- Incremental Draft RFP documents will be posted to include:
  - Draft Performance Work Statement (PWS) will be posted 3 March 2014 with comments due NLT 19 March 2014
  - Revised PWS and Key Draft RFP sections will be posted ~April 2014, with comments due mid April 2014
  - Draft RFP will be posted ~May 2014, with comments due NLT late May 2014
  - RFP will be issued ~June 2014
- Notices on Small Business ID/IQ to be provided on  
[www.fbo.gov](http://www.fbo.gov) – look for solicitation W52P1J-14-R-0059





# GFEBs

## CIO-SP3 Task Order

---

Jessica Dobbeleare  
ACC-RI Branch Chief





OMB Authorized GWACs for IT Acquisition



SERVICES/SOLUTIONS



SERVICES/SOLUTIONS



PRODUCTS/SERVICES

# ***Driving IT Acquisitions with NITAAC GWACs***

*Presented to the Army ERP Services Industry Day – 27 Feb 2014*

*gov2gov*

GOVERNMENT-WIDE ACQUISITION CONTRACTS



National Institutes of Health

# What are GWACs?



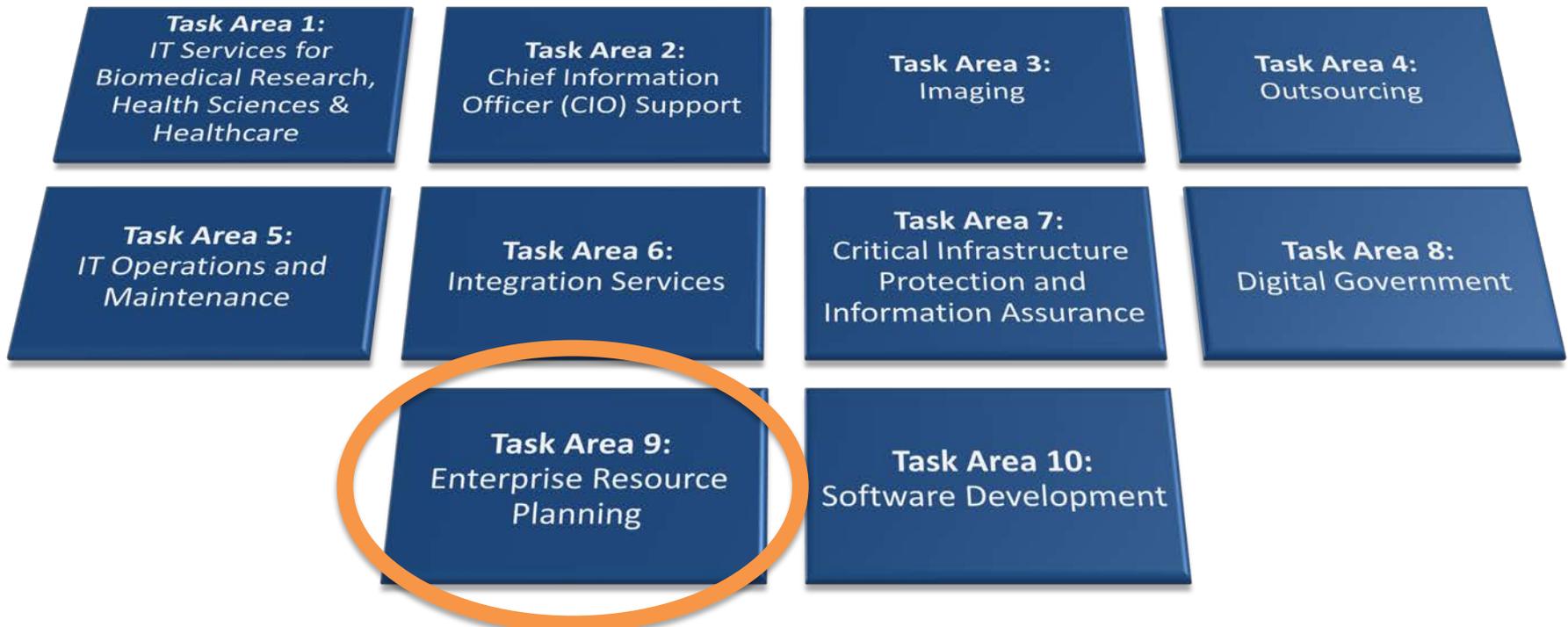
- ❖ **Government Wide Acquisition Contracts are:**
  - Task order or delivery order contracts for Information Technology
  - Streamlined acquisition under FAR 16.505
  - Not subject to the Economy Act (FAR Subpart 17.502-2(b))
  
- ❖ Operated only by Executive Agents designated by the Office of Management and Budget (OMB)
  - Pursuant to section 5112(e) of the Clinger-Cohen Act (1996)
  
- ❖ GWAC Contract Holders come from a diverse pool of industry leaders
  - Vetted for technical capabilities, price, small disadvantaged business (SDB) participation and small business subcontracting plans

# What is NITAAC?



- ❖ **NIH Information Technology Acquisition & Assessment Center**
  - Housed within Health & Human Services (HHS)/NIH
  - All GWACs have domain specific capabilities in Health IT to support the mission of NIH
  
- ❖ **An OMB Executive Agent**
  - Currently, only 3 agencies have OMB Executive Agent Status
  
- ❖ **NITAAC administers three GWACs for IT products, services and solutions**

## **Everything IT!** Services and Solutions Across 10 Task Areas



**GWAC has a \$20B ceiling and a 10 year period of performance**

**Average ceiling rates 10-15% less than comparable vehicles**

# CIO-SP3 Contract Holders

- ❖ A-Tek
- ❖ AAC
- ❖ Accenture Federal Services
- ❖ Advanced Technology Systems
- ❖ Aquilent
- ❖ BAE Systems Information Solutions
- ❖ Booz Allen Hamilton
- ❖ CACI Enterprise Solutions
- ❖ Catapult Health Technology
- ❖ CGI Federal
- ❖ Computer Sciences Corporation
- ❖ Creative Computing Solutions
- ❖ Creative Information Technology
- ❖ CRGT
- ❖ Dell Services Federal Government
- ❖ Deloitte
- ❖ Dynamics Research Corporation
- ❖ ECS Federal
- ❖ Evolvent Technologies
- ❖ General Dynamics IT
- ❖ Harris IT
- ❖ HP Enterprise Services
- ❖ Hygeia Solution Partners
- ❖ ICF Incorporated
- ❖ Indus
- ❖ IBM
- ❖ Jacobs Technology
- ❖ Jacobs Technology
- ❖ L-3 National Security Solutions
- ❖ LGS Innovations
- ❖ Lockheed Martin Services
- ❖ NCI Information Systems
- ❖ Northrop Grumman Systems
- ❖ Omnitec Solutions
- ❖ Onpoint Consulting
- ❖ Pragmatics
- ❖ PRICE WATERHOUSE COOPERS LLP
- ❖ Project Performance Company
- ❖ Quality Software Services
- ❖ Raytheon Company
- ❖ Science Applications International Corporation
- ❖ Serco
- ❖ SGT
- ❖ Smartronix
- ❖ Sotera Defense Solutions
- ❖ SRA International
- ❖ STG
- ❖ Unicom
- ❖ Unisys
- ❖ Universal Hi-Tech Development
- ❖ Vistrionix
- ❖ VSE
- ❖ Wyle Laboratories
- ❖ Xerox Federal Solutions



**Subcontractors  
can be added  
at any time**

# Easy Online Ordering: e-GOS

## Welcome to NITAAC's Electronic Government Ordering System (e-GOS) v. 2.8.1

e-GOS is a unique and easy to use system for developing, competing and managing requirements under the CIO-SP3 and CIO-SP3 small business government-wide acquisition contracts (GWACs). This system is designed to support every stage of the IT acquisition process, including:

- Create requests for information (RFI) for market research and to better define requirements
- Distribute requests for proposals (RFP) while ensuring fair opportunity competition requirements (FAR 16.505) are met
- Manage questions and answers in response to a RFP
- Amend RFP packages
- Receive proposals in response to RFP packages
- Manage clarification, discussion, and negotiation processes
- Notify award decision and information

### Warning Notice

This is a U.S. Government computer system, which may be accessed and used only for authorized Government business by authorized personnel. Unauthorized access or use of this computer system may subject violators to criminal, civil, and/or administrative action.

All information on this computer system may be intercepted, recorded, read, copied, and disclosed by and to authorized personnel for official purposes, including criminal investigations. Such information includes sensitive data encrypted to comply with confidentiality and privacy requirements. Access or use of this computer system by any person, whether authorized or unauthorized, constitutes consent to these terms. There is no right of privacy in this system.

### Existing Users

I'm an NIH Employee

Email

Password

[Forgot your password?](#)

Sign On

### New Users

I'm an NIH Employee

Email

Register

# Easy-to-Use Website: nitaac.nih.gov



Learn About Contracts and Contract Holders

**Sign Up For Free Training**

**Explore NIH Info & Case Studies**

**Extensive FAQs**

**Search this site...**

**Training Tools / Templates Events DoD NIH Featured About NITAAC FAQs**

**CIO-SP3 SERVICES/SOLUTIONS** **CIO-SP3 SMALL BUSINESS SERVICES/SOLUTIONS** **ECSS III PRODUCTS/SERVICES**

**BRACE YOURSELF FOR MORE REWARDING COMPETITION.**

**FASTER • EASIER • COST COMPETITIVE**

**CIO-SP3 IT SERVICES/SOLUTIONS GWAC**

Home » CIO-SP3

**Welcome to the next generation of IT acquisition.**  
Cutting-edge technology. A large and diverse pool of proven industry leaders. Streamlined acquisition and fast provisioning. These are among the advantages of choosing CIO-SP3, a new Government-Wide Acquisition Contract (GWAC) from NITAAC that can be used by any federal civilian or DoD agency to fulfill a broad range of mission critical IT requirements.

With a \$20 billion ceiling, flexible contract types and the ability to award in modular increments and incorporate performance-based features, CIO-SP3 allows for streamlined planning, acquisition and deployment of large-scale IT program requirements.

**Free customer support and training deliver best value.**  
Submit your task order requirements through NITAAC, and our Contract Specialists will perform a comprehensive assessment for scope, clarity and other factors within 1 day to assure qualified responses. Once your RFP is ready, upload it into our secure, web-based electronic Government Ordering System (e-GOS) for

**Faster. Easier. Cost Competitive.**  
CIO-SP3 Contract Holders have gone through a rigorous source selection process prior to award, which includes dimensions such as technical capabilities, past performance, price and cost. This enables CO's to use simplified evaluations at the task order level, resulting in significant savings in time, money and resources.

Ceiling rates were negotiated at the Master Contract level to be the best available. When your agency places a task order, you are already starting with the most cost competitive rates, and competition will drive them even lower.

NITAAC's online system streamlines the acquisition process even further with automatic distribution, built-in FAR guidance and more.

**Every IT service you can think of. Any IT solution you can imagine.**  
CIO-SP3 Contract Holders have developed innovative and secure solutions for agencies across the federal government and initiatives as diverse as Cloud Computing, Cyber Defense and

**CUSTOMER SUPPORT CENTER**  
NITAACsupport@nih.gov  
1.888.773.6542  
Request for Support  
Customer Service Division

**LOG IN**  
to e-GOS or the RFQ System to complete your IT requirements

**Login to e-GOS**  
Click here to login to e-GOS

**Task Order Guidance**  
Process

**Contract Information**  
Contract (Conformed)  
Contract Holders  
Fee Cap Memorandum  
Labor Categories

**Brochures**



Email: [NITAACsupport@nih.gov](mailto:NITAACsupport@nih.gov)

Phone: 888-773-6542

Web: [www.nitaac.nih.gov](http://www.nitaac.nih.gov)



# Army ERP Services Industry Day 27 Feb 2014

*...An ERP Preferred Provider*

## U.S. Army Shared Services Center

Government Lead System Integrator (LSI) support to  
Project Manager Army Enterprise System Integration Program (PM AESIP)

Presented by:  
George Albinson  
Director, Army SSC



# Army Shared Services Center (Army SSC)



- Army ERP development strategy
  - To build and mature an Army “in-sourced” LSI
- LSI services in support of PM AESIP’s ERP portfolio
  - Implementation / Sustainment activities
  - Virtual Subject Matter Expert (SME) integration
  - Deliver timely capability at lower cost
    - Rapid models-based solution configurations
    - Implement business processes within standard SAP solutions



# Transitions to Army SSC



- AESIP Hub
  - Fully transitioned to Army SSC
- Logistics Modernization Program (LMP)
  - Transition of services from Computer Sciences Corporation to Army SSC
  - Transition schedule -- complete by September 2016
- Global Combat Support System-Army (GCSS-Army)
  - Transition from Northrop Grumman to Army SSC is in planning phase
  - Transition schedule – projected to be complete by September 2017



# Army SSC as the LSI



- Army SSC Role
  - Integrates the contractor's expertise into the overall project
  - Performs all technical integration lead and management functions
  - Executes a Human Capital Management Plan that covers all support
- Industry Role
  - Recommend enhanced capabilities, use of new processes or tools
  - Take a lead role in specialized technical areas of ERP sustainment
  - Provide staff support to Army SSC



# Army SSC / Industry Teamwork



- Contractor personnel are integrated members of a cohesive team of government and contractor partners
- Operates under a common set of best business practices
- Focused and effective end-user services
- Highly successful PM customer support services and capabilities





Break/Networking – Submit Final Questions

(Resume at 11:00am)





## Question and Answer Panel

---

Lee Weaver  
Jessica Dobbeleare  
Ed Wilgus  
George Albinson



- Notices on Small Business ID/IQ to be provided on [www.fbo.gov](http://www.fbo.gov) – look for solicitation W52P1J-14-R-0059
- All Presentations, Questions / Answers and Attendee List will be posted at:  
[http://www.aschq.army.mil/ac/aaisdus/PEO\\_EIS.aspx](http://www.aschq.army.mil/ac/aaisdus/PEO_EIS.aspx)

***Thank you for attending!***

