Questions and Answers

Army Enterprise Resource Planning (ERP) Services
Industry Day 27 February 2014

Responses noted in blue italics.

1. If a Small Business has not responded to the Request for Information (RFI) but is interested in supporting General Fund Enterprise Business System (GFEBS) specifically, what is the best way to ‘raise our hand’ at this point?

   While there are many opportunities for Small Business in the Army Enterprise Resource Planning (ERP) Services acquisition, the GFEBS opportunity is anticipated to be competed on the CIO-SP3 unrestricted Government Wide Acquisition Contract (GWAC). Businesses may pursue teaming opportunities on the GWAC.

2. Small Business Set Aside vehicle - will there be a Capability Maturity Model Integrated (CMMI) or other certification required to prime?

   We do not foresee a CMMI requirement. These details will be provided in the Draft and Final Request for Proposals (RFPs).

3. Small Business Indefinite Delivery Indefinite Quantity (IDIQ) – Will this IDIQ support Project Management Office (PMO), System Integrator and User Representative (functional proponent) contracting needs, as required?

   Scope is System Integration as opposed to PMO/Project Manager (PM) support. Draft Performance Word Statement (PWS) was released and provides significant detail on the scope of work.

4. Small Business IDIQ – How will the Government prevent a race to the bottom at the IDIQ level?

   As discussed in the Industry Day briefing, source selection will use the Best Value Trade-off process.

5. The Army GFEBS Sustainment effort Jessica referenced will be released via CIO-SP3? What is the projected time frame? Is GFEBS recompete not part of this vehicle?

   Subject to approval of the Acquisition Strategy, the GFEBS Sustainment effort will be released under the CIO-SP3 GWAC via Electronic Government Ordering System (e-GOS):


   Draft documents and schedule to be posted later in FY2014.
6. Small Business Strategy – IDIQ Requirement. Can the 7 awardees be made up of multiple Small Businesses, especially if it is to cover all 14 scope areas?

Yes. Teaming is anticipated.

7. We request Government to re-look at 7 number awardees to invite more competition, or else the Government will have the same 7 Small Business awardees back in this opportunity. How many Small Business awards will be made?

We anticipate approximately 7 awardees, the 7 Small Business awardees is not an absolute. The actual number of awardees will be determined based on the competitive source selection evaluation process. This will be a new competition among Small Businesses and some of the 7 incumbents may no longer qualify as Small Businesses.

8. Who or what organizations will make up the Enterprise Contract Management Group (ECMG)?

The ECMG will be comprised of representatives from the PM shops, Army Contracting Command- Rock Island (ACC-RI) contracting and Small Business specialists/advocates.

9. When considering Past Performance, are there any special considerations or relief for performance as a subcontractor to open more opportunities for Small Business?

The details for the Small Business IDIQ evaluation factors, including Past Performance will be provided to industry in the Draft RFP documents.

10. Will the Government evaluate Past Performance at the Task Order Level or will that be satisfied at the IDIQ?

Past Performance is planned to be an evaluation factor for the Small Business IDIQ basic contract. Individual Task Orders after award will each utilize their own evaluation factors to be provided in the RFP based on scope and requirements of the Task Order.

11. For Small Business Primes will the Government require the same threshold such as minimum Prime number or amounts? Minimum amount of SAP experience? Other thresholds to Prime?

There are no minimum thresholds. Having no past performance would result in a neutral rating. Offerors must propose against all 14 scope areas. Additional information will be provided when the Draft RFP is released.

12. Is Small Business scope of work all or nothing (14 areas)? It is too broad.

Yes, Offerors must propose against all 14 scope areas. The Government foresees strong Small Business prime and subcontractor teams supporting these 14 scope areas.
13. Can Small Business Teams include a small percentage of the large? i.e., team with IBM or other GWAC holder.

   Yes, under the Small Business IDIQ, Small Business prime contractors may have large business subcontractors on their teams. The limitation on subcontracting applies - prime must perform at least 50% of the amount paid under the contract.

14. How do you interpret the requirement to perform 51% under a Small Business set aside? i.e., will the prime Small Business have to perform 51%? Or can the Small Business prime team with other Small Businesses to collectively perform 51%?

   Yes, the Small Business prime can team with other Small Businesses to collectively perform at least 50% of the amount paid to the concern (prime SB) under the contract.

15. Is the idea to use CIO-SP3 for everything unless the requirement can be handled by Small Business and then a separate Small Business RFP will be released?

   No. The Government will use the Small Business IDIQ for work currently being performed under existing Small Business IDIQs Enterprise Application Services (EAS), Enterprise Integration Services (EIS), Enterprise Infrastructure Services (EinfS), Organizational Change Management (OCM), site support or pre-set number of Full Time Equivalents (FTEs). We will then assess Small Businesses capabilities under the 'Rule of Two' to make a determination whether to set aside the requirement for Small Business. Only when the Rule of Two cannot be met, will the requirements be competed on the CIO-SP3 unrestricted GWAC.

16. Army utilizes the General Services Administration (GSA) 8(a) Small Business Development Program (8a) STARS II GWAC for Small Business Task Orders. One is currently on GSA eBuy. Why not use 8a STARS II for GFEBS other solicitation? This is an approved Small Business Administration (SBA) 8a Small Disadvantaged Business (SDB) GWAC.

   Existing vehicles including 8a STARS II were analyzed and determined to not have sufficient capacity or capability to provide the services required.

17. Why wouldn’t you use CIO-SP3 for Small Business competition instead of creating a new IDIQ? CIO-SP3 awardees can support your requirements and it’s got to be cheaper. Why isn’t the Army using the CIO-SP3 Small Business GWAC instead of a separate IDIQ? It also includes the ERP functional category.

   Market Research and RFI specifically posted on e-GOS did not substantiate sufficient capacity or capability to provide the services required.
18. With Analysis of Requirements as a primary task does the Government anticipate potential OCI concerns for future contracting activities? If so, will Small Business primes/teammates on the SB Multiple Award Task Order Contract (MATOC) IDIQ be precluded from competing on GWAC orders or other SAP ERP tasks?

The Analysis of Requirements scope area is not to define the requirements – that will be done by the Government. There is no OCI anticipated as a result of performing this scope area. Also refer to Draft PWS posted 3 March at http://www.afsc.army.mil/ac/aaisdus/PEO_EIS.aspx

19. Can you explain in more detail the ‘Rule of Two’?

A requirement shall be set aside for Small Business when there is a reasonable expectation that offers will be obtained from at least two responsible Small Business concerns that are competitive in terms of market prices, quality, and delivery.

20. How will the Government satisfy the Rule of Two requirement? What is the process – RFI?

The Government will conduct market research to assess the capabilities of the Small Business IDIQ contract holders.

21. What happens if the Small Business outgrows the size standard during the Period of Performance (Base or Option Period)? Small Business IDIQ, $25.5M – will you be allowed to keep the contract for all options or will recertification occur? What is the recertification requirement? Will a business that is a Small Business in 2014 be able to compete on the contract when it is awarded in 2015, should they no longer be a Small Business?

Typically, once awarded an IDIQ as a Small Business, a company will continue to be able to compete for Task Orders for the remainder of the Ordering Period. Some exceptions can apply. Please see FAR 52.219-28 and FAR 19.301-2.

22. Army Enterprise Systems Integration Program (AESIP) ElInFS. Will the Government still utilize the AESIP Infrastructure contract once the Small Business IDIQ is awarded? Do you anticipate any new Task Orders on ElInFS this FY? What is the relationship between the AESIP MATOC IDIQ and the Army ERP Small Business IDIQ? How will it be decided which Task Orders will continue to be competed on AESIP versus Army ERP?

Utilization of the different Small Business Vehicles will be determined as the programs’ requirements emerge.
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23. Are the Small Business ERP opportunity and the Large Business ERP opportunity part of the same upcoming ERP solicitation? If the Large Business and Small Business solicitations are separate, are they on the same acquisition timeline?

*No, they are not the same solicitation. The Small Business IDIQ solicitation will be released in FY14. GWAC (CIO-SP3) is anticipated to compete the unrestricted Task Orders among its basic contract holders. Timelines are different and based on programs’ requirements.*

24. Are there any socio-economic set asides planned within the 7 Small Business awards? (Historically Underutilized Business Zones (HUBZone), Women owned, Service Disabled Veteran Owned Small Business (SDVOSB))? Will the Small Business procurement be open to all qualifying Small Business or will it be restricted to specific socio-economic categories?

*No, there are no planned socio-economic set asides. The Small Business MATOC IDIQ is open to all Small Businesses that qualify under the selected NAICS and size standard.*

25. What will be the security facility requirement on the Small Business IDIQ? (i.e., DD254 requirements)

*It is anticipated that a facility security clearance will be required. These details are provided in the posted Draft DD254.*

26. Will the Contracting Officer (CO) or PM be willing to have 'one on ones' with Small Businesses that have not been interviewed to date for capabilities discussions?

*The ‘one on ones’ were used as part of market research and development of the acquisition strategy. Additional engagement with Industry will include review and comments of draft solicitation documents.*

27. What if a Small Business is acquired by a large business during the contract term? Will they be able to compete on the contract?

*See FAR 52.219-28, Post-Award Small Business Program Representation.*

28. How will you assess Small Business Joint Ventures with a member of the Joint Venture being a large firm when using the ‘Rule of Two’?

*A large business cannot be part of a Small Business Joint Venture, except for 8(a) Mentor-Protégé Joint Ventures. A Joint Venture self-certifies that it is a small business in System of Award Management (SAM).*
29. What is procurement status of Army Contract Writing System (ACWS)?

Will there be a Draft ACWS RFP?

Is there an opportunity to meet one on one with the ACWS Team, to demo and discuss capabilities of the Commercial off the Shelf (COTS) system?

Will there be an Industry Day for ACWS procurement?

Will there be an opportunity for Industry to meet one on one with the ACWS program?

What is the expected timing for the ACWS procurement?

Do you anticipate using the Small Business IDIQ contract for the ACWS?

Will you use the NIH GWAC for the ACWS?

Can you please provide an update regarding ACWS?

E.g., timeline, size, acquisition strategy?

Will ACWS become part of the Army ERP vehicle or be competed via CIO-SP3 as well?

Is the Army planning to replace the Standard Procurement System (SPS) adapter with an enterprise bus capability?

ACWS and SPS are not currently part of the Army ERP Services acquisition.

30. GWAC National Institute of Health (NIH). What is the process for bringing on additional subcontractors?

Subcontractors are added at the discretion of the primes, which are all listed on the CIO-SP3 website. Prospective subs can contact the primes with whom they want to partner. Contact information is also available on the website. Approval from NIH is not needed.

31. Could you provide a timeline and potential opportunities that will be released through the NIH CIO-SP3 GWAC?

As this information becomes available, it will be shared with CIO-SP3 contract holders via e-GOS.
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32. NIH GWAC CIO-SP3. When does the 10 year expiration occur?

10 year Ordering Period ends FY2022 with a Period of Performance that can continue for 5 years past the end of the Ordering Period.

33. NIH GWAC CIO-SP3. Is there on-ramping for Large Businesses? If so, explain that process.

On-ramping will be considered starting in FY2015 and would be open to both Small and Large Businesses. Teaming and subcontracting opportunities are available now.

34. For the ERP work that goes to CIO-SP3, will it be issued as individual Task Orders? Or as multi-award flexible order type?

The plan is to issue individual Task Orders.

35. Will PMO and Systems Engineering and Technical Assistance (SETA) work in relation to ERP services be separate procurements? If so, what is the anticipated acquisition strategy?

Program Management Support Services 3 (PMSS3) is the planned Program Executive Office-Enterprise Information Systems (PEO EIS) vehicle that PMs will utilize for PMO and SETA support.

36. For companies supporting Program Management Support Services (PMSS), will there be an Organizational Conflict of Interest (OCI) issue for those companies bidding on Small Business IDIQ – as a sub or prime under the CIO-SP3 tasks?

OCI can only be determined by the Contracting Officer at the time the proposal is received. This may or may not include an OCI mitigation plan. Companies are cautioned that providing PM support (e.g., PMSS3) and ERP System Integration services could result in an OCI.

37. It was mentioned that Logistics Modernization Program (LMP), Global Combat Support Systems (GCSS) Army, and AESIP all on the same version of SAP. Is GFEBS also on the same version, what version?

Yes. SAP ECC 6.0.

38. Are the Army legacy ERP Systems data mediation requirements addressed in the next ERP solicitation? Is the Government looking for vendors with subject matter expertise on legacy ERP data requirements?

Data management requirements to support Army ERPs are in scope. Additional details are available in the posted Draft PWS.
39. What is Acquisition, Logistics and Technology Enterprise Systems and Services (ALTESS’) role in the ERP migration? Heard that some ERP will move to ALTESS before being moved to Shared Services Center (SSC) or Defense Information Systems Agency (DISA). Can you comment on the rumor that some ERP will be migrated to some DISA Defense Enterprise Computing Center (DECC) and be hosted by DISA?

*PEO EIS is managing the migration of the ERPs to DISA. PD ALTESS is a key participant in the execution of the migration.*

40. Which contracts will Army-SSC use to obtain contractor support for its efforts? Where will the performance locations be? If we work for Army-SSC, will we be conflicted out of other work for the PM? The Army-SSC briefing mentioned PM support and OCI; which contract does Army-SSC use for PM support?

*PM support contract efforts are obtained out of Picatinny Arsenal utilizing DISA IDIQ Software Engineering Center (SEC) and Defense Ordnance Technology Consortium (DOTC) contracts. These services are provided at Picatinny Arsenal. Systems Integration services on the other hand, will be obtained through the Army ERP Services acquisition and have various places of performance. OCI can only be determined by the Contracting Officer at the time the proposal is received. This may or may not include an OCI mitigation plan. Companies are cautioned that providing PM support (e.g., PMSS3) and ERP System Integration services could result in an OCI.*

41. Army-SSC Industry Teamwork. How will the relationship between the Contracting Officers Representative (COR)/PM of IDIQ TOs relate to the Small Business vis a vis the SSC will there be a channel of communications?

*PM manages the requirement and funding. Army-SSC will act as the Lead Systems Integrator (LSI) in support of the PM requirements. CORs will be assigned to individual Task Orders and will maintain ongoing communications with Small Business prime contractors, PMs, and the Army-SSC.*

42. Army-SSC briefing mentioned high customer satisfaction; who are the top 3 or 4 major customers for Army-SSC?

*The top customers of the Army-SSC are:*

- PEO Ammunition/Joint Munitions Command (JMC)/Joint Munitions and Lethality Command (JM&LC)
- AESIP Hub
- LMP
- Office of Business Transformation (OBT)
- Chief Information Officer (CIO)/G-6
43. Will Army-SSC lean on PMSS3 for SETA support? Or is that role primarily Government? What is the role of Software Engineering Center Aberdeen Proving Grounds (APG) in this?

*PM support contract efforts are obtained out of Picatinny Arsenal utilizing DISA IDIQ SEC and DOTC contracts. These services are provided at Picatinny Arsenal. Systems Integration services on the other hand, will be obtained through the Army ERP Services acquisition and have various places of performance.*

*Army-SSC will partner with the Software Engineering Centers and U.S. Army Armament Research, Development and Engineering Centers (ARDECs) to provide organic Government technical services.*

44. Related to Small Business Prime initiative: Since only 7% of ERP prime effort through 2013 went to Small Business, how will you evaluate Past Performance for Small Business awards since very few Small Businesses will have good Past Performance? Will you allow Small Businesses to use Past Performance of their major subs in lieu of Past Performance of the Small Business Prime? Will you give additional Past Performance credit consideration to Small Businesses who are in the DoD/Army mentor protégé program when teamed with their mentor as a sub to the Small Business Protégé (who will be the prime)?

*The details for the Small Business IDIQ evaluation factors, including Past Performance will be provided to industry in the Draft RFP documents.*

45. Is the Army ERP Services acquisition RFP going to be competed via a Small Business Set-Aside / GWAC, will the GWAC set aside various disadvantaged small business categories such as SDVOSB and 8(a) or will all small businesses compete at the same level regardless of their SBA status?

*The proposed acquisition strategy includes a hybrid approach where the CIO SP3 GWAC will be used for certain requirements and a SB MATOC IDIQ will be established for certain requirements. There are no planned socio-economic set asides.*

46. The draft PWS published on the 3rd, is an all-encompassing PWS that includes all the Army ERP projects (GCSS, LMP and GFEBS), is there going to be a separate solicitation for just GFEBS?

*GFEBS opportunity is anticipated to be competed on the CIO-SP3 unrestricted GWAC through eGOS.*