



U.S. General Services Administration

# Federal Acquisition Service

## Alliant and Alliant Small Business: GSA's Next Generation GWACs

**Casey Kelley, Director**  
**Richard Blake, Senior Technical Advisor**  
**Enterprise GWAC Acquisition Division**  
**Center for GWAC Programs**  
**Integrated Technology Services**  
**Federal Acquisition Service**

**May 10, 2011**

## Agenda

- ITS
- GWAC Program
- Alliant & Alliant Small Business Programs
- Alliant GWAC
- Alliant Scope
- Emerging Technologies
- Alliant SOW Reviews
- Alliant Success Stories
- Alliant Tools
- Alliant FAQs
- Alliant Contact Information



Federal Acquisition Service

# **GSA'S INTEGRATED TECHNOLOGY SERVICES (ITS)**

# GSA's Integrated Technology Services (ITS)

## Vision

- *Great Government through Technology*

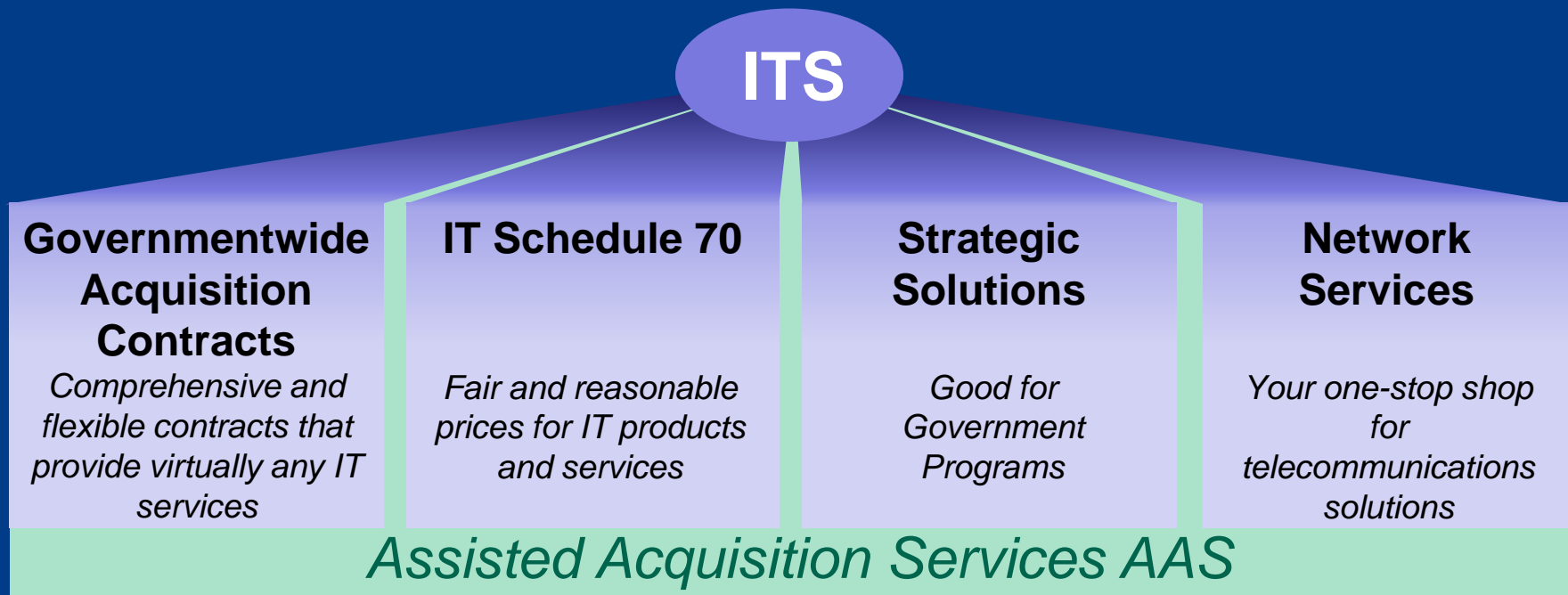
## Mission

- Excel at providing customers easy access to IT solutions through quality industry partners to fulfill government mission requirements

## Value

- Reduce agencies acquisition time, cost, and risk, allowing our customers to focus on their mission

# ITS delivers products and services through four (4) main programs



ITS helps government execute its core mission by making IT acquisitions:  
*Easier, Faster, Better, Cheaper, Greener, and More Secure*



Federal Acquisition Service

# GSA'S GWAC PROGRAM

## GWAC Program Divisions

Alliant



**Enterprise GWAC Division**  
(877) 534-2208 (San Diego)

8(a) STARS  
VETS  
COMMITTS-NG  
Alliant SB



**Small Business GWAC Division**  
(877) 327-8732 (Kansas City)

Millennia  
Lite  
(expired)



**Solutions Development Division**  
(877) 534-2208 (Fort Worth)

## What is a GWAC?

A Governmentwide Acquisition Contract (GWAC) is defined as a task or delivery order contract for information technology.

- Contracts established by one agency for Governmentwide use
- Operated by an Executive Agency designated by the OMB
- Not subject to the Economy Act



## GSA GWAC Program – What We Do

- Design, develop, and award GWACs
- Administer GWACs
- Educate and train federal buyers and contractors on the proper use of GWACs (DPAs)
- Provide complimentary scope reviews
- Collaborate with industry

# **ALLIANT & ALLIANT SMALL BUSINESS (GSA'S FLAGSHIP GWACs)**

## Alliant / Alliant Small Business (ASB) Design Vision

- Strategy was to establish two (2) GWACs under Alliant:
  - Alliant \$50B GWAC, open to all prospective bidders
  - ASB \$15B GWAC, set-aside for small business
- Comprehensive:
  - Each aligned with Federal Enterprise Architecture (FEA) / Department of Defense Enterprise Architecture (DODEA) allowing for anything IT anywhere in the world (global)
- Flexible
  - Both allow all for all contract types & enable ancillary products and services that are integral to the solution to be performed

## Alliant / Alliant Small Business (ASB) Industry Partners

- Alliant 58 Primes
- ASB 73 Primes
- Industry Qualifications
  - Secret Facility Clearances
  - Approved Cost Accounting System
  - Most have Approved Purchasing System
  - Experience with Overseas Projects
  - Dedicated Program Manager and Contracts Administrator

## Alliant /ASB Program – Goals and Objectives

- Ensure service continuity
- Create a more robust contract to support integrated IT solutions to satisfy customers' evolving IT needs that remains current with emerging technologies
- Sustain access to premier IT solutions through exceptionally qualified Industry Partners (IPs)
- Assist agencies meet socio-economic goals
- Complement other GSA contracts within the ITS portfolio



Federal Acquisition Service

**ALLIANT**

## Alliant GWAC Value Adds

- Comprehensive integrated IT solutions on a single TO
- Always current with today's technology
- Worldwide coverage
- Complimentary scope reviews at no additional cost
- Dedicated & experienced GWAC client support
- Delegation of Procurement Authority (DPA) training
- Acquisition Templates
- Flexibility on use of teaming partners (subcontractors)
- Informative & content rich website ([gsa.gov/alliant](http://gsa.gov/alliant))
- Quarterly Newsletter (Subscribe [www.gsa.gov/egc](http://www.gsa.gov/egc))

# ALLIANT SCOPE

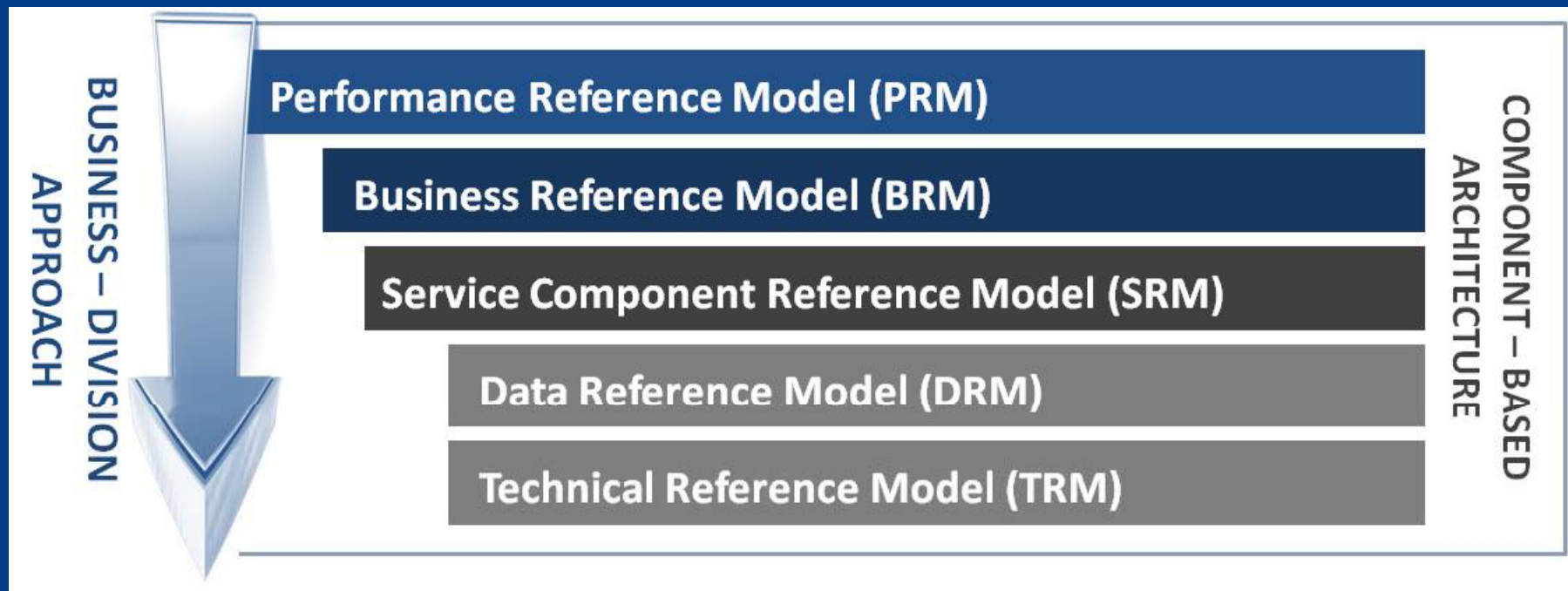
## Unique Scope of Alliant GWAC

- Information Technology (IT) Services and IT Services-based Solutions Contract aligned with FEA/DoDEA
- Robust scope that provides access to a range of complementary management, technical, and other support services
- IT Services-based solutions may include ancillary non-IT components as long as they are integral and necessary to accomplishing the IT solution

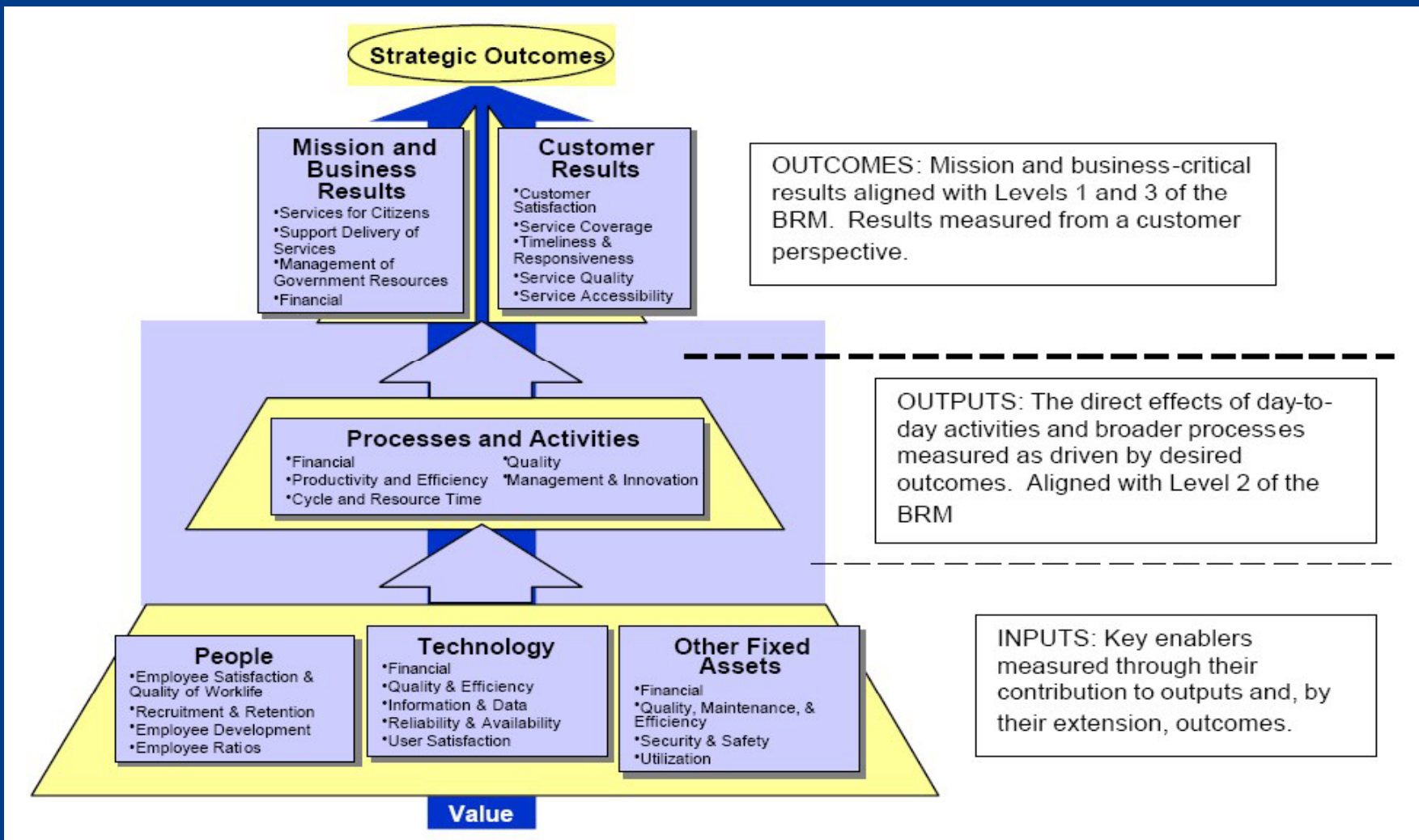
## Why Align the Scope with FEA/DoDEA?

- Use of a common language to track and report IT investment efficacy
- Encourages re-use of proven solutions
- Eliminates the need to “list everything IT” in basic contract
- Evolves over time as emerging technology develops
- Allows for Ancillary and Supporting Products & Services

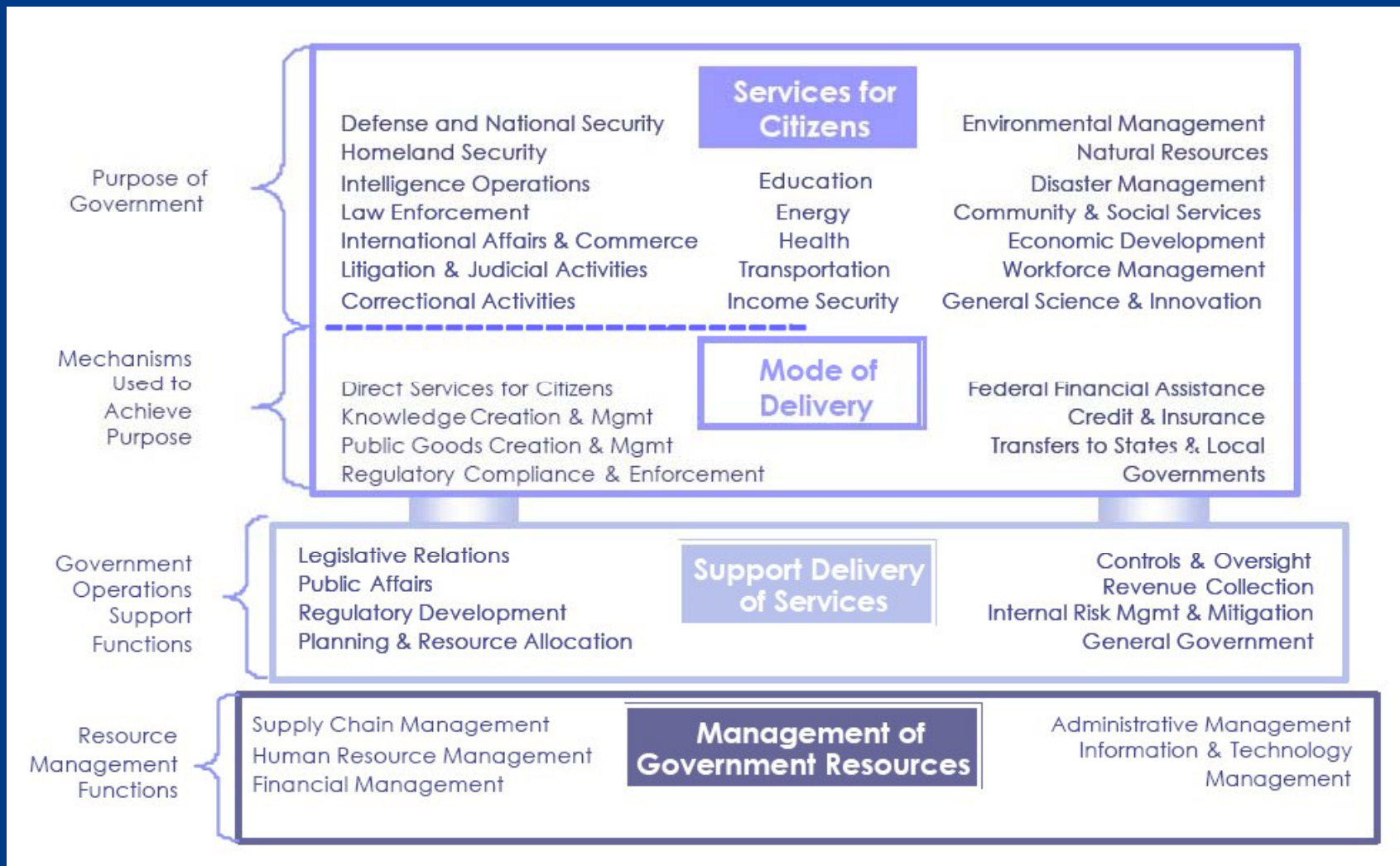
# Reference Model (Five Layers)



# Examples of Activities Within Models (PRM)



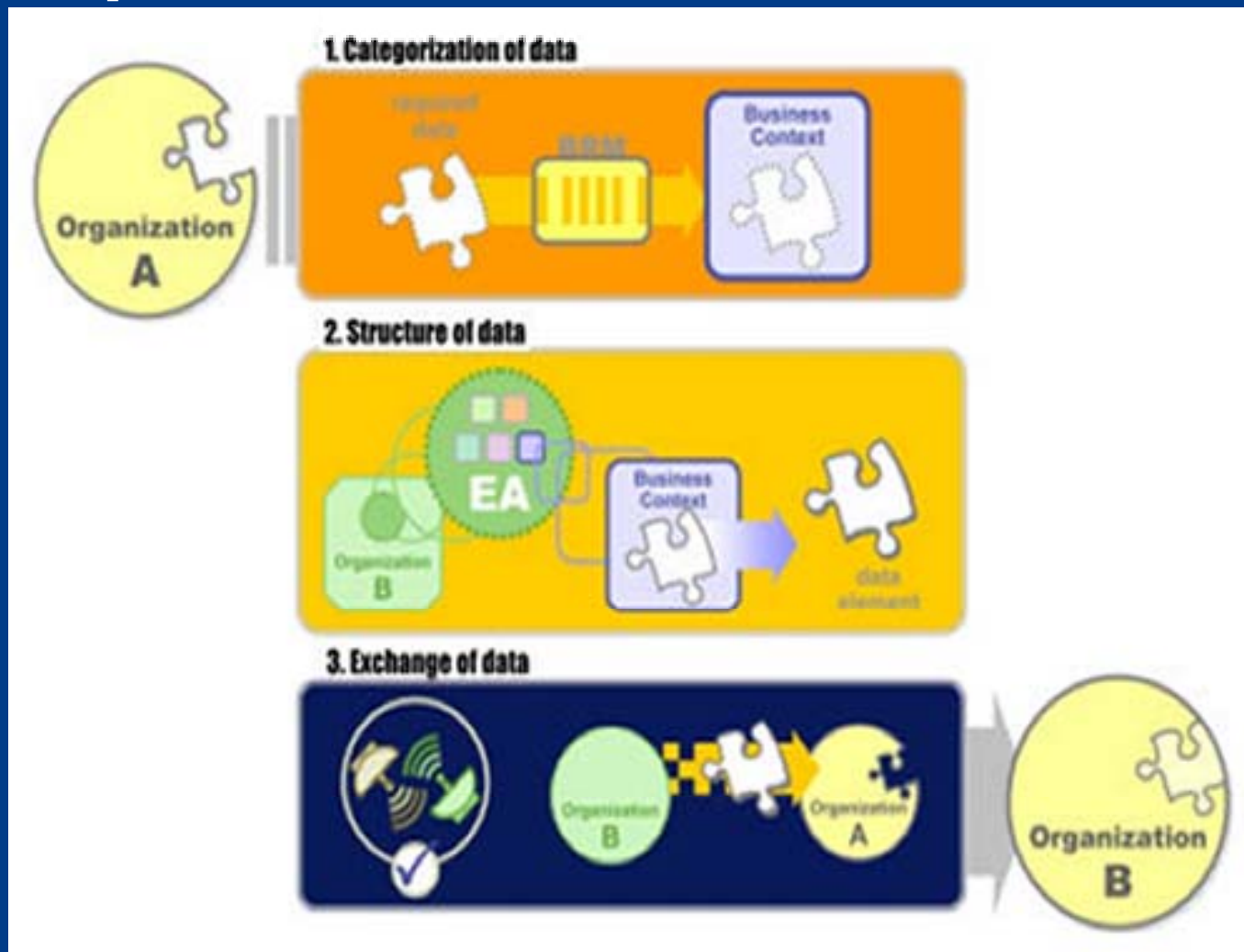
# Examples of Activities Within Models (BRM)



## Examples of Activities Within Models (SRM)

Service Domains	Service Types
<b>Customer Services</b>	<ul style="list-style-type: none"> <li>• Customer Relationship Management</li> <li>• Customer Preferences</li> <li>• Customer Initiated Assistance</li> </ul>
<b>Process Automation</b>	<ul style="list-style-type: none"> <li>• Tracking and Workflow</li> <li>• Routing and Scheduling</li> </ul>
<b>Business Management Services</b>	<ul style="list-style-type: none"> <li>• Management of Process</li> <li>• Organizational Management</li> <li>• Investment Management</li> <li>• Supply Chain Management</li> </ul>
<b>Digital Asset Services</b>	<ul style="list-style-type: none"> <li>• Content Management</li> <li>• Document Management</li> <li>• Knowledge Management</li> <li>• Records Management</li> </ul>
<b>Business Analytical Services</b>	<ul style="list-style-type: none"> <li>• Analysis and Statistics</li> <li>• Visualization</li> <li>• Knowledge Discovery</li> <li>• Business Intelligence</li> <li>• Reporting</li> </ul>
<b>Back Office Services</b>	<ul style="list-style-type: none"> <li>• Data Management</li> <li>• Human Resources</li> <li>• Financial Management</li> <li>• Asset / Materials Management</li> <li>• Development and Integration</li> <li>• Human Capital / Workforce Management</li> </ul>
<b>Support Services</b>	<ul style="list-style-type: none"> <li>• Security Management</li> <li>• Collaboration</li> <li>• Search</li> <li>• Communication</li> <li>• Systems Management</li> <li>• Forms Management</li> </ul>

# Examples of Activities Within Models (DRM)



# Examples of Activities Within Models (TRM)

Service Access and Delivery			
<u>Access Channels</u> Web Browser Wireless / PDA Device Collaboration / Communication Other Electronic Channels	<u>Delivery Channels</u> Internet, Intranet Extranet Peer to Peer (P2P) Virtual Private Network (VPN)	<u>Service Requirements</u> Legislative / Compliance Authentication / Single Sign-On Hosting	<u>Service Transport</u> Network Services Transport
Service Platform and Infrastructure			
<u>Support Platforms</u> Wireless / Mobile Platform Independent (J2EE) Platform Dependent (.NET)	<u>Delivery Servers</u> Web, Media Application Portal	<u>Hardware / Infrastructure</u> Servers / Computers Embedded Technology Devices Peripherals WAN, LAN Network Devices / Standards Video Conferencing	
<u>Database / Storage</u> Database Storage Devices	<u>Software Engineering</u> Integrated Development Environment (IDE) Software Configuration Management (SCM) Testing Management, Modeling		
Component Framework			
<u>Security</u> Certificates / Digital Signature Supporting Security Services	<u>Presentation / Interface</u> Static Display Dynamic Server-Side Display Content Rendering Wireless / Mobile / Voice	<u>Business Logic</u> Platform Independent Platform Dependent	<u>Data Management</u> Database Connectivity Reporting and Analysis
<u>Data Interchange</u> Data Exchange			
Service Interface and Integration			
<u>Integration</u> Middleware Database Access Transaction Processing Object Request Broker	<u>Interoperability</u> Data Format / Classification Data Types / Validation Data Transformation	<u>Interface</u> Service Discovery Service Description / Interface	



## Other Important Takeaways

### ➤ Ancillary Support is Allowed

- Ancillary Services (i.e. clerical support; training; construction, alteration and repair, etc.)
- Ancillary Equipment (hardware, software, licenses, racks, mounts, etc.)

### ➤ Telecommunications/Wireless is Allowed

- Telecommunications, Wireless, and Satellite products and services (C.3.4.1) may be purchased as part of an overall IT services-based solution.
- The sole purpose of the requirement may not be for a commodity (land mobile radios) or commodity-like service (i.e. transport services - wireless connectivity)

# EMERGING TECHNOLOGIES

## Alliant the “Cloud”

- SaaS (Software as a Service)
  - Provided FISMA Compliant
  - Provided agency C&A completed
- IaaS (Infrastructure as a Service)
  - Offsite data on demand
  - COGO agreements
- PaaS (Platform as a Service)
  - Must meet FISMA
  - Secured environment



## Virtualization

- The virtual replication of:
  - Storage
  - Desktop
  - Applications
  - Work Environments
- Business Continuity
- Reduced Cost of Ownership



## Cyber Security

- Perhaps our nation's largest are of vulnerability
- All activities relative to cyber security are allowed under Alliant.
- Examples:
  - Threat assessment testing and staffing
  - Intrusion detection technology
  - Cyber-study initiatives and studies
  - Cyber Education



# COMPLIMENTARY STATEMENT OF WORK (SOW) REVIEWS

## Alliant SOW Review Purpose

- Build rapport with customers
- Develop relations while better understanding their mission
- Assist customers in acquisition planning
- Promote quality assurance & integrity of GWACs per GSA's executive agency OMB designation
- Allow early risk mitigation
- Complimentary (optional - not mandatory)
- Advisory – Ordering Contracting Officer (OCO) has total control and responsibility for their Order
- Provide a formal written response that can be retained in the TO contract file

## Alliant SOW Review Process

- Customer submits SOW/PWS/SOO to Alliant SOW team for compatibility review:
  - Alliant: [AlliantSowReview@gsa.gov](mailto:AlliantSowReview@gsa.gov)
  - Alliant SB and other SB GWACs: [sowreview@gsa.gov](mailto:sowreview@gsa.gov)
- Team reviews SOW and identifies any areas of concern
- Request customer to provide clarification of identified issues and/or provide any other additional information
- Formally respond to customer in writing within 2-5 business days after all information received
- Team remains engaged with customer through solicitation (customer relationship management (CRM))

# ALLIANT SUCCESS STORIES

## Alliant Success Stories ([www.gsa.gov/alliant](http://www.gsa.gov/alliant))

- \$1B in sales in first 14 months
- \$6.2B in sales first two years
- Recovery.gov web site 1<sup>st</sup> Task Order awarded in record time
- State Department Awards \$2.5 Billion Vanguard II Task Order
- GSA first agency moving email to the cloud under Alliant
- GSA Public Building Services (PBS) using Alliant for Smart Building Technology
- Navy recommends Alliant/ASB in support of their Strategic Sourcing Initiative

AND MANY MORE

## Alliant Accomplishments

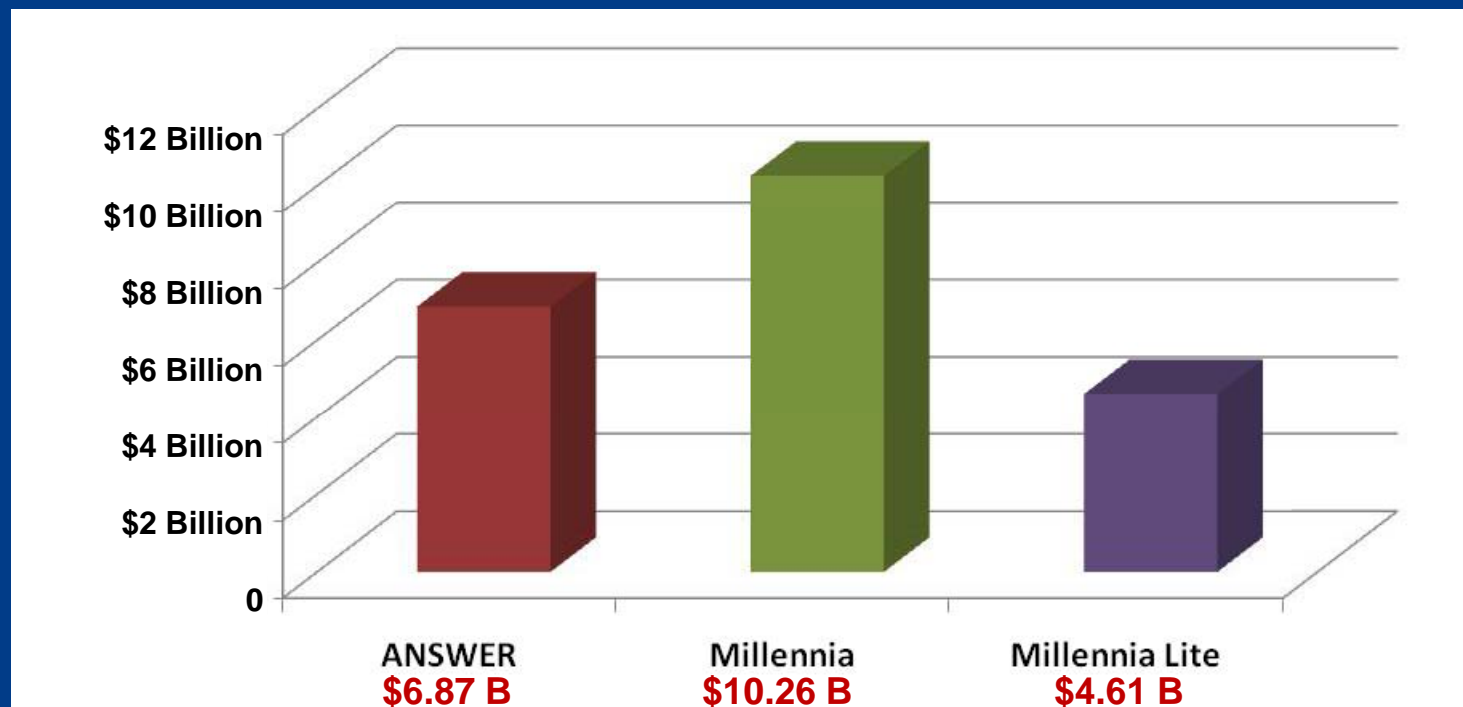
- 138 task orders awarded
  - Total estimated value is \$6.2 billion
  - Largest task order is approximately \$2.5 billion
- Alliant Customers
  - 31 different agencies
  - 229 SOWs submitted
  - 3.4 average # of proposals received
- IT Projects responded to throughout the Continental US, Hawaii and globally
  - Korea - Japan - Germany - Italy - Afghanistan - Pakistan - Kuwait

## Alliant Customers

- Defense Acquisition University
- Defense Contract Audit Agency
- Defense Human Resources Activity
- Defense Information Systems Agency (DISA)
- Defense Manpower Data Center
- Defense Media Activity
- Defense Security Services
- Department of Agriculture
- Department of Commerce
- Department of Homeland Security
- Department of Human and Health Services
- Department of Interior
- Department of Justice
- Department of State
- Department of Treasury
- Department of Veteran Affairs
- Environmental Protective Agency
- Equal Employment Opportunity Commission
- Federal Maritime Commission
- Joint Country Force Assessment
- Millennium Challenge Corporation
- NASA
- National Defense University
- Pension Benefit Guarantee Corporation
- Recovery Accountability and Transparency Board
- Task Force for Business and Stabilization Operations
- U.S. Air Force
- U.S. Army
- U.S. Marine Corp
- U.S. Navy
- U.S. Security Exchange Commission
- Washington Headquarters Service

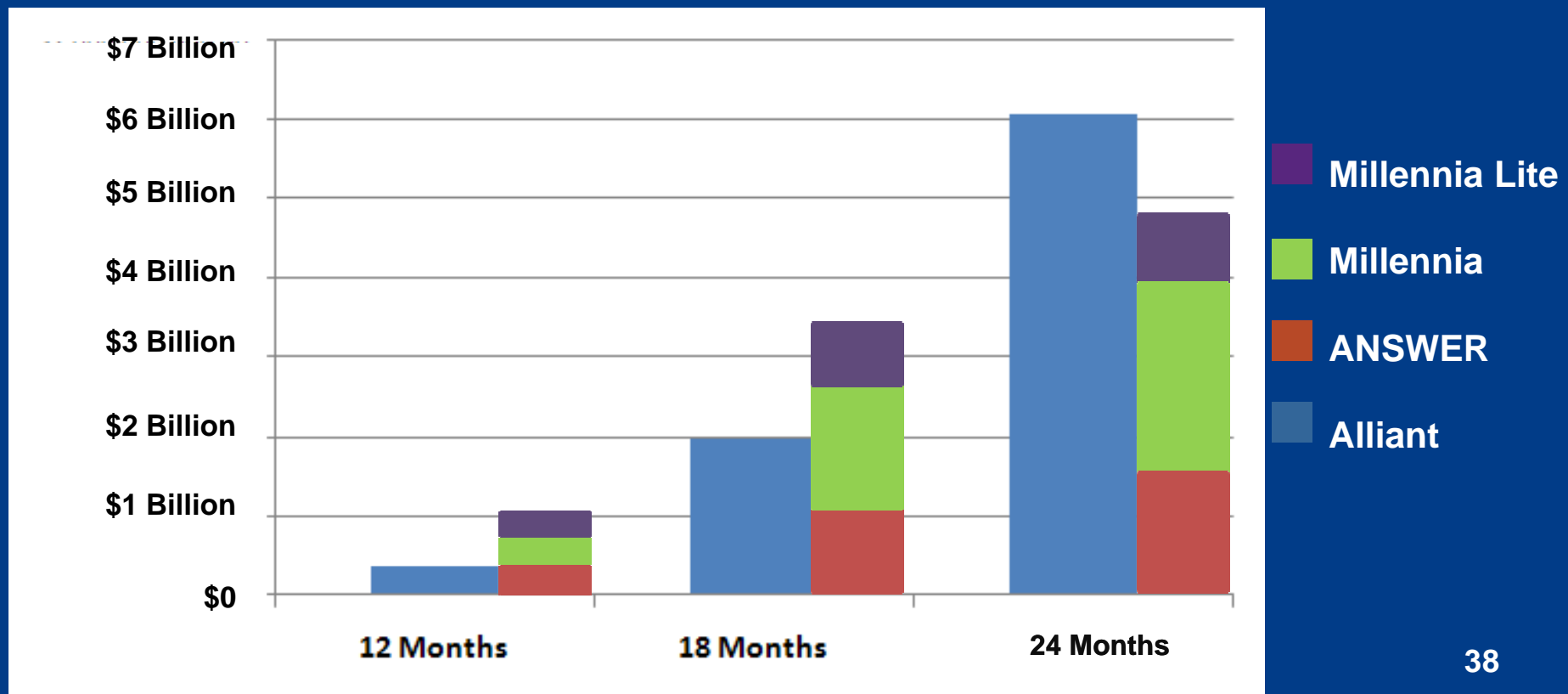
## ➤ GSA Enterprise GWAC History

**GSA Legacy Enterprise GWACs**  
**\$21.7 Billion Total Obligations to Date (since 1999)**

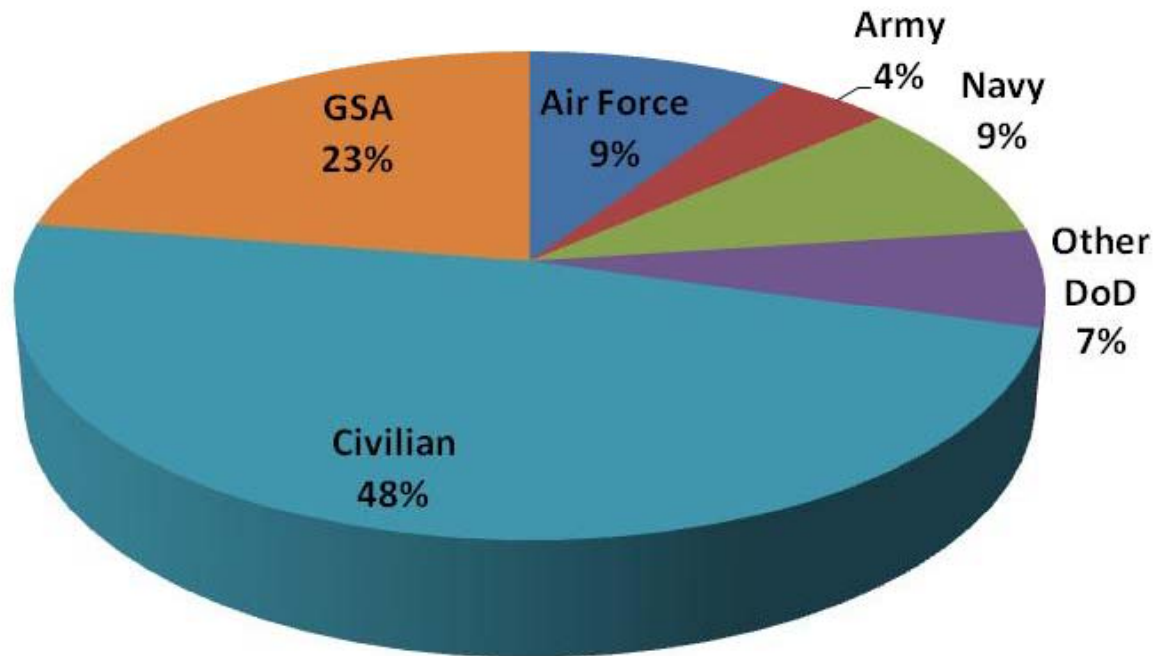


# Alliant's Successful Start in Context

## GSA Enterprise GWAC Sales at 12, 18, and 24 Months



## DPAs Issued by Agency- Alliant Program



### Summary

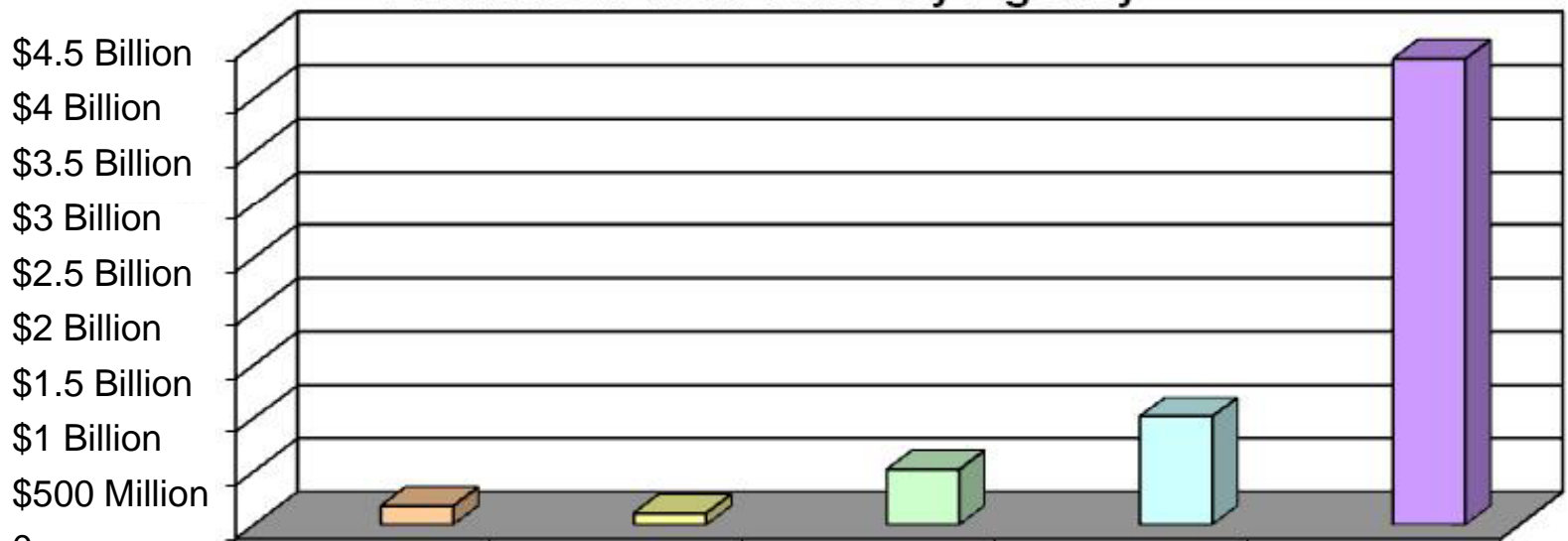
Total Customers  
Trained: 1,682

Total DPAs Issued:  
506

Total SOWs Issued:  
229

# Federal Acquisition Service

## Total Task Orders Awarded & Estimated Total Value by Agency



	DOD	Navy	Army	Air Force	Civilian
# Task Orders Awarded	15	13	25	35	50
Total Est Dollars (million)	\$174.48	\$107.44	\$514.49	\$1,011.43	\$4,364.27

**Total TOs Awarded: 138**

**Average Proposals Received: 3.4**

**Total Estimated Value: \$6.2B**

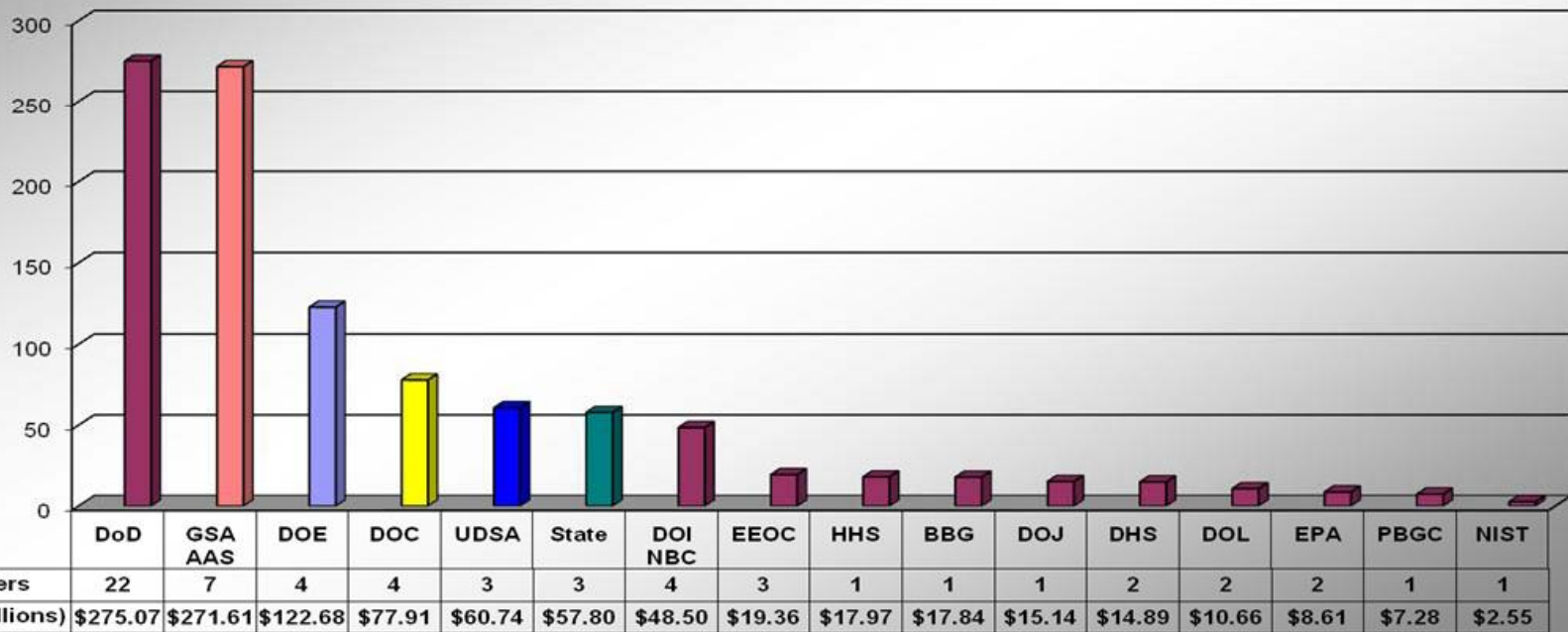
# Sampling of Alliant Task Orders

Customer	Contractor	Project Title	# of Offers Received	Total Estimated Value
Air Force	CACI Inc., Federal	IT Mission Support Services	5	\$8,523,700.00
Air Force	Avaya Government Solutions	Information Assurance	6	\$63,55,448.00
Defense Acquisition University	Apptis, Inc.	IT Mission Support	6	\$28,136,466.00
Department of Health and Human Services	Booz Allen Hamilton	IT Systems Sustainment	8	\$3,436,436.00
National Defense University	QinetiQ North America	IT Support and Configuration	6	\$28,136,466.00
Recovery Accountability and Transparency Board	Smartronix, Inc.	Website Application Development (Recovery.gov site)	3	\$17,948,518.00
Veterans Affairs	Computer Sciences Corporation	Application Development and Support	3	\$19,159,533.00

- Total # of Task Orders Awarded: 138
- Average Number of Proposals Received: 3.4
- Total number of Contractors Awarded Task Orders: 40

# Federal Acquisition Service

**Total Task Orders Awarded with Estimated Total Value by Agency**



**Total TOs Awarded: 61**  
**Average Number of Proposals: 4.11**  
**Total Value of All Orders: \$1,020,823,003**

# Sampling of Alliant SB Task Orders

Customer	Contractor	Project Title	# Of Offers Received	Total Estimated Value
Environmental Protection Agency	Vistrionics, Inc.	IT Mission Support Services	7	\$4,643,471.00
Washington Headquarters Service	Kadix Systems, LLC	Enterprise Correspondence Control System Program Support	2	\$8,210,579.54
Department of State	Advanced Software Systems, Inc.	Configuration Management Services	4	\$14,119,667.60
DISA/DITCO	SIM-G Technologies, LLC	Cyber Defense Analytical, Operational and Strategic Planning Support Services	4	\$14,499,655.27
DISA/DITCO	Energy Enterprise Solutions, LLC	IT Support for OIG Information Technology Initiatives	8	\$25,689,220.75
Department of State	Vistrionix, Inc.	Information Verification and Validation Services	5	\$37,394,712.63
Department of Commerce, USPTO	Alliant Across America Information Services, LLC	IT Product Assurance Services/IT Security Support Services	13	\$45,151,334.00

- Total TOs Awarded: 61
- Average Number of Proposals: 4.11
- Total Value of All Orders: \$1,020,823,003

# ALLIANT TOOLS

## Tools for Ordering Offices

GSA Alliant Website ([www.gsa.gov/alliant](http://www.gsa.gov/alliant))

- Website 24/7
- Emails and links to GSA GWAC and all Alliant Primes
- Basic Contract & Ordering Guide
- Acquisition Templates
- Best Practices
- FAQs

## Tools for Ordering Offices (cont.)

Streamline your procurement

1. Receive Training
2. Obtain Delegation
3. Create Statement of Work
4. Compete to All
5. Award to One

Email Training request to  
[Alliant@gsa.gov](mailto:Alliant@gsa.gov)

Need complementary scope  
review? Send to  
[alliantsowreview@gsa.gov](mailto:alliantsowreview@gsa.gov)

Compete using e-Buy or send  
directly using  
[AlliantAwardees@gsa.gov](mailto:AlliantAwardees@gsa.gov)

Send signed award document  
to Alliant PCO at  
[Alliant@gsa.gov](mailto:Alliant@gsa.gov)

## Request Publications from GSA's Centralized Mailing List Service (CMLS)

<https://apps.fas.gsa.gov/cmls/search.cfm?72716C6C7874050607071E51435F4F40545359475457574148435D524353500E48554B>

### TECHNOLOGY - Professional IT Services

Alliant Information Sheet (5-10-00127)

Technology Overview Brochure (5-08-00330)

Guide to GSA Technology Contracts Brochure (5-10-00470)

GSA Technology Capabilities Brochure (IT Solutions) (5-10-00506)

GSA GWAC Desk Reference Guide (5-11-00196)

Other –

1105 Government Information Group - 2011 Alliant Guide

(Insert in Federal Computer Week April 25, 2011 Issue)



## Alliant Take Away Message

- Comprehensive scope offering “all things IT anywhere anyplace”
- Prequalified, pool of premier IT Contractors
- Streamlined ordering and reduced procurement lead times at task order level
- Flexibility in contract types (FP, Cost, T&M/LH)
- Ability to allow ancillary product and/or services that are integral and necessary to the IT solution
- Complimentary value add task order scope reviews
- Access to Dedicated GWAC Expertise

# **ALLIANT FREQUENTLY ASKED QUESTIONS (FAQs)**

## Frequently Asked Questions (FAQs)

- Q1: Can an Agency use a GWAC directly or do they have to go through GSA?

A1: Agencies can issue Order/s using their own staff or request contract assistance through GSA AAS to place order/s on their behalf

- Q2: How does a client receive Delegation Training and where do I send them for this information?

A2: Several venues for training: webinar, on-line, on-site, and during outreach events and conferences. For more information contact Mimi Bruce, Director of Client Support (877) 534-2208 or email at [alliant@gsa.gov](mailto:alliant@gsa.gov)

## Frequently Asked Questions (FAQs) (cont.)

➤ Q3: How do I order using the Alliant contracts?

A3: Agency contracting officers first complete delegation training once that is completed Agency CO's can issue their own orders using the procedures in FAR Part 16.505. Its easy

- Review Alliant Ordering Guide ([www.gsa.gov/portal/content/103967](http://www.gsa.gov/portal/content/103967))
- Develop the Acquisition Plan
- Define Requirement(s) and Develop Solicitation
- Issue Solicitation - Offer Fair Opportunity to All Alliant Primes
- Evaluate Proposals – Price & Other than Price
- Order Award Documentation, Debriefings and Protests
- Administer and Closeout Order

## Frequently Asked Questions (FAQs) (cont.)

- Q4: When does Alliant expire?

A4: The Alliant Contract expires April 2019. The performance of the Task Orders may extend no more than five (5) years beyond the expiration of the Basic Contract. Maximum performance period of Task Orders maybe up to 10 years, depending on specific agency regulations

- Q5: The customer has a requirement that may fit Alliant what do I do?

A5: Customers may send the requirement to [alliantsowreview@gsa.gov](mailto:alliantsowreview@gsa.gov). The Alliant team performs scope reviews every Tuesday and Thursday and will provide a formal written response to customer within 48 hours

## Frequently Asked Questions (FAQs) (cont.)

➤ Q6: What is the fee to use a GWAC?

A6: The fee is .75% of invoiced costs similar to GSA Schedules

➤ Q7: I have a client that needs more information about Alliant where do I send them?

A7: To Mimi Bruce, Director of Client Support (877) 534-2208  
or by email: [alliant@gsa.gov](mailto:alliant@gsa.gov)

# ALLIANT CONTACT INFORMATION

## Enterprise Acquisition Division

Alliant E-mail:

[alliant@gsa.gov](mailto:alliant@gsa.gov)

Alliant Website:

[www.gsa.gov/alliant](http://www.gsa.gov/alliant)

Alliant Contracting Officer  
Alliant Program Manager

John Cavadias (858) 537-2261  
Casey Kelley (858) 537-2222

Client Support  
Senior Technical Advisor

Mimi Bruce (877) 534-2208  
Richard Blake (858) 530-3192

## Small Business Division

**Small Business Division**

**877-327-8732**

**Alliant SB Fax:**

**816-823-1608**

**Alliant SB E-mail:**

**[alliantsb@gsa.gov](mailto:alliantsb@gsa.gov)**

**Alliant SB Website:**

**[www.gsa.gov/alliantsb](http://www.gsa.gov/alliantsb)**

**Procuring Contracting Officer:**

**Greg Byrd 816-823-4356**

**Contract Specialist:**

**Lee Tittle 816-823-2370**

**Business Development Specialist:**

**Dean Cole 816-823-2465**

**Alliant SB Contract:**

**<http://www.gsa.gov/alliantsb>**

**Alliant SB Ordering Guide:**

**<http://www.gsa.gov/alliantsb>**



Federal Acquisition Service

# Alliant

*“Moving At The Speed of Technology”*

Questions



## Alliant

<http://www.gsa.gov/alliant>

## Alliant SB

<http://www.gsa.gov/alliantsb>

