

Advanced Planning Brief to Industry

June 8, 2022

Administrative Remarks

- Individual presenters will not be taking live questions following each of the briefings; however, as time allows, some questions will be answered as part of the OIT Round Table discussion.
- WebEx Q&A Box will be open for the entire event, so if you have a question, please use the WebEx Q&A Box (not the Chat) at the bottom of your screen.
- If you are having any technical issues with WebEx, please either use the Chat feature to send a message directly to today's host, Mr. Robert Catania, or email us at APBI.TAC@va.gov

Administrative Remarks (Cont.)

- Information presented during this briefing is subject to change.
- Government responses to today's questions should be considered ADVISORY.
- The registration list, briefing charts, TAC future contracting opportunities list and the recording of the event will be available on <https://www.voa.va.gov> under “Advanced Planning Brief to Industry 2022” library within a week of today's event.



Technology Acquisition Center (TAC) Update for the Advanced Planning Brief to Industry

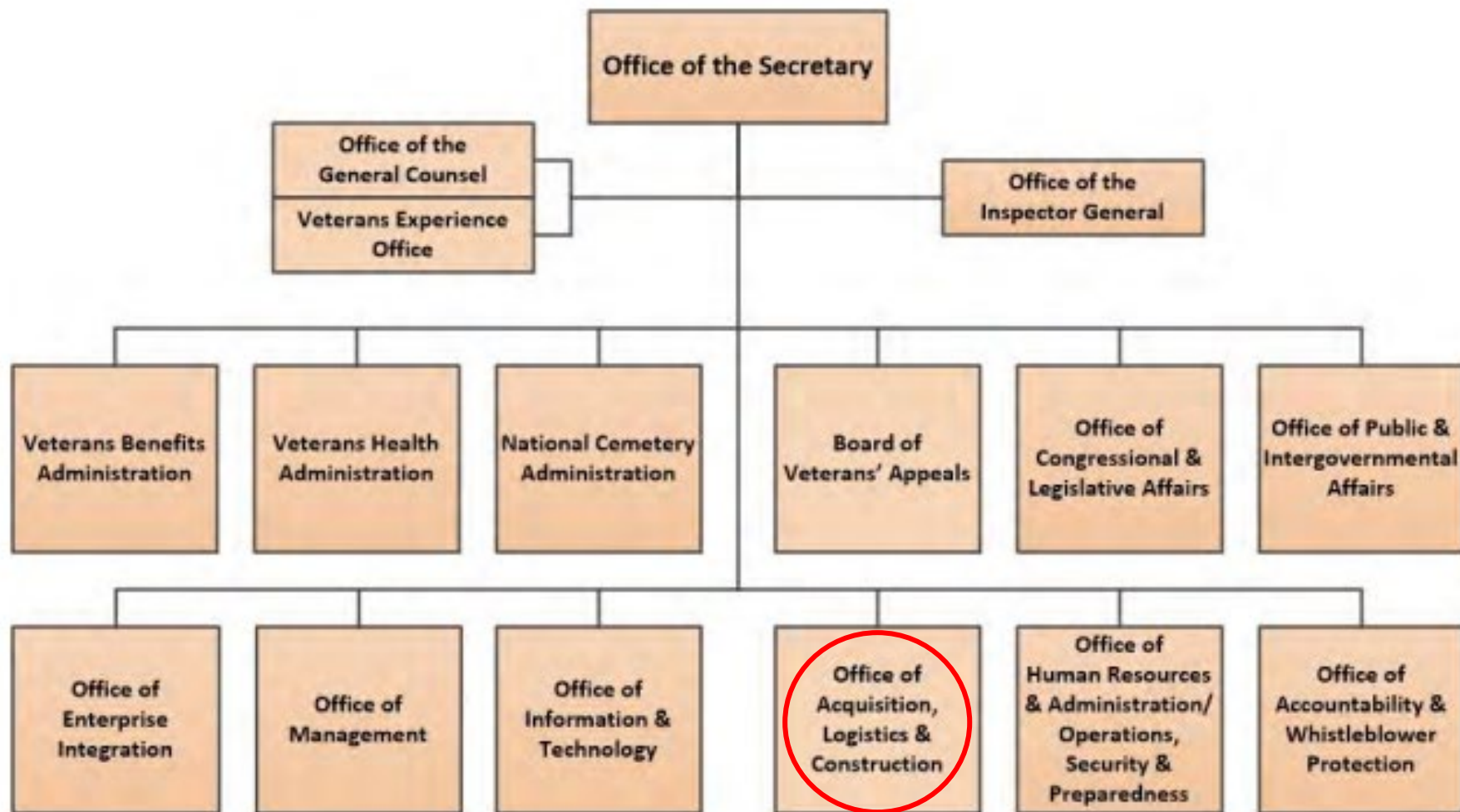
Michele R. Foster
Associate Executive Director, TAC
& Head of the Contracting Activity
June 8, 2022

Agenda

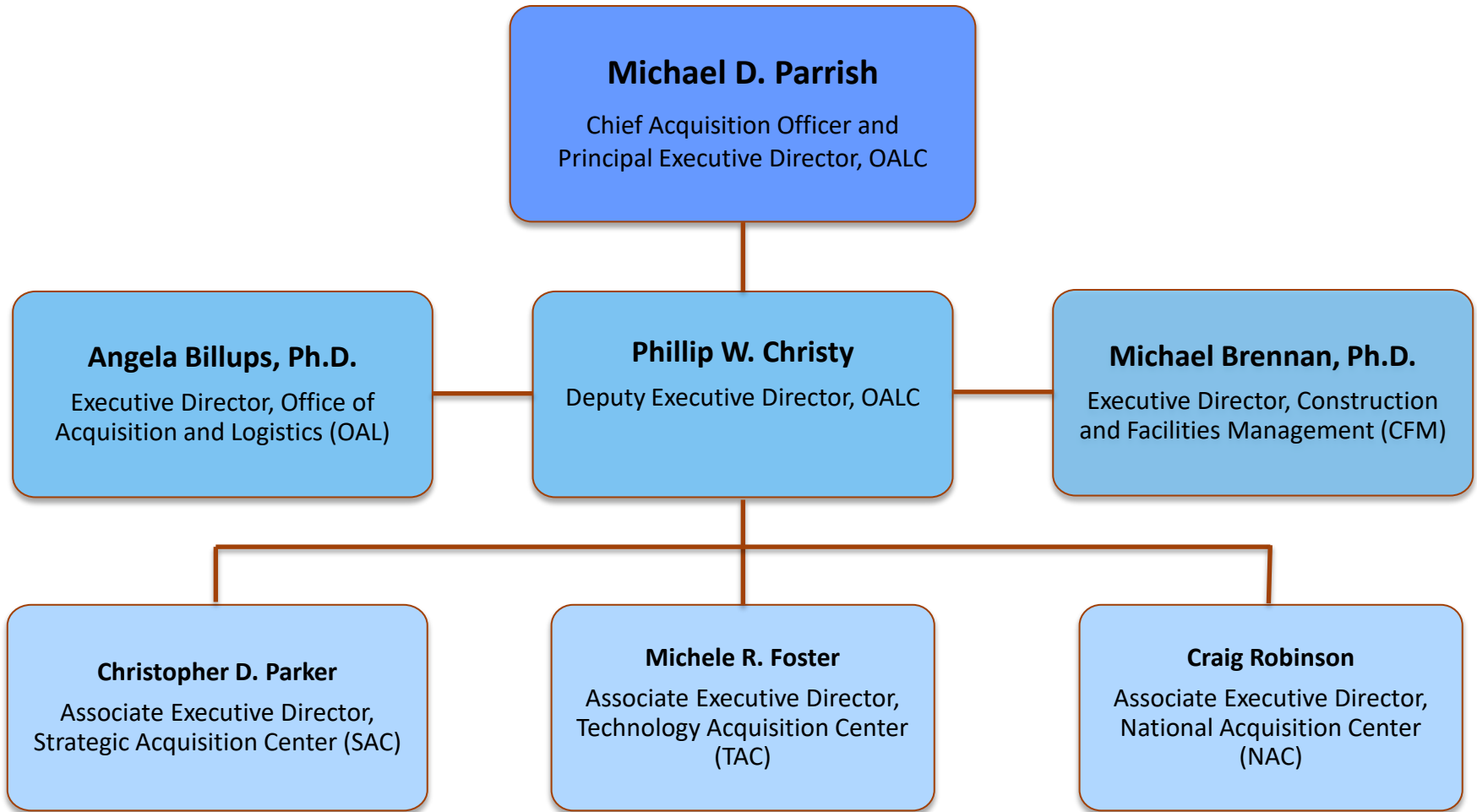
- Organizational Overview
- Yearly Obligations
- Workload and Forecasted Opportunities
- T4NG Update
- Parting Thoughts

ORGANIZATIONAL OVERVIEW

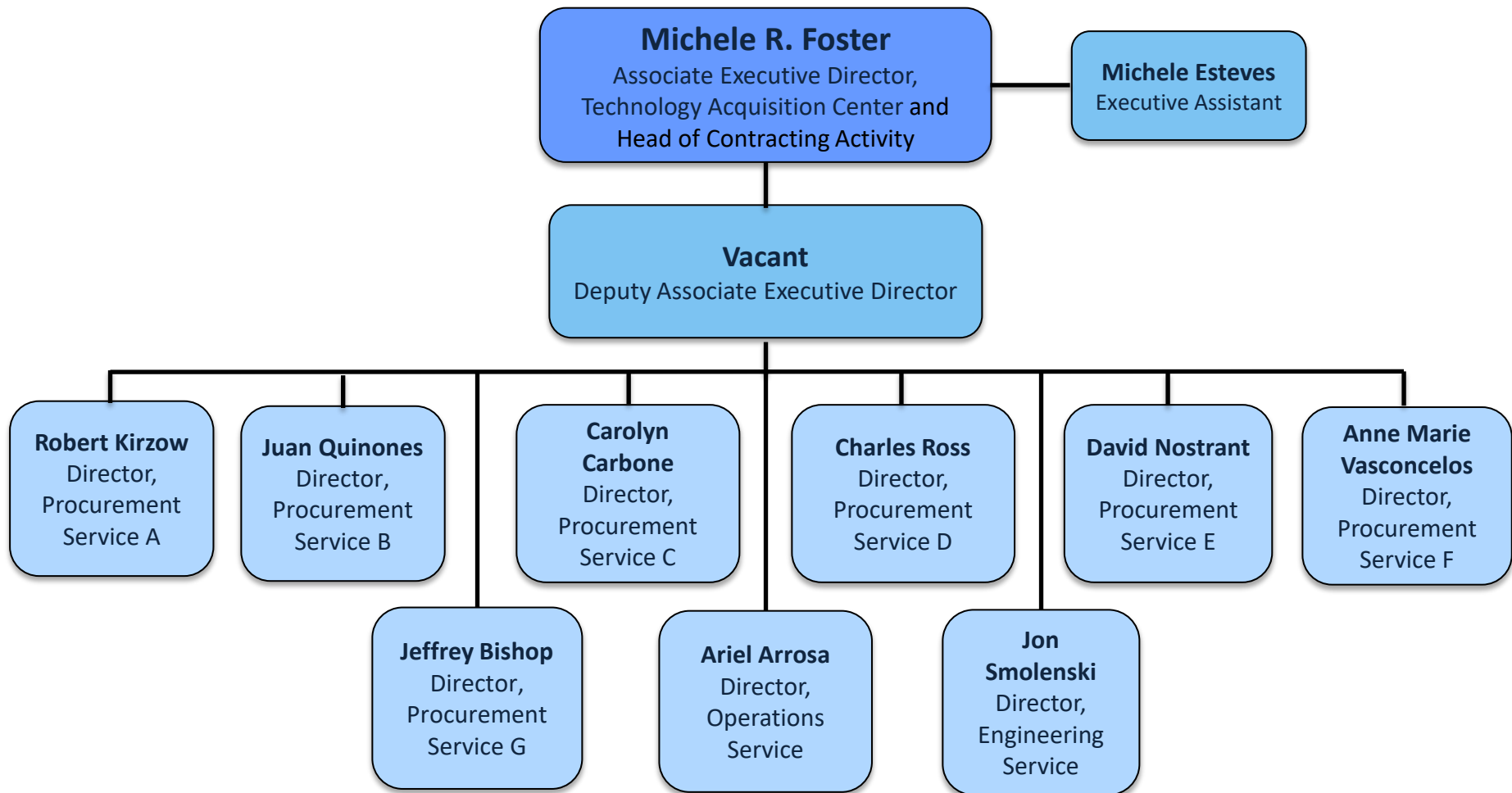
VA Organization Chart



OALC Organization Chart



Technology Acquisition Center

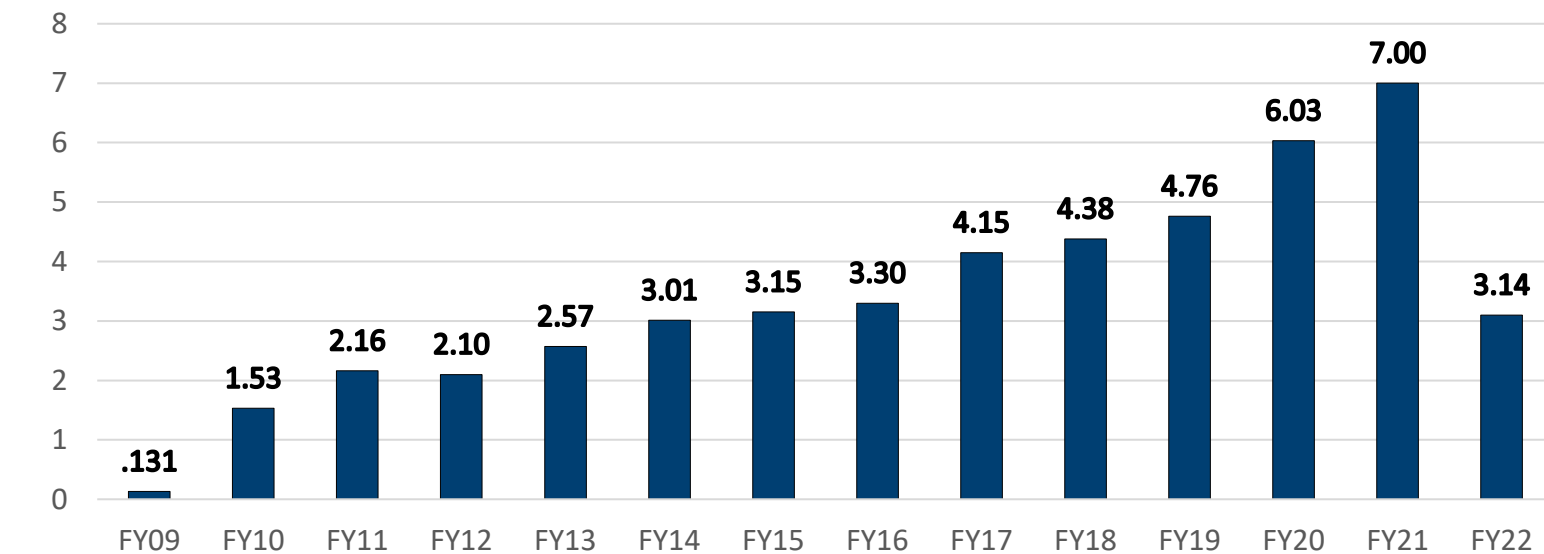


YEARLY OBLIGATIONS

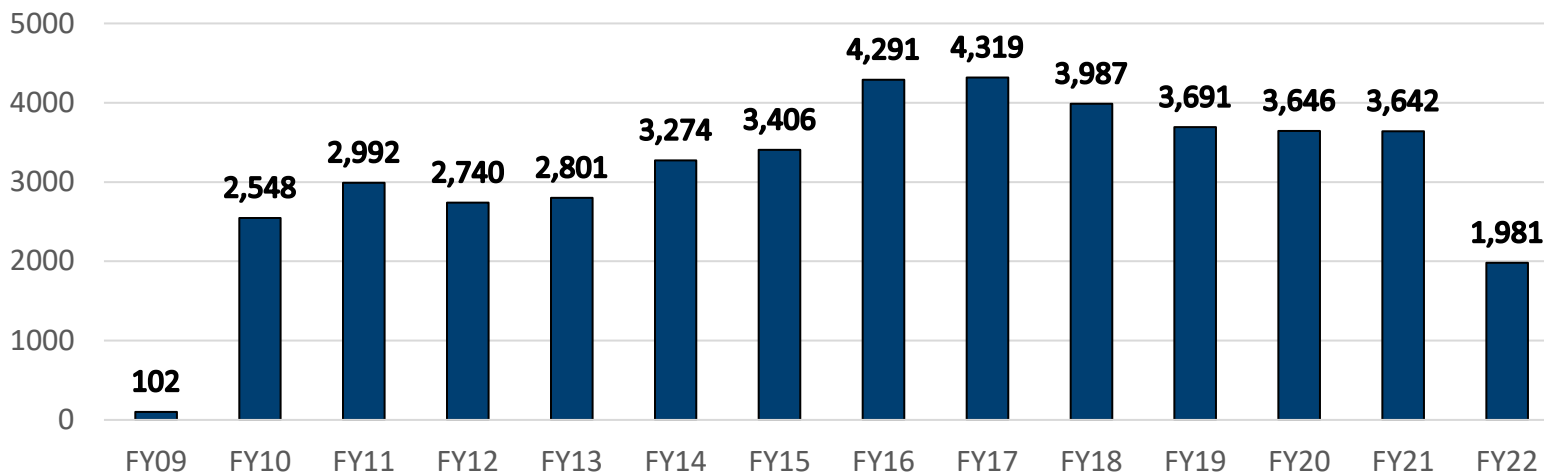


Yearly Obligations

Dollars
(\$B)



Actions



(As of May 31, 2022)



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U.S. Department
of Veterans Affairs 11

Yearly Obligations

**Same Time Last Year
(May 31, 2021)**

	ACTIONS		DOLLARS (\$M)	
	<u>2021</u>	<u>2022</u>	<u>2021</u>	<u>2022</u>
Total	2,179	1,981	\$3,233	\$3,142

WORKLOAD AND FORECASTED OPPORTUNITIES



TAC Workload Summary

TAC Active Jobs Summary

	Total Number of Actions	Total Dollar Value	Percentage of Total
Not Actionable	498	\$4,069,105,548	88%
Actionable	213	\$514,753,139	12%
Totals	711	\$4,583,858,687	100%

TAC Awarded Jobs Summary

	Total Number of Actions	Total Dollar Value	Percentage of Total
Totals	1981	\$3,141,993,308	100%

TAC Projected Final Position

Totals	2692	\$7,725,851,995	100%
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(As of May 31, 2022)

4TH QTR FY22 Forecasted Opportunities

Total Actions: 152 Total Dollars: \$1.9B

- Top 5 Opportunities (*by total contract value*):
 - **VA Enterprise Human Capital Management Modernization**
 - OIT Customer POC: Emily Prohaska (Emily.Prohaska@va.gov)
 - TAC CO: Kendra Casebolt (Kendra.Casebolt@va.gov)
 - **Vehicles for Innovation**
 - VHA Customer POC: Jason Rhodes (Jason.Rhodes@va.gov)
 - TAC CO: Kathryn Pantages (Kathryn.Pantages@va.gov)
 - **PilotVHA**
 - VHA Customer POC: Kit Teague (Kristopher.Teague@va.gov)
 - TAC CO: Troy Loveland (Troy.Loveland@va.gov)
 - **Research and Advisory Services**
 - OIT Customer POC: Rene Soriano (Rene.Soriano@va.gov)
 - TAC CO: Lori Walker (Lori.Walker1@va.gov)
 - **Enterprise Key Management System (KMS)**
 - OIT Customer POC: James Rogers (James.Rogers2@va.gov)
 - TAC CO: Kathryn Pantages (Kathryn.Pantages@va.gov)

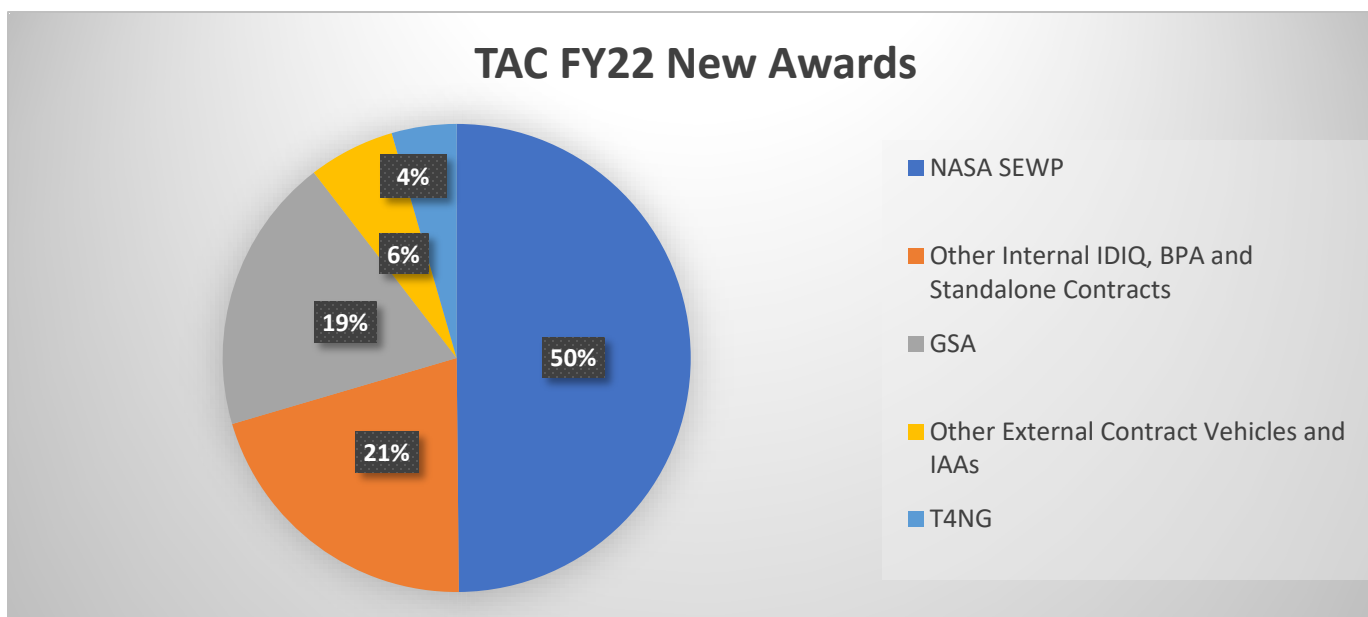
1ST QTR FY23 Forecasted Opportunities

Total Actions: 18 Total Dollars: \$25M

- Top 5 Opportunities (*by total contract value*):
 - **VISN 8 - Clinical Documentation Improvement (CDI) Pro**
 - VHA Customer POC: Kim Faison (Kim.Faison@va.gov)
 - TAC CO: Matthew Newell (Matthew.Newell@va.gov)
 - **Vocera Communications System Service and Maintenance**
 - VHA Customer POC: Velesha Vance (Velesha.Vance@va.gov)
 - TAC CO: Meghan McCloskey (Meghan.Mccloskey@va.gov)
 - **Informatica Maintenance**
 - OIT Customer POC: Jodi Dominie (Jodie.Dominie@va.gov)
 - TAC CO: Debra Clayton (Debra.Clayton@va.gov)
 - **IBM QRadar Maintenance**
 - OIT Customer POC: Benito Urbina (Benito.Urbina@va.gov)
 - TAC CO: Den-el Opuszynski (Den-El.Opuszynski@va.gov)
 - **IBM Passport Advantage (PPA) Licenses**
 - VHA Customer POC: Ryan Rebers (Ryan.Rebers@va.gov)
 - TAC CO: Mary Accomando (Mary.Accomando@va.gov)

New TAC Contract Actions/Vehicles Used in 2022

<u>Contract Vehicle</u>	<u># of New Awards</u>
National Aeronautics and Space Administration (NASA) Solutions for Enterprise-Wide Procurement (SEWP)	167
Orders Against Other Internal Indefinite Delivery Indefinite Quantity (IDIQ)/Blanket Purchase Agreements (BPA) and Standalone Contracts	69
General Services Administration (GSA)	64
Orders Against Other External Contract Vehicles and Interagency Agreements (IAAs)	20
Transformation Twenty-One Total Technology – Next Generation (T4NG)	15



TRANSFORMATION TWENTY-ONE TOTAL TECHNOLOGY – NEXT GENERATION (T4NG) UPDATE



T4NG Update

- Onramp awards issued February 25, 2021, to nine awardees ***
- Five-year Option Period exercised for all current vendors
- Period of Performance runs through March 6, 2026

Contract Holders			
Contractor Name	Business Type	Contractor Name	Business Type
Accenture Federal Services	Large	GovernmentCIO	Large
American Communications Solutions	SDVOSB	Halfaker & Associates	Large
Aptive Resources	SDVOSB	Insignia Technology Solutions	SDVOSB
B3 Group	Large	International Business Machines Corporation	Large
Booz Allen Hamilton	Large	Liberty IT Solutions	Large
By Light Professional IT Services	Large	ManTech	Large
CACI-ISS	Large	Maveris	SDVOSB
Cerner Federal Solutions	Large	Mind Computing	SDVOSB
CGI Federal	Large	Perspecta Enterprise Solutions	Large
CivitasDX	SDVOSB	Pro-Sphere Tek	Large
Clear Vantage Point Solutions	SDVOSB	Salient CRGT	Large
Client First Technologies	SDVOSB	SBG Technology Solutions	Large
Cognosante	Large	Sierra 7	SDVOSB
Decisive Point Consulting Group	SDVOSB	Sprezzatura-GovernmentCIO Joint Venture	SDVOSB
DexteriTech Solutions	SDVOSB	Systems Made Simple	Large
Dynamic Government Resources	SDVOSB	Thunderyard Liberty Joint Venture	SDVOSB
Favor TechConsulting	Large	TISTA Science and Technology Corporation	Large
General Dynamics Information Technology	Large	Veteran Technology Integrators	SDVOSB
		Veterans EZ Info	SDVOSB

*** Following the successful defense of 10 GAO bid protests, in March of 2021, four (4) protesters filed complaints at the Court of Federal Claims (COFC). After a year of litigation at COFC, on March 1, 2022, in four (4) separate sealed decisions, all of the plaintiffs' motions for judgment were denied, ruling entirely in favor of the Agency. The contract performance stay was immediately lifted and work has since commenced.

PARTING THOUGHTS



Parting Thoughts

- Requests for Information (RFI): Circling Back
- Contractor Performance Assessment Reporting System (CPARS)
- TAC Talks Season 3
- Industry Visits, ***VA.TAC@va.gov***



Thank you for attending and your support!



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VA



U.S. Department
of Veterans Affairs 21



VISION FOR OIT'S DIGITAL TRANSFORMATION

Kurt DelBene

Assistant Secretary for Information and Technology and Chief Information Officer

Office of Information and Technology

Advanced Planning Brief to Industry (APBI)

June 8, 2022

VA



U.S. Department of Veterans Affairs

Office of Information and Technology

OIT Challenges and Opportunities



Challenges

- Growing oversight body demands (OIG, OMB, CISA, Congress)
- Unfunded requirements and mandates
- Limited resources and competing priorities
- Aging infrastructure and technical debt
- Modernization backlog
- Complex environment

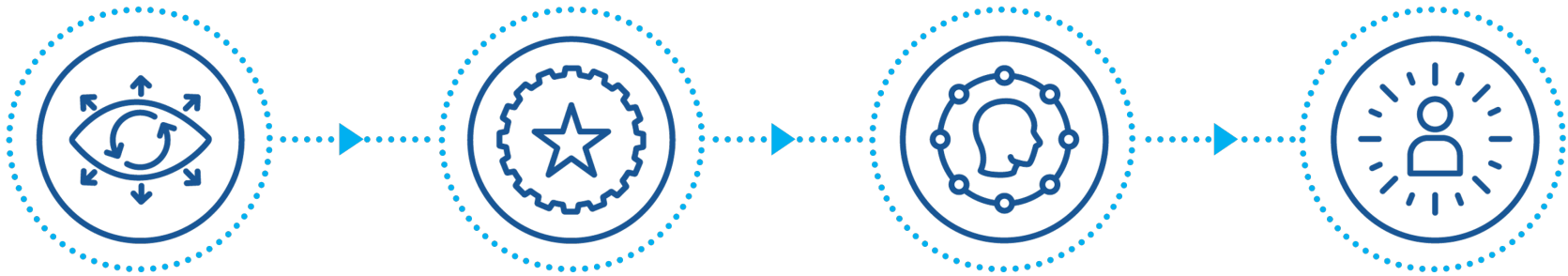


Opportunities

- Intrinsic motivation for our sacred mission to serve Veterans
- Diverse and talented OIT team
- Willing business partners
- Tried and tested remote service delivery capabilities
- Maturing DevSecOps model

To capitalize on our opportunities amid complex challenges, we must **FOCUS**.

CIO's Strategy and Vision for OIT



Vision-driven Execution

- Vision connected to plans connected to execution
- Clear vision and roadmap at each Portfolio and Product Line

Operational Excellence

- Engineering excellence
- Resource allocation
- Security Excellence

Delightful End User Experience

- Products and services that people love, are a joy to use, and enable them to be the most effective in their role

People Excellence

- Provide fulfilling career pathways and improve recruitment
- Celebrate diversity, inclusivity and accessibility

What our Vision Means for Vendors

- Continuing to play a large role in our footprint
- Coming to the table procurement ready with proactive solutions
- Maintaining FITARA compliance and eliminating shadow IT
- Getting in touch with the Vendor Management Office

QUESTIONS?

Make Your Voice Heard





ADVANCED PLANNING BRIEF TO INDUSTRY

Charles Worthington

Chief Technology Officer

Department of Veterans Affairs,
Office of Information and Technology

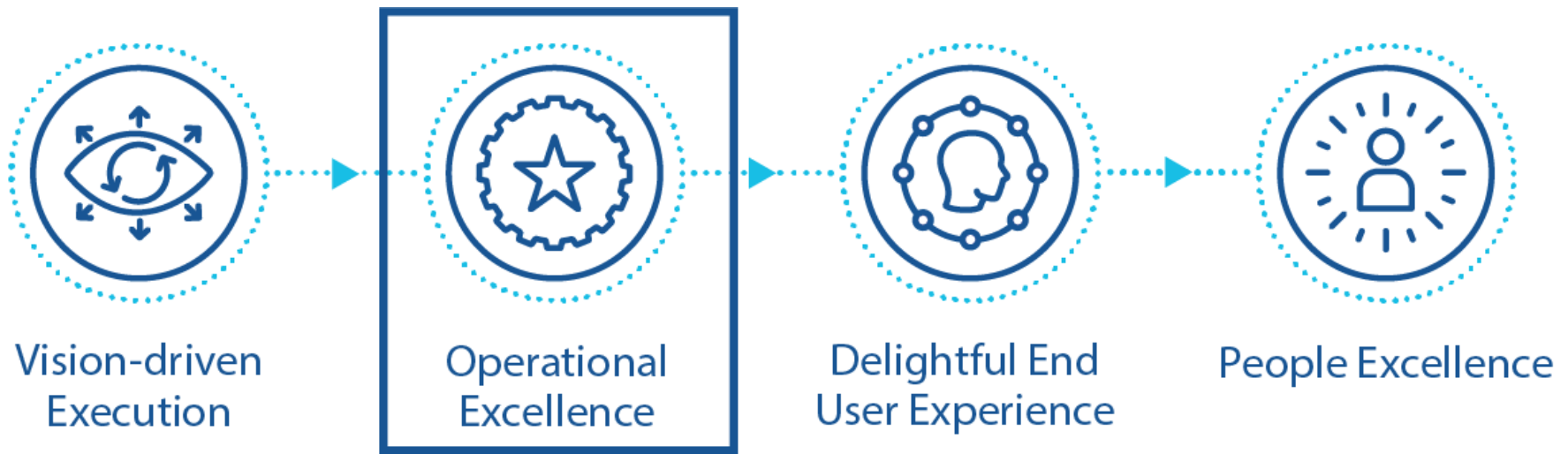
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Vision for OIT's Digital Transformation - Priorities



Engineering Excellence: Vision and Scope

- *“Engineering excellence” is the discipline of continuous improvement in how we execute our mission. It is the process of stepping back and looking at how we work and developing priorities and action plans for improving that execution.*
- *It involves all aspects of the team’s work, from how software development is conducted, how ongoing operations are performed, how we allocate resources, and how we develop the skills of our team members.*
- *There is a lot of work going on in the team in these areas, but we have an opportunity to pull them together into a clearer, prioritized agenda.*

Source: Kurt DelBene [Written Testimony](#),
IT Infrastructure Modernization Hearing, February 9, 2022

Scope: Engineering Excellence applies to “what” and “how” of IT delivery: the practices, processes and people involved in planning, building, delivering, and operating products and services at VA

Engineering Excellence: Guiding Principles

Embrace “Better, Faster, Safer”

Deliver more value by building momentum through continuous, incremental, well-tested changes.

Deliver What Matters

Maximize results for Veterans by working with our users and stakeholders to prioritize work based on what will drive the biggest impact to the outcomes that matter.

Trust and Empower Focused Teams of Experts

Foster empowered teams of specialists to take ownership of their products and services.

Automate When Possible

Adapt our processes, our organization, and our technology to automate away manual, error-prone and costly work.

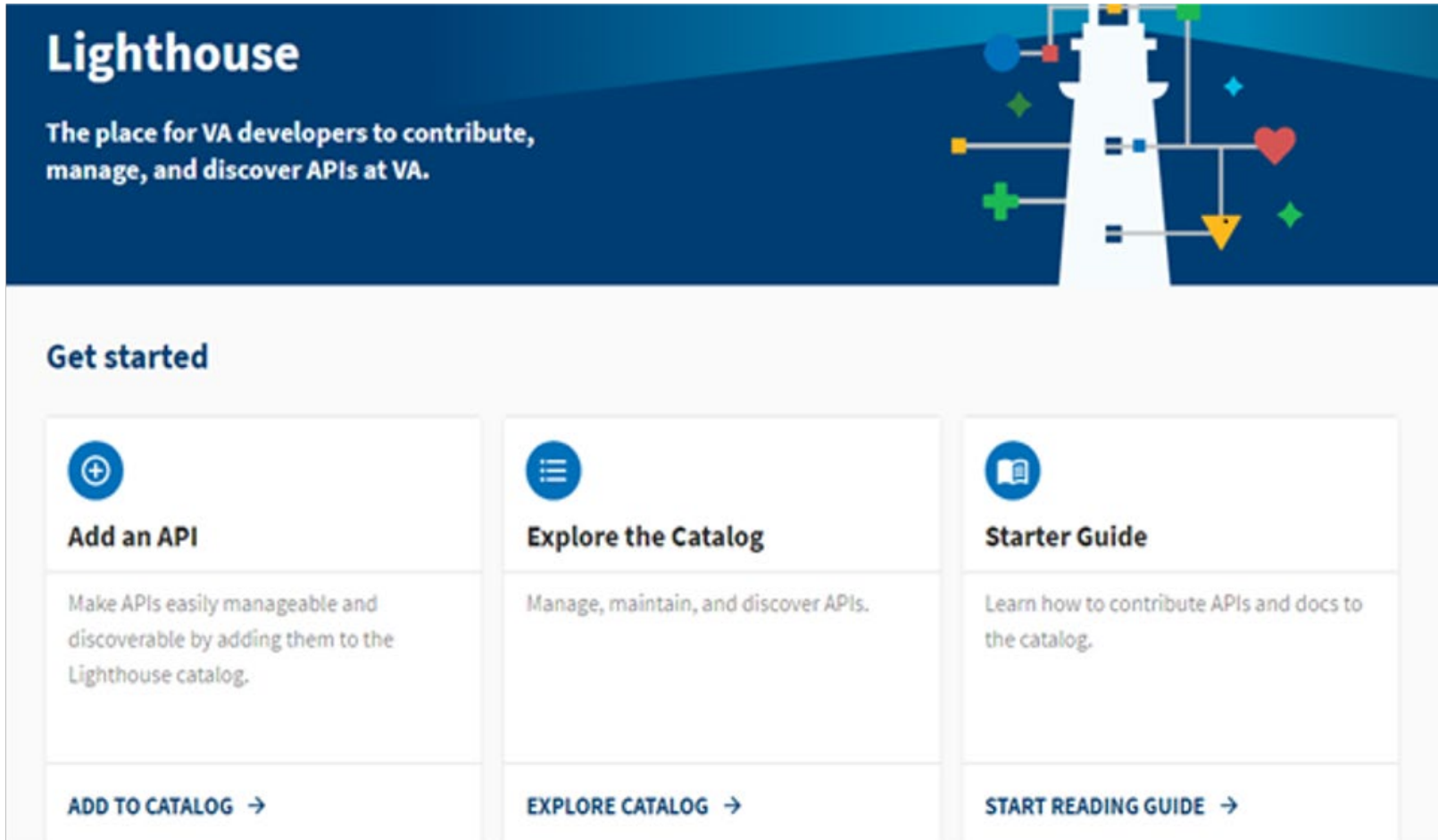
Standardize and Re-Use

Create an organization that collaborates on winning approaches, reuses processes and technology, and maximizes shared knowledge and resources.

Encourage a Safe and Transparent Culture of Learning

Nurture and build a culture around exploration, collaboration and innovation – all while celebrating success along the way.


Lighthouse Homepage

A screenshot of the Lighthouse homepage. The header features the word "Lighthouse" in large white font on a dark blue background, with a tagline below it: "The place for VA developers to contribute, manage, and discover APIs at VA." To the right is a graphic of a white lighthouse on a dark blue hill, with various colorful icons (a blue circle, a red square, a green diamond, a yellow triangle, a red heart, and a green plus sign) connected to it by lines. Below the header, there's a "Get started" section with three white cards. Each card has a blue circular icon at the top, a title, a description, and a button at the bottom. The first card is "Add an API" with a plus icon, the second is "Explore the Catalog" with a list icon, and the third is "Starter Guide" with a book icon. The buttons are "ADD TO CATALOG →", "EXPLORE CATALOG →", and "START READING GUIDE →" respectively.

Lighthouse

The place for VA developers to contribute, manage, and discover APIs at VA.


Get started



Add an API

Make APIs easily manageable and discoverable by adding them to the Lighthouse catalog.


[ADD TO CATALOG →](#)



Explore the Catalog

Manage, maintain, and discover APIs.

[EXPLORE CATALOG →](#)



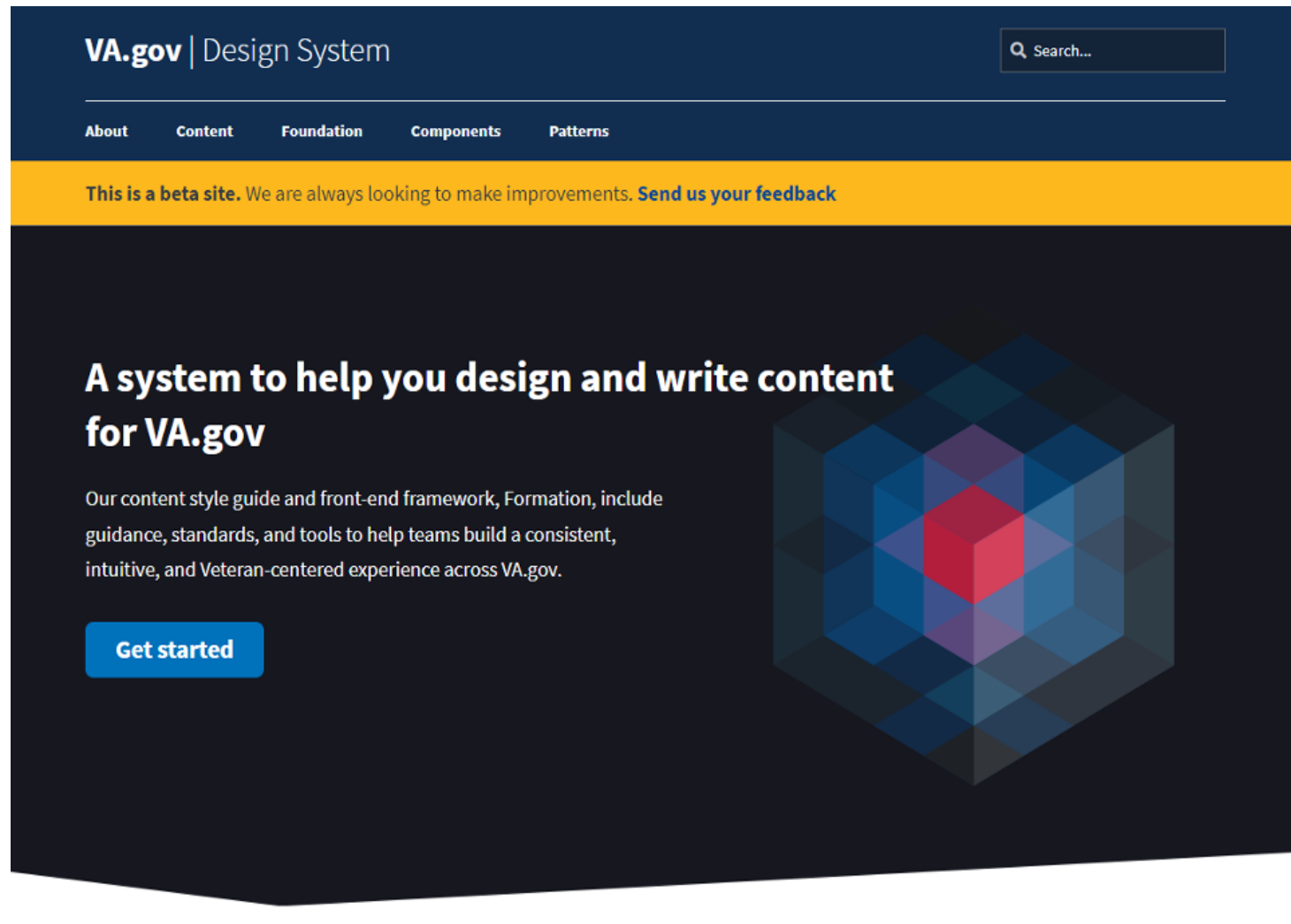
Starter Guide

Learn how to contribute APIs and docs to the catalog.

[START READING GUIDE →](#)

Office of Information and Technology

VA.gov Design System Homepage



Office of Information and Technology


VA Notify Homepage

VA | Notify

Internal Use OnlySign in with GitHub

Create email and SMS notifications for Veterans

The VA Notify Self Service Portal is the centralized home for email and SMS notifications at the VA. Sign in to create new or manage existing notification templates.



How do I get access?

If you would like to start using VA Notify, [submit an intake ticket](#) on GitHub.

If you already have an active notification with VA Notify, sign in with GitHub above on this page. If you need access to GitHub fill out the [request form](#). Reach out in the Slack channel #va-notify-public if you need support for your team.

Capabilities

Email & SMS notifications

Communicate with Veterans and non-Veteran beneficiaries through email and SMS messages.

Contact info & preferences

Our integration with VA Profile and MPI allows you to access contact information and read preferences that a Veteran & non-Veteran beneficiary has set.

Personalized messages

Include personalizations such as dates, claim IDs, or first names to improve the value and trust of notifications.

Integrate with existing systems

Business line systems can send notifications and query their status using a RESTful API.

Notification analytics

View notification analytics including total sent and failed.

Consistent Veteran experience

Our VA branded email templates are accessible and tested across email clients.

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Digital VA Product Marketplace Homepage

An official website of the United States government. [Here's how you know](#)

Talk to the Veterans Crisis Line now

DigitalVA | Product Marketplace

[Product Marketplace](#) [User Guide](#) [About the DTC](#) [How We Do It](#) [Other resources](#) [DigitalVA](#)

MARKETPLACE

VA approved SaaS and PaaS products

Learn about SaaS and PaaS

What product are you looking for?
Search by product name or text in the description.

130 products found

FILTERS

Categories

Status

Funding

VA Security Level

Portfolio

Product Line

DEFINITIONS

Status

Funding

Previous

1 2 3 ... 6

 Next

Number of items shown at a time
25

Product Name	↑	Description	Category	↑	Funding	↑	Status	↑	Security	↑
AAMC Faculty Salary Report		The AAMC Faculty Salary Report provides updated compensation data from a survey of 154 accredited U.S. medical schools.	Research		End user funding required		Approved		No VA Data	
Academy of Health Sciences Readiness Suite		Educates VA first responders with a unified training program and records management	Operations Management		End user funding required		Approved		Low	
AchieveIt		Enables VA executives to plan, execute, and report across teams with	Collaboration and		End user funding		Approved		Low	

Office of Information and Technology

Join OIT's Engineering Talent

Interested in furthering the CIO's vision for Engineering Excellence?

[Calling All Engineers](#)

QUESTIONS?





ADVANCED PLANNING BRIEF TO INDUSTRY

Brad Houston

*Deputy Chief Information Officer
(Acting) for Business Integrations and
Outcome Services (BIOS)*

Department of Veterans Affairs (VA),
Office of Information and Technology
(OIT)

VA

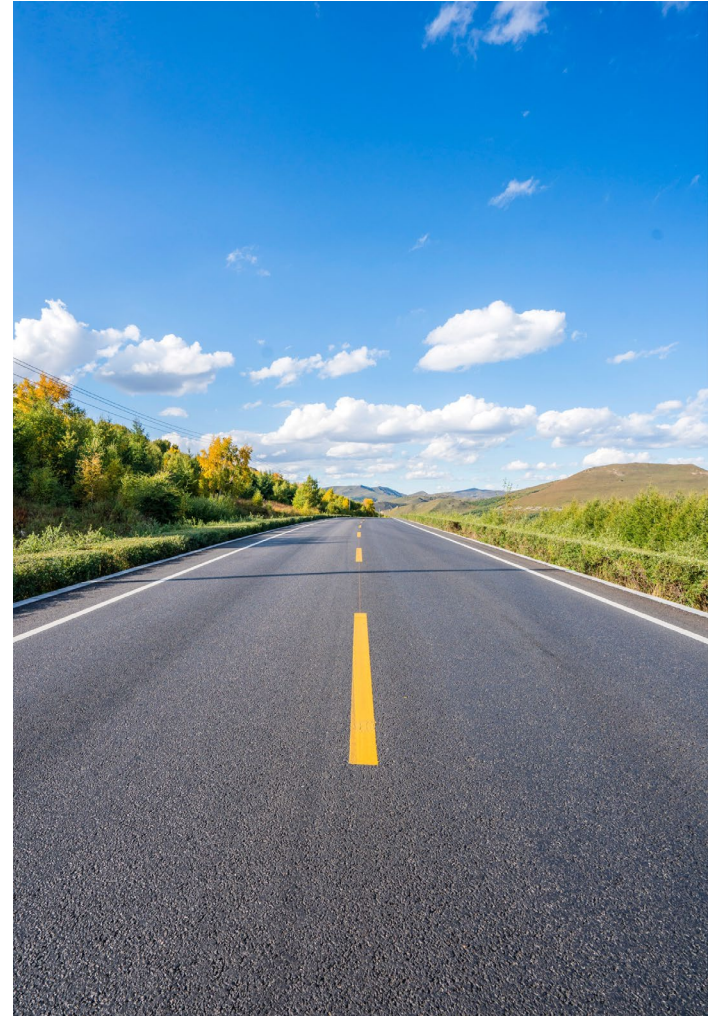


U.S. Department of Veterans Affairs
Office of Information and Technology

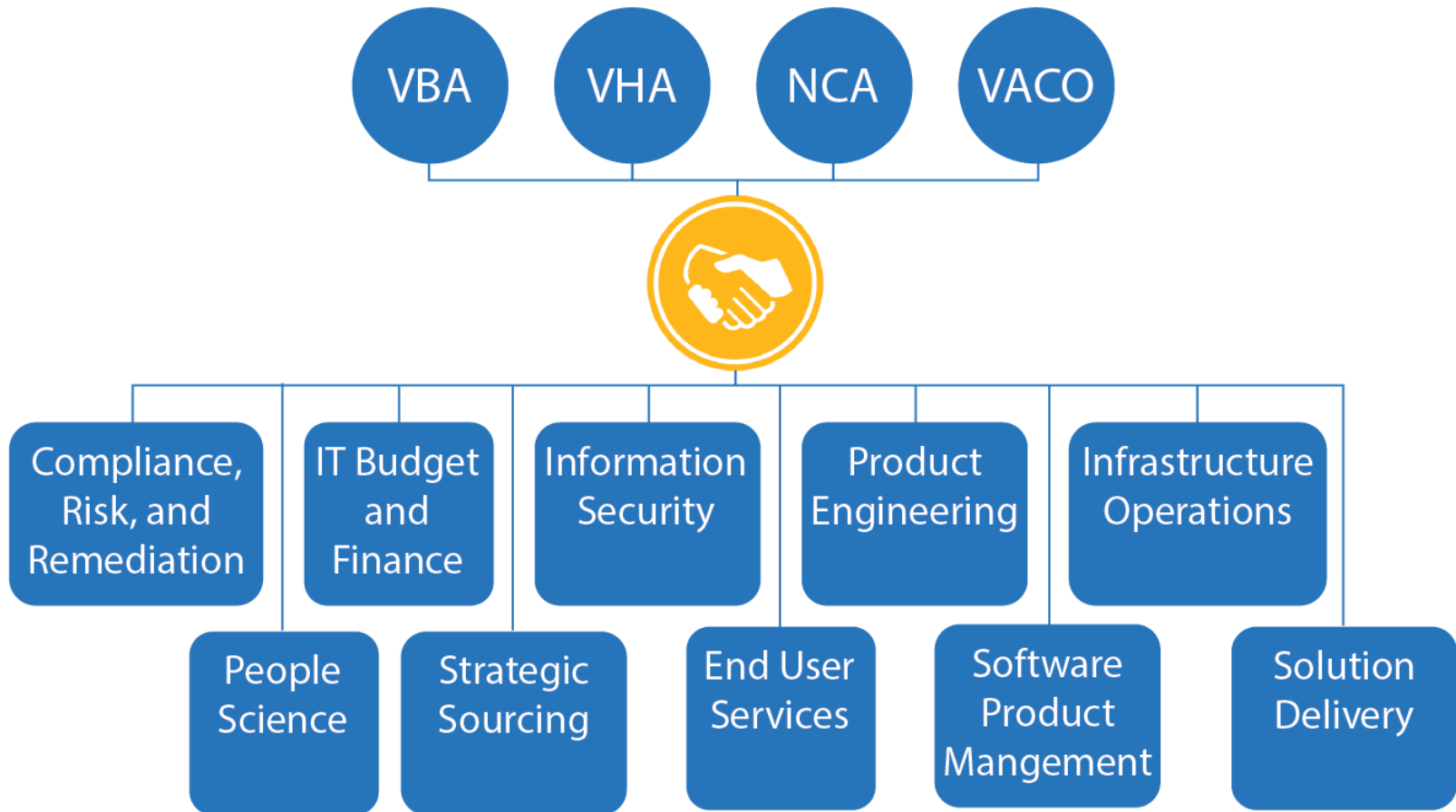
Business Integration and Outcomes Service's (BIOS) Vision

To create the common vision for priorities within VA OIT to help VA deliver services to Veterans. This vision is translated into roadmaps which enable both business partners and OIT to know what the priority is at any given moment, and demonstrate the resources needed to support those roadmaps.

- **Business:** our key responsibility to the business partner
- **Integration:** to capture the need to knit all the separate pieces together
- **Outcomes:** to ensure we remain aligned with outcomes – measurable end results



Business Integration and Outcomes Service's (BIOS) Role in OIT



“Your Gateway to IT Success!”

Office of Information and Technology

Business Integration and Outcomes Service's (BIOS) Role in OIT (continued)

BIOS's role

- Navigating – Understanding business needs and IT systems
- Connecting – Demand with supply
- Orchestrating – Through the IT Investment Management Process, we balance growing business needs, OIT systems, and the funding needed to make things happen.

How an Idea Becomes Reality



VA identifies a business need and considers the following:

- Congressional Input
- Veteran needs
- Research and analysis
 - Some research comes from Industry
 - Industry input is most impactful if it solves a problem VA has
 - Industry solutions in search of a problem generate cynicism and resistance to all industry inputs

OIT, with VA business partners, decides if the project is urgent or not

- Urgent – What other efforts can be sacrificed to create resources for this opportunity?
- Not Urgent – Develop a strategic plan for execution

Urgent Versus Strategic Opportunities – What's the Difference?



Urgent Opportunities

- Business and BIOS identify the outcome and then courses of action
- Business, BIOS and DevSecOps provide compromises and options
- Business, BIOS and OIT develop cost estimates and seek funding from Congress or other sources – ex. Electronic Health Record Modernization (EHRM), Caregivers, COVID-19



Strategic Opportunities

- Business and BIOS work up cost projects, include in IT Capital Planning and portfolio assessments
- BIOS and OIT Inserts into the strategic plans
- BIOS briefs to IT Investment Board and includes in appropriate year of execution

How Industry can Engage with OIT on Urgent and Strategic Projects

Urgent Opportunities

- Understand VA's priorities and the realities of both business and OIT (process and technology)
- Engage on Requests for Information (RFIs) and push for better solicitations
- Ask insightful questions

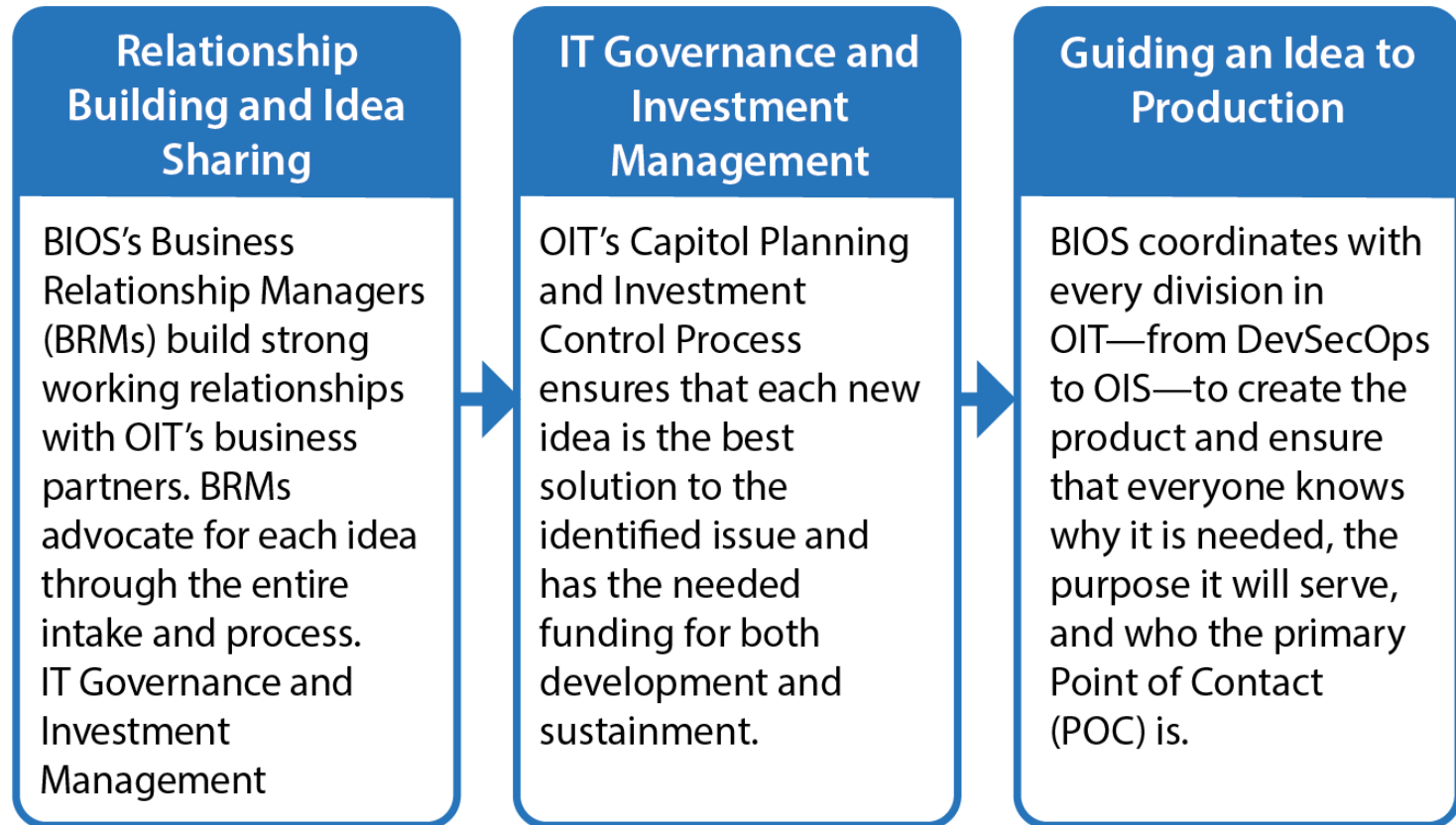
Strategic Opportunities

- Understand VA's vision
- Connect VA's vision with what your technology can do
- Engage with BIOS for demand-shaping activities with OIT's business partners, including:
 - How can we use our current technology better?
 - What next generation — not three generations out — technology can make a difference?
 - Identify the difference in concrete Return of Investment (ROI) (this cuts through the noise)



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Idea to Reality – BIOS's Internal Process Step-by-Step



QUESTIONS?





Software Product Management

Dan McCune

Executive Director

Software Product Management

Advanced Planning Brief to Industry

June 8, 2022

VA



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What We Do

- **Software Product Management (SPM)** intake, develop, enhance, integrate, sustain, and modernize business-facing software products. Products are grouped into product lines and portfolios. Software as a Service (SaaS), Platform as a Service (PaaS), and custom-code software.
- SPM is comprised of:
 - Health Portfolio
 - Corporate Portfolio
 - Benefits and Memorials Portfolio
 - Financial Services Center
 - Product Operations
 - Portfolio Integration
- *Better, Faster, Safer software products*
 - Better business outcomes
 - Faster delivery of capabilities
 - Available, resilient, scalable, secure software

Aligning With CIO's Vision



Vision-driven Execution

- Vision connected to plans connected to execution
- Clear vision and roadmap at each Portfolio and Product Line



Operational Excellence

- Engineering excellence
- Resource allocation
- Security Excellence



Delightful End User Experience

- Products and services that people love, are a joy to use, and enable them to be the most effective in their role



People Excellence

- Provide fulfilling career pathways and improve recruitment
- Celebrate diversity, inclusivity, and accessibility

How We Steward VA's Software Products

Business-Facing Product Lines by Portfolio

3 Portfolios, 20 Product Lines, and over 570 Systems and Applications

Health Services

339 Supported Products

Clinical
Services

Community
Care

Health
Informatics

Patient Care
Services

VHA Finance

VHA Front
Office

Discovery, Education, and
Affiliate Network (DEAN)

Healthcare Environment
and Logistics Management

Telehealth and Scheduling

Benefits and Memorial Services

76 Supported Products

Appeals

Insurance

Compensation
and Pension

Loan Guaranty

Benefits
Integration and
Administration

Memorial
Benefits and
Services

Education Veteran Readiness and
Employment

Corporate Services

155 Supported

Acquisition and
Property
Management

Human Capital
Management

Financial
Management

Sec VA,
Congressional, and
Legal Affairs

83 Active Contracts

Office of Information and Technology

What We Need From Industry

Methodologies

- Thought leadership on improving *better, faster, safer*
- Digital
- Software modernization
- Continue advancing DevOps
- Scaled agile

Skills and Technologies

- Optimizing cloud (Amazon Web Services and Azure)
- Low-code and no-code platforms (Salesforce, Pega, and Microsoft, ServiceNow, Robotic Process Automation)
- Software as a Service (SaaS)
- Site Reliability Engineering, Monitoring, Test Automation, Continuous Integration and Continuous Delivery

Common Types of Contracts in SPM

- Technical Management: requirements, architecture, testing, actions, metrics
- Development: scrum teams or complete DevOps support
- Operations and Maintenance Break-Fix
- Hosting
- Licenses

SPM Front Office Service Contracts (6–24 Months)

Recompete/ New	Proj. Start Date	Proj. Amount	Primary Product Line	Acquisition Title
New	October 2023	\$30,000- \$40,000	Enterprise Testing Service	License and License Management of CommonLook Software Microsoft Dataverse
Recompete	July 2, 2024	\$1,425,000- \$2,140,000	Not Applicable	License and License Management of CommonLook Software
Recompete	August 2, 2024	\$100,000- \$150,000	Not Applicable	License and License Management Job Access with Speech (JAWS)/ZoomText Magnifier/Reader and ZoomText Fusion
Recompete	August 13, 2024	\$11,000- \$16,000	Not Applicable	Licenses and License Management of Dragon Professional Software
Recompete	June 2024	\$4,000,000- \$6,000,000	Not Applicable	SPM Technical Management Support

Health Services Portfolio Service Contracts (6–24 Months) (1 of 3)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
Recompete	May 2024	\$79,000,00 to \$119,000,000	Community Care (CC)	Community Care Scrum Teams and Break-Fix
Recompete	May 2024	\$1,600,000 to \$2,400,000	Electronic Health Record Modernization (EHRM)	eHealth Exchange Participation and Hub
Recompete	January 28, 2024	\$30,000 to \$50,000	Health Care Administration (HCA)	Licenses and License Management of Microfocus Solutions Business Manager (SBM) Migration
Recompete	June 2023	\$15,000 to \$20,000	EHRM	Licenses and Management of licenses for ReadyAPI (Formerly SoapUI Pro) and Veterans Data Integration and Federation (VDIF)

Health Services Portfolio Service Contracts (6–24 Months) (2 of 3)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
Recompete	February 9, 2023	\$9,000,000 to \$14,000,000	Medical Research, Education, Population Health (MREPH)	Sustainment of the Genomic Information System for Integrated Science (GenISIS) 2
Recompete	April 1, 2023	\$55,000,000 to \$80,000,000	Supply Chain Management (SCM)	Logistics and Prosthetics Graphical User Interface (GUI) Overlay
Recompete	June 2024	\$520,000,000 to 780,000,000	HCA	Scrum teams for Health Integration and Modernization
Recompete	June 1, 2023	\$3,000,00 to \$5,000,000	HCA	Licenses and Break/Fix support for Dragon Medical One (DMO)
Recompete	December 2, 2022	\$12,000,00 to \$18,000,000	HCA	Break-Fix for Blood Bank Maintenance

Health Services Portfolio SPM Service Contracts (6–24 Months) (3 of 3)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
Recompete	August 18, 2024	\$24,000,000 to \$36,000,000	Health Financial	Scrum teams and Break-Fix support for Cloud-Based Signature Informed Consent for Clinical Treatments and Procedures Enterprise Solution
Recompete	August 15, 2023	\$210,000 to \$310,000	MREPH	Licenses and License Management of Rocky Mountain Cancer Data Systems
Recompete	January 1, 2023	Not Applicable	CA	Licenses and Break-Fix for Performance Logic Rounding Center Environment of Care Software
Recompete (sole source)	March 2023	\$2,800,000 to \$4,200,000	CA	Licenses and Break-Fix for Community Living Centers Resident Assessment Instrument

BAM Portfolio Service Contracts (6–24 Months) (1 of 2)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
New	July 15, 2023	\$20,000,000 to \$30,000,000	Loan Guaranty	Specially Adapted Housing/Special Housing Adaptation (SAH/SHA) Solution
Recompete	March 19, 2023	\$26,000,000 to \$40,000,000	Insurance	DevOps for Life Insurance Policy Administration Solution
Recompete	June 9, 2023	\$290,000,000 to \$435,000,000	Compensation and Pension (C and P)	Veterans Benefits Management System (VBMS)
Recompete	June 8, 2024	\$130,000 to \$190,000	Multiple	Benefits and Memorials Technical Management

Benefits and Memorials Portfolio Service Contracts (6–24 Months) (2 of 2)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
Recompete	April 4, 2023	\$4,200,000 to \$6,400,000	Education, Veteran Readiness and Employment	Independent Verification and Validation for Benefits Gateway Services and Veterans Service Network (VETSNET)
Recompete	April 4, 2024	\$100,000 to \$150,000	C and P	VBMS Deployment Release Management and Help Desk Tier 2 and Deployment Support
Recompete	June 16, 2024	\$8,000,000 to \$12,000,000	Not Applicable	DevOps support for Loan Guaranty Service (LGY)

Corporate Portfolio Service Contracts (6-24 Months)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
Recompete	September 10, 2022	\$720,000,000 to \$1,000,000,000	Corp-Human Capital Management	DevOps
Recompete	June 27, 2023	\$7,000,000 to \$11,000,000	Multiple	Corporate Technical Management Support

Financial Technology Service (FTS) Portfolio Service Contracts (6–24 Months) (1 of 2)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
New	May 30, 2023	\$12,000,000.00	FTS-Operations and Maintenance Division (OMD)	DevOps for Temporary Duty Travel Management
New	November 20, 2022	\$73,482,979.00	FTS-Product Management Office	Product Management Support Services (PMSS)
Recompete	January 24, 2023	\$129,715.20	FTS-Financial Management Business Transformation (FMBT)	Licenses and License Management for FMBT Red Hat OpenShift Container Storage Maintenance
Recompete	September 23, 2024	\$57,225,048.00	FTS-IT Business Operations	Licenses and License Management DevOps Tool Suite

Financial Technology Service (FTS) Portfolio Service Contracts (6–24 Months) (2 of 2)

Recompete or New	Project Start Date	Project Amount	Primary Product Line	Acquisition Title
Recompete	August 1, 2024	\$179,173,992.16	FTS-OMD	IT Services Contract
Recompete	April 19, 2024	\$293,819.40	FTS-FMBT	Licenses and License Management for FMBT Oracle GoldenGate (Big Data Adapter)

Contact Us

www.oit.va.gov
[Twitter: @VA_CIO](https://twitter.com/VA_CIO)
[LinkedIn: @DigitalVA](https://www.linkedin.com/company/digitalva)





VA'S ZERO TRUST FIRST CYBERSECURITY STRATEGY

John Zachary, Ph.D.

*Acting Senior Technical Advisor to the
Chief Information Security Officer*

Office of Information Security

June 8, 2022

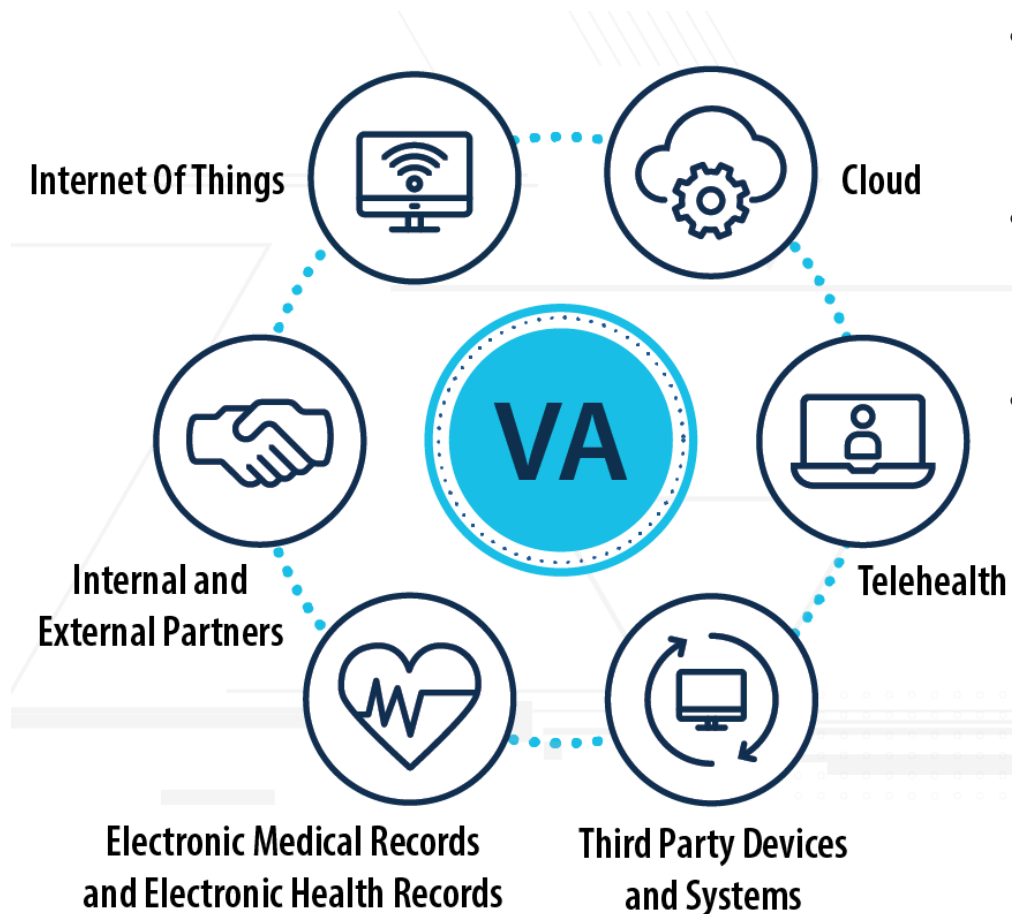
VA



U.S. Department of Veterans Affairs

Office of Information and Technology

VA's digital modernization journey requires a modern approach to cybersecurity excellence



- Veterans expect and deserve the latest technologies to deliver healthcare and benefits
- VA's digital modernization success requires a unified focus around DevSecOps principles
- Security excellence requires focus on risk **and** resilience
 - » **Risk** helps us understand the likelihood and consequences if bad actors breach our digital estate
 - » **Resilience** focuses on how quickly and completely we recover when bad actors try to breach our digital estate

Our vision of cybersecurity excellence at VA is based on a Zero Trust First strategy

Zero Trust First provides a powerful way to frame the broad set of investments needed to secure the organization

VA Zero Trust First Goals

1. Enforce strong identity verification
2. Assure all connecting devices are healthy
3. Use rich telemetry and advanced algorithms to detect attacks and isolate potentially impacted resources.
4. Enforce Least Privileged Access
5. Protect sensitive VA Information as an additional line of defense
6. Assure the health of our IT supply chain
7. Assume and plan for VA network breaches

We will execute our Zero Trust First strategy with clear expectations and a measurable roadmap



Modernization

Zero Trust First is about modernizing around core cybersecurity principles, not just technologies. There are no silver bullets.



Accountability

We will hold ourselves and our partners accountable for achieving key initiatives to meet our goals. Together, we will expect to become the best cybersecurity organization in government.



Collaboration

Our success depends on open and honest relationships with our VA and vendor partners.

Executing our Zero Trust First strategy will result in demonstrating compliance excellence

1. VA is driven by the challenge to execute our Zero Trust First strategy to achieve security excellence and serve our Veterans
2. Compliance with federal regulations are opportunities to demonstrate our progress towards security excellence
 - Executive Order (EO) 14028 and Office of Management and Budget OMB-22-09
 - Federal Information Security Modernization Act (FISMA) and Federal Information System Controls Audit Manual (FISCAM)
 - National Institute of Standards and Technology (NIST) Risk Management Framework (RMF)

Zero Trust First will serve our Veterans by securing the digital experience they expect and deserve

Protecting and defending
Veteran's data and safety

Modernizing our
cybersecurity
purpose and practices

Focusing on risk and
resilience as key
security focal points

Striving for
opportunities to
improve

Collaborating across
VA to balance mission
with security



Office of Information and Technology

QUESTIONS?



Information Technology Executive Round Table Discussion



Charles Worthington



Bradley Houston



Daniel McCune



John Zachary



Luwanda Jones

VA



U.S. Department of Veterans Affairs

Office of Information and Technology

Advanced Planning Brief to Industry



Michael D. Parrish
Chief Acquisition Officer & Principal Executive Director

Lunch

Program will resume at 1pm

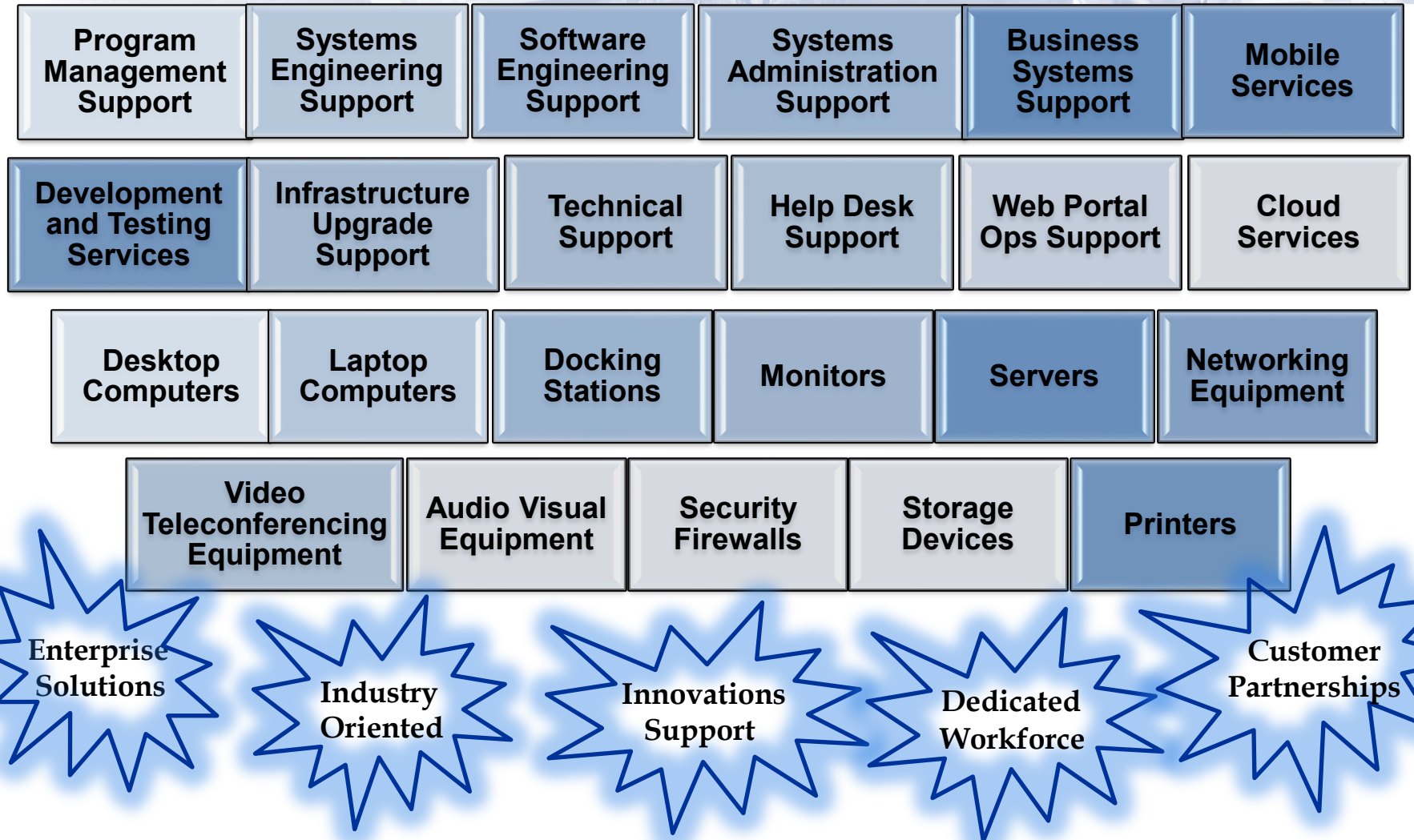




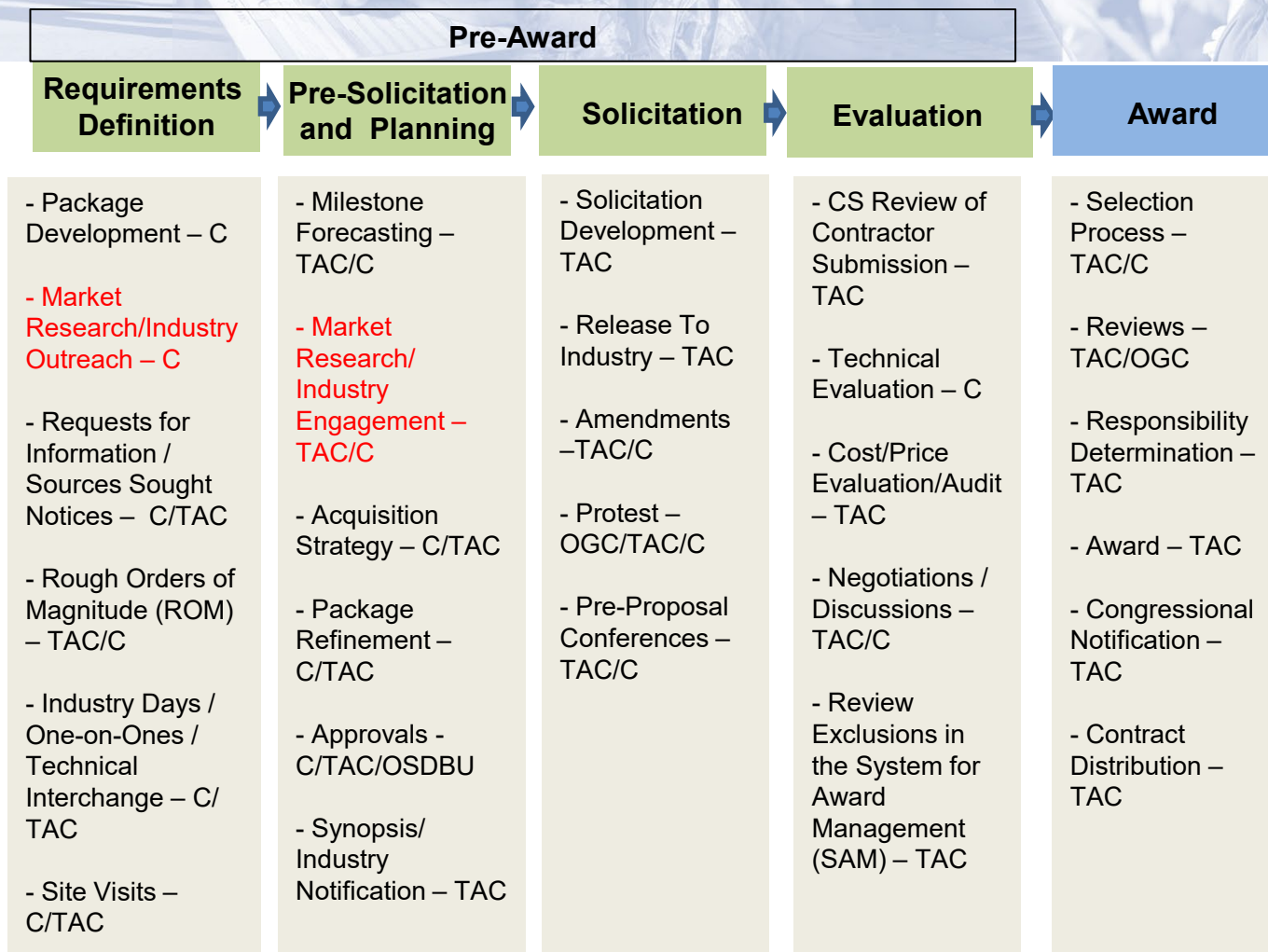
Acquisition Process Overview for the Advanced Planning Brief to Industry

Dana Newcomb
Contracting Officer, TAC
June 8, 2022

What the TAC Buys



Phases & Roles in the Contracting Process



KEY – The first Office reflected after each task above is the Lead

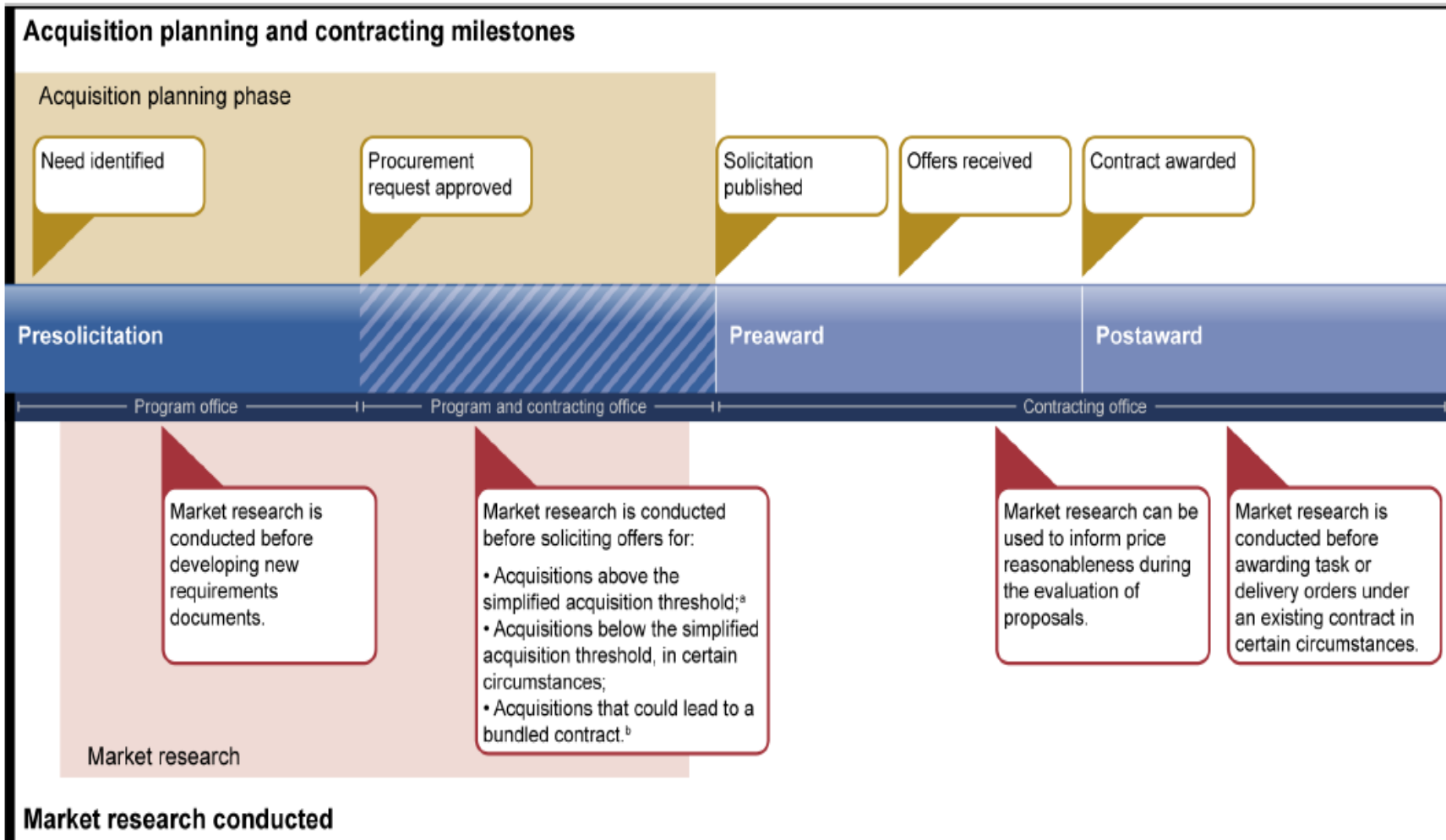
C = Customer

OGC = Office of General Counsel

TAC = Technology Acquisition Center

OSDBU = Office of Small and Disadvantaged Business Utilization

Market Research & Acquisition Process



Source: GAO analysis of federal regulations and agency guidance. | GAO-15-8

Who Conducts Market Research?

- Program Managers
- Contracting Officer Representative (COR)
- Business Owners
- Technical Leads
- End Users
- Contracting Officers (COs)



Extent of research may vary depending upon these factors:

Urgency

Estimated \$\$\$\$ value

Complexity

Past experience

Product Maturity



Extent of Market Research



Requirements Definition

- Integrated Product Team (IPT)
 - Cross-functional team led by a Program Manager (PM) working collaboratively to develop strategies and approaches to meet specific acquisition and program objectives.
 - Members include:
 - Program Office
 - Contracting (CO/CS/Engineer)
 - Office of Small and Disadvantaged Business Utilization (OSDBU)
 - Office of General Counsel (OGC)
 - Competition Advocate
- Acquisition Requirements Package (ARP) Development
- **Market Research – Industry Outreach**
 - Sources Sought Notices
 - Rough Orders of Magnitude (ROM)
 - Industry Days/One-on-One Technical Interchange
 - Site Visits
- Initial ARM/FITARA Briefing



Performing Market Research

Marketplace

Technical Knowledge

Financial Analysis

Decision-making

Team building/team member

Knowledge of the Marketplace

Technical Comparative Analysis

Research

Knowledge/Skills

Technology

Capabilities

Business Size

Business Trends


**Requirement
Definition**



Market Research Techniques

- Obtain source lists
- Query Government databases
- Participate in online forums
- Contact knowledgeable individuals
- Publish formal RFIs with draft requirements document
- Review product literature
- Conduct interchange meetings or pre-solicitation conferences
- Issue a “sources sought” synopsis
- Check VIP database (<https://www.vip.vetbiz.va.gov/>)

What do the Results of Market Research Tell VA?

- 
- Do capable sources exist?
 - Are there commercial services available?
 - Current market price?
 - Market terms and conditions?
 - Market practices and forces?
 - Do we need to modify the requirement?



Pre-Solicitation and Planning – Determining the Acquisition Strategy

- Milestone Forecasting
- **Market Research – Industry Engagement**
 - Requests for Information
 - Commonly Used Vehicles (SEWP, T4NG, GSA)
- Review industry responses
 - Technical Capability
 - Socioeconomic Status
 - Contract Vehicles
- Determine Acquisition Strategy
 - Review market research results with IPT members, including Small Business Representative, Competition Advocate, and OGC to ensure consensus is reached on appropriate acquisition strategy and corresponding documentation supports the Government's rationale and acquisition strategy decision.



Process for Determining Acquisition Strategy

Factors that influence Acquisition Strategy

- Market Research
 - Service Disabled and Veteran Owned Small Businesses capability
 - Original Equipment Manufacturer or Original Software Developer limitations
 - End of Life
 - Reseller limitations
- Type of request (Services, Software, Hardware)
- Statutory or Policy considerations
- Contract Vehicle restrictions



Requests for Information (RFI)

- The Government may issue an RFI as part of market research to receive information that may impact the acquisition strategy determination. Results of the RFI is used to satisfy the requirements of 38 U.S.C. 8127 (Small Business concerns owned and controlled by Veterans: contracting goals and preferences).
- An RFI is non-binding, for informational and planning purposes only. It provides a structured opportunity for vendors to help define and refine the Government's requirements.
- An RFI may include a Draft PWS, list of questions, request for a ROM and/or synopsis of requirement.
- RFIs are commonly posted on Contract Opportunities at SAM.gov (previously FBO.gov); NASA SEWP; or T4NG ATOMS



RFI Responses – Dos and Don'ts

- DO: Follow the RFI submission instructions, to include responding specifically with the information being requested
- DON'T: Submit generic marketing materials that have not been tailored to respond specifically to VA's requirement and/or provide a response to any technical/capability questions included in the RFI
- DO: Identify your socio-economic status and whether or not your company can meet SDVOSB/VOSB set-aside requirements
- DO: Identify any existing vehicles for which your company holds a Prime Contract (GSA, SEWP, T4NG, etc.)
- DON'T: Submit a "team" response with multiple vendors. Identify in the response which vendor will be the Prime and which vendor(s) will be subcontractors. Ensure the RFI is submitted by the Prime contractor, and that the socioeconomic status and existing contract vehicles are clearly identified for the Prime.
- DO: Include any questions or concerns regarding the requirements in your RFI response, such as:
 - PWS/PD technical requirements
 - Organizational Conflicts of Interest
 - Contract type/Pricing model



VA's Rule of Two

A Contracting Officer of the Department shall award contracts on the basis of competition restricted to small business concerns owned and controlled by Veterans if the Contracting Officer:

- Has a reasonable expectation that two or more small business concerns owned and controlled by veterans will submit offers,
- And, that the award can be made at a fair and reasonable price that offers best value to the United States.

Commonly Used Contract Vehicles

Hardware

Software

Services

T4NG

GSA Multiple Award Schedules

NASA SEWP V GWAC

Future TAC
Contract Vehicles

Other TAC Contract
Vehicles



Not a Contract Holder on a Commonly Used Contract Vehicle?

- Networking Opportunities
 - Vendor Visits
 - TAC POC: Tony.Owens2@va.gov
 - National Veterans Small Business Engagement
 - Advanced Planning Briefs to Industry (APBI)
 - Professional Organizations
 - National Contract Management Association
 - Armed Forces Communications and Electronics Association
 - American Council for Technology-Industry Advisory Council
- Teaming Opportunities
 - T4NG – <https://www.va.gov/opal/tac/t4ng.asp>
 - SEWP – <http://www.sewp.nasa.gov/>
 - GSA – <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule>



Pre-Solicitation and Planning – Finalizing the ARP

- ARP Refinement based on Acquisition Strategy determination
 - Final updates to ARP documents (PWS/PD/IGCE/etc.), if necessary
 - Evaluation Plan
 - Contracting and OGC reviews
 - Selection Authority Briefing and Approval
- ARM/FITARA Approval
 - CIO briefing and approval on complete acquisition, including the final requirements, estimated value, and the acquisition strategy
- Socioeconomic Approval
 - OSDBU
 - SBA
- Synopsis or Industry Notification of Acquisition Strategy and Forecasted Solicitation Date
 - RFI Amendment
 - General Announcements



Solicitation Phase

- Solicitation Development
 - Request for Quote (RFQ)
 - Request for Proposal (RFP)
- Contracting and OGC Reviews and Approvals
- Release to Industry
- Amendments
- Protest
- Pre-Proposal Conferences



Evaluation Phase

- Contract Specialist Review of Contractor Submission
 - Does the proposal meet the solicitation requirements?
 - Page counts, formatting, Reps & Certs, OEM authorizations, Gray Market certifications
 - Is the Offeror Active in SAM (i.e. no Exclusions)
 - For SDVOSB set-asides:
 - VIP-verified
 - Certification of Limitation of Subcontracting IAW VAAR 852.219-77/78
 - Collect final NDAs prior to releasing proposals to the evaluators.



Evaluation Phase (cont.)

- **Proposal Evaluation** – the process of examining the merits of each proposal against the requirements of the solicitation and rating each factor/subfactor in the solicitation based on an assessment of that merit.
- Technical Evaluation
 - Led by customer with TAC assistance
 - CO/CS reviews draft reports to ensure Evaluation Plan was followed and that the details contained in the reports align with the content of each corresponding proposal.
 - OGC review is performed to confirm that the reports demonstrate that the technical evaluation was performed IAW the approach, criteria, and definitions as stated in the Evaluation Plan
- Cost / Price Evaluation / Audit
 - Usually performed by TAC (CS or Price Analyst)
 - CO and OGC reviews are performed to ensure that reports demonstrate that the Evaluation Plan was followed.
- Other Factors (Past Performance, Veterans Involvement, Veterans Employment, etc.)
 - Usually performed by TAC (CS or other designee)
 - CO and OGC reviews are performed to ensure reports demonstrate that the Evaluation Plan was followed.



Evaluation Phase (cont.)

- Initial Evaluation Reports complete
- Initial Evaluation Results/Selection Decision Briefing is prepared and reviewed by Contracting and OGC
- **Selection Process** – the process of comparing the relative merits of each proposal against those of other proposals and using the established “weights” of the factors/subfactors in the solicitation to determine the best overall proposal, which is determined to be the most beneficial to the Government.
- Selection Authority (SA) is briefed on the evaluation results
 - SA is briefed on the evaluation results for each Factor. Evaluators are available during the briefing to answer any questions from the SA.
 - Based on the initial evaluation results, the Government has the right to make a best value decision and award without discussions
 - If the SA determines that a best value decision cannot be made based on the initial evaluation results, the Government may enter discussions
 - Competitive Range Determination is documented, reviewed by OGC, signed by CO, and approved by SA
 - Items for Negotiations (IFNs) are prepared, reviewed by OGC, and provided to the Offerors remaining in the competitive range.
 - IFN responses received from Offerors are reviewed and final evaluation results are documented following the same process as the initial evaluation.
 - SA is briefed on the final evaluation results, following the same process as the initial briefing, and makes the best value award decision



Common Proposal/Quote Mistakes

- Failing to follow all solicitation submission instructions
 - Formatting and page counts
 - VA-specific submission requirements may include:
 - Self-certification that it will not provide Gray Market Goods and/or Counterfeit Electronic Parts
 - OEM Authorization Letters
 - Limitation of Subcontracting Certifications for SDVOSB set-asides (VAAR 852.219-77/78)
- Including assumptions and/or terms/conditions that result in a failure to meet VA's requirements
- Services
 - Failing to respond to each technical discriminator included in the solicitation
 - Providing generic marketing information or previous performance details instead of the proposed technical approach for meeting VA's specific requirements included in the PWS.
 - Restating PWS requirements ("the what") without providing a detailed technical approach ("the how")
- Rounding errors in pricing
- Inconsistencies between Technical, Price, Past Performance volumes, when required



Award Phase

- Draft and review of award documents
 - Selection Decision Document (SDD)
 - Contracting and OGC draft and review SDD to ensure it reflects an accurate representation of the evaluation process followed, the results of the SA briefing(s), and support the Government's best value decision in accordance with basis for award, approach, and criteria stated in the solicitation and Evaluation Plan.
 - SA reviews and approves the SDD
 - Fair and Reasonable Price Memorandum
 - Reviewed by Contracting and OGC, and signed by the CO
 - Contract/Order
 - Reviewed by Contracting and OGC, and signed by the CO
- Responsibility Determination
 - Some of the tools utilized:
 - D&B (financial capability)
 - FAPIIS (past performance)
 - SAM/Reps and Certs
 - VIP (SDVOSB set-asides)
- EEO Pre-Award Clearances, if required
- Award
- Congressional Notification
- Contract Distribution



Procurement Acquisition Lead Time (PALT) TIMES

OMB has established a standard Procurement Acquisition Lead Time (PALT)
PALT refers to the suitable length of time necessary from solicitation to award a contract

Category	Dollar Threshold	PALT Range
Other	<\$250k	20 - 35 days
	>\$250k but NTE \$7M	30 - 60 days
	>\$7M	60 - 120 days
ORDER - SEWP, GSA, FSS, GWAC, BPA, Enterprise, Other	<\$250,000	20 - 30 days
	>\$250k but NTE \$7M	20 - 45 days
	>\$7M	30 - 60 days

Questions



EXPENSE CLAIM

October 29, 2010

Market Research Worksheet

Instructions: Provide the complete documentation as required in paragraph below.

Acquisition Requirements Package (ARP).

1. Has the requirement been purchased previously? (Check the appropriate box)

☐ Yes ☐ No ☐ Do not know.

b. If you answered yes above, provide the following information:

(i) List contract number and name of contractor currently performing the requirement. If there is an unexercised option under the contract, list the option number and name of contractor.

(ii) List contract number and names and addresses of contractors who have performed the requirement.

If you are aware of existing contractual vehicles that can be utilized for the requirement, list applicable contracts and their contract numbers (e.g., NASA SEWP, VETS GWAC, General Services Administration (GSA) Contract (indicate contract number or number/Description, e.g. Schedule 70), Blanket Purchase Agreement, etc.).

Requirement(s) in terms



Office of Small and Disadvantaged
Business Utilization (OSDBU)

2022 Small Business Update

Advanced Planning Brief to Industry
June 8, 2022

Ms. Sharon Ridley
Executive Director, OSDBU



Choose  **A**

VA's Four Major Principles and OSDBU

VA's Four Major Principles

Advocacy

VA is the Nation's premier advocate for Veterans, their families, caregivers and survivors

Access

Veterans always get timely access to VA resources

Outcomes

VA always strives for the best Veteran outcomes

Excellence

VA demands excellence in all we do

OSDBU Programs

1. Center for Verification and Evaluation (CVE)
2. Direct Access Program (DAP)
3. Strategic Outreach and Communications (SOC)
4. Acquisition Support Team (AST)
5. Women Veteran-Owned Small Business Initiative (WVOSBI)
6. Shared Services Team (SST)



About OSDBU

Support the Secretary's priorities by enabling Veterans to gain access to economic opportunities by developing policies and programs, informed by customer feedback, that improve market research, increase direct access, and maximize the participation of procurement ready Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs) in Federal contracting.

Fiscal Year 2021 VA Spend: \$34.6 Billion

\$10.5 Billion spent on small businesses in FY 2021



Choose **VA**

VA



U.S. Department
of Veterans Affairs 100

Benefits of Working with OSDBU

- Creates opportunities to connect with Procurement Decision Makers (PDMs)
- Provides procurement readiness education and training resources
- Offers verification assistance
- Gives access to the Vendor Information Pages (VIP)

VA's Top IT NAICS

NAICS	NAICS Description	VA Spend (Million)	Small Business Contract Value (Million)	Percentage of contracts awarded to Small Business
541519	Other Computer Related	\$94.05	\$89.71	95.4%
511210	Software Publisher	\$22.39	\$9.80	43.8%
541511	Custom Computer Programming Services	\$12.43	\$6.62	53.3%
519130	Internet Publishing and Broadcasting	\$8.81	\$1.25	14.2%
561210	Facilities Support Services	\$7.65	\$1.42	18.5%
238290	Other Building Equipment Contractors	\$6.70	\$6.21	92.6%
334111	Electronic Computer Manufacturing	\$6.68	\$3.85	57.7%
339112	Surgical and Medical Instrument Manufacturing	\$5.65	\$0.30	5.4%
334119	Other Computer Peripheral Equipment Manufacturing	\$4.51	\$2.14	47.4%
334614	Software and Other Pre-recorded Compact Disc, Tape, and Record Reproduction	\$4.29	\$4.24	98.8%

**Figures reflect data in FPDS for October 1, 2020 – August 31, 2021*

Best Practices for Doing Business with VA

- Do your market research
- Respond to Sources Sought and Requests for Information (RFI)
- Partner and subcontract
- Meet with Procurement Decision Makers
- Take advantage of OSDDBU resources

Initiatives to Enable Small Business Participation in VA Contracts

- Forecast of Contracting Opportunities
- VA Pathfinder Vendor Tool
- Executive Order 13985

Useful Links

- **Doing Business with VA Resources**
 - <http://www.va.gov/osdbu/library/dbwva.asp>
- **Education and Training**
 - <https://www.va.gov/osdbu/outreach/soc/training.asp>
- **Direct Access Program Events**
 - <https://www.vetbiz.va.gov/events/>
- **VA Verification**
 - <https://www.vetbiz.va.gov/>
- **Veteran Entrepreneur Portal**
 - <http://www.va.gov/osdbu/entrepreneur/>
- **Small Business Liaisons:**
 - <https://www.va.gov/osdbu/about/contacts.asp#sbl>



Stay Connected with OSDBU

OSDBU Help Desk:

Phone: 866–584–2344

Email: vip@va.gov

OSDBU Website:

<https://www.va.gov/osdbu>

Direct Access Program Events:

<https://www.vetbiz.va.gov/events>

Social Media:

 **Twitter:** <https://twitter.com/VAVetBiz>

 **Facebook:** <https://www.facebook.com/VAVetBiz>

 **YouTube:** <https://www.youtube.com/c/VAOSDBU>

Wrap Up

Thank You!

- We want to hear from you!
 - Participant Surveys will appear on your screen after you exit the event today.
 - We greatly appreciate your feedback so we can gather lessons learned to apply to future events.