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
Technology Acquisition Center

Michele R. Foster
Associate Executive Director, Technology Acquisition Center and Head of Contracting Activity

Vacant
Deputy Associate Executive Director

Robert Kirzow
Director, Procurement Service A

Juan Quinones
Director, Procurement Service B

Carolyn Carbone
Director, Procurement Service C

Charles Ross
Director, Procurement Service D

David Nostrant
Director, Procurement Service E

Anne Marie Vasconcelos
Director, Procurement Service F

Jeffrey Bishop
Director, Procurement Service G

Ariel Arrosa
Director, Operations Service

Jon Smolenski
Director, Engineering Service

Michele Esteves
Executive Assistant

Choose VA

U.S. Department of Veterans Affairs
YEARLY OBLIGATIONS
Yearly Obligations

(As of May 31, 2022)

Dollars ($B)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dollars ($B)</td>
<td>0.131</td>
<td>1.53</td>
<td>2.16</td>
<td>2.10</td>
<td>2.57</td>
<td>3.01</td>
<td>3.15</td>
<td>3.30</td>
<td>4.15</td>
<td>4.38</td>
<td>4.76</td>
<td>6.03</td>
<td>7.00</td>
<td>3.14</td>
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</table>

Actions

<table>
<thead>
<tr>
<th>Year</th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
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<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actions</td>
<td>102</td>
<td>2,548</td>
<td>2,992</td>
<td>2,740</td>
<td>2,801</td>
<td>3,274</td>
<td>3,406</td>
<td>4,291</td>
<td>4,319</td>
<td>3,987</td>
<td>3,691</td>
<td>3,646</td>
<td>3,642</td>
<td>1,981</td>
</tr>
</tbody>
</table>

(As of May 31, 2022)
### Yearly Obligations

Same Time Last Year (May 31, 2021)

<table>
<thead>
<tr>
<th>ACTIONS</th>
<th>2021</th>
<th>2022</th>
<th>DOLLARS ($M)</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>2,179</td>
<td>1,981</td>
<td>$3,233</td>
<td>$3,142</td>
<td></td>
</tr>
</tbody>
</table>

Total 2,179 1,981 $3,233 $3,142
Workload and Forecasted Opportunities
# TAC Workload Summary

## TAC Active Jobs Summary

<table>
<thead>
<tr>
<th></th>
<th>Total Number of Actions</th>
<th>Total Dollar Value</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not Actionable</td>
<td>498</td>
<td>$4,069,105,548</td>
<td>88%</td>
</tr>
<tr>
<td>Actionable</td>
<td>213</td>
<td>$514,753,139</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>711</strong></td>
<td><strong>$4,583,858,687</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

## TAC Awarded Jobs Summary

<table>
<thead>
<tr>
<th></th>
<th>Total Number of Actions</th>
<th>Total Dollar Value</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Totals</strong></td>
<td><strong>1981</strong></td>
<td><strong>$3,141,993,308</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

## TAC Projected Final Position

<table>
<thead>
<tr>
<th></th>
<th>Total Number of Actions</th>
<th>Total Dollar Value</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Totals</strong></td>
<td><strong>2692</strong></td>
<td><strong>$7,725,851,995</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

(As of May 31, 2022)
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

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

### TAC FY22 New Awards

- **NASA SEWP**: 50%
- **Other Internal IDIQ, BPA and Standalone Contracts**: 21%
- **GSA**: 19%
- **Other External Contract Vehicles and IAAs**: 6%
- **T4NG**: 4%

(As of May 31, 2022)
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

<table>
<thead>
<tr>
<th>Contractor Name</th>
<th>Business Type</th>
<th>Contractor Name</th>
<th>Business Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accenture Federal Services</td>
<td>Large</td>
<td>Government CIO</td>
<td></td>
</tr>
<tr>
<td>American Communications Solutions</td>
<td>SDVOSB</td>
<td>Halfaker &amp; Associates</td>
<td>Large</td>
</tr>
<tr>
<td>Aptive Resources</td>
<td>SDVOSB</td>
<td>Insignia Technology Solutions</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>B3 Group</td>
<td>Large</td>
<td>International Business Machines Corporation</td>
<td>Large</td>
</tr>
<tr>
<td>Booz Allen Hamilton</td>
<td>Large</td>
<td>Liberty IT Solutions</td>
<td>Large</td>
</tr>
<tr>
<td>By Light Professional IT Services</td>
<td>Large</td>
<td>ManTech</td>
<td>Large</td>
</tr>
<tr>
<td>CACI-ISS</td>
<td>Large</td>
<td>Maveris</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>Cerner Federal Solutions</td>
<td>Large</td>
<td>Mind Computing</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>CGI Federal</td>
<td>Large</td>
<td>Perspecta Enterprise Solutions</td>
<td>Large</td>
</tr>
<tr>
<td>CivitasDX</td>
<td>SDVOSB</td>
<td>Pro-Sphere Tek</td>
<td>Large</td>
</tr>
<tr>
<td>Clear Vantage Point Solutions</td>
<td>SDVOSB</td>
<td>Salient CRGT</td>
<td>Large</td>
</tr>
<tr>
<td>Client First Technologies</td>
<td>SDVOSB</td>
<td>Sbg Technology Solutions</td>
<td>Large</td>
</tr>
<tr>
<td>Cognosante</td>
<td>Large</td>
<td>Sierra 7</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>Decisive Point Consulting Group</td>
<td>SDVOSB</td>
<td>Sprezzatura-Government CIO Joint Venture</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>Dexteritech Solutions</td>
<td>SDVOSB</td>
<td>Systems Made Simple</td>
<td>Large</td>
</tr>
<tr>
<td>Dynamic Government Resources</td>
<td>SDVOSB</td>
<td>Thunderyard Liberty Joint Venture</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>Favor Tech Consulting</td>
<td>Large</td>
<td>TISTA Science and Technology Corporation</td>
<td>Large</td>
</tr>
<tr>
<td>General Dynamics Information Technology</td>
<td>Large</td>
<td>Veteran Technology Integrators</td>
<td>SDVOSB</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Veterans Ez Info</td>
<td>SDVOSB</td>
</tr>
</tbody>
</table>

*** 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

• 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!
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
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**.

Office of Information and Technology
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

Office of Information and Technology
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
Vision for OIT’s Digital Transformation - Priorities

Vision-driven Execution → Operational Excellence → Delightful End User Experience → People Excellence

Office of Information and Technology
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

Office of Information and Technology
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

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

A system to help you design and write content for VA.gov

Our content style guide and front-end framework, Formation, include guidance, standards, and tools to help teams build a consistent, intuitive, and Veteran-centered experience across VA.gov.

Get started
VA Notify Homepage

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 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.

Office of Information and Technology
Digital VA Product Marketplace Homepage

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)
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)
Idea to Reality – BIOS’s Internal Process Step-by-Step

**Relationship Building and Idea Sharing**
BIOS’s Business Relationship Managers (BRMs) build strong working relationships with OIT’s business partners. BRMs advocate for each idea through the entire intake and process.

**IT Governance and Investment Management**
OIT’s Capitol Planning and Investment Control Process ensures that each new idea is the best solution to the identified issue and has the needed funding for both development and sustainment.

**Guiding an Idea to Production**
BIOS coordinates with every division in OIT—from DevSecOps to OIS—to create the product and ensure that everyone knows why it is needed, the purpose it will serve, and who the primary Point of Contact (POC) is.
QUESTIONS?
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

Office of Information and Technology
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
- Health Informatics
- VHA Finance
- Discovery, Education, and Affiliate Network (DEAN)
- Healthcare Environment and Logistics Management
- Telehealth and Scheduling

Benefits and Memorial Services
76 Supported Products
- Appeals
- Compensation and Pension
- Benefits Integration and Administration
- 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)

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

Office of Information and Technology
# Health Services Portfolio Service Contracts (6–24 Months) (1 of 3)

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

Office of Information and Technology
### Health Services Portfolio Service Contracts (6–24 Months) (2 of 3)

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

Office of Information and Technology
<table>
<thead>
<tr>
<th>Recompete or New</th>
<th>Project Start Date</th>
<th>Project Amount</th>
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<th>Acquisition Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recompete</td>
<td>August 18, 2024</td>
<td>$24,000,000 to $36,000,000</td>
<td>Health Financial</td>
<td>Scrum teams and Break-Fix support for Cloud-Based Signature Informed Consent for Clinical Treatments and Procedures Enterprise Solution</td>
</tr>
<tr>
<td>Recompete</td>
<td>August 15, 2023</td>
<td>$210,000 to $310,000</td>
<td>MREPH</td>
<td>Licenses and License Management of Rocky Mountain Cancer Data Systems</td>
</tr>
<tr>
<td>Recompete</td>
<td>January 1, 2023</td>
<td>Not Applicable</td>
<td>CA</td>
<td>Licenses and Break-Fix for Performance Logic Rounding Center Environment of Care Software</td>
</tr>
<tr>
<td>Recompete (sole source)</td>
<td>March 2023</td>
<td>$2,800,000 to $4,200,000</td>
<td>CA</td>
<td>Licenses and Break-Fix for Community Living Centers Resident Assessment Instrument</td>
</tr>
<tr>
<td>Recompete or New</td>
<td>Project Start Date</td>
<td>Project Amount</td>
<td>Primary Product Line</td>
<td>Acquisition Title</td>
</tr>
<tr>
<td>------------------</td>
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<td>----------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>New</td>
<td>July 15, 2023</td>
<td>$20,000,000 to $30,000,000</td>
<td>Loan Guaranty</td>
<td>Specially Adapted Housing/Special Housing Adaptation (SAH/SHA) Solution</td>
</tr>
<tr>
<td>Recompete</td>
<td>March 19, 2023</td>
<td>$26,000,000 to $40,000,000</td>
<td>Insurance</td>
<td>DevOps for Life Insurance Policy Administration Solution</td>
</tr>
<tr>
<td>Recompete</td>
<td>June 9, 2023</td>
<td>$290,000,000 to $435,000,000</td>
<td>Compensation and Pension (C and P)</td>
<td>Veterans Benefits Management System (VBMS)</td>
</tr>
<tr>
<td>Recompete</td>
<td>June 8, 2024</td>
<td>$130,000 to $190,000</td>
<td>Multiple</td>
<td>Benefits and Memorials Technical Management</td>
</tr>
</tbody>
</table>
### Benefits and Memorials Portfolio Service Contracts (6–24 Months) (2 of 2)

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

Office of Information and Technology
## Corporate Portfolio Service Contracts (6-24 Months)

<table>
<thead>
<tr>
<th>Recompete or New</th>
<th>Project Start Date</th>
<th>Project Amount</th>
<th>Primary Product Line</th>
<th>Acquisition Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recompete</td>
<td>September 10, 2022</td>
<td>$720,000,000 to $1,000,000,000</td>
<td>Corp-Human Capital Management</td>
<td>DevOps</td>
</tr>
<tr>
<td>Recompete</td>
<td>June 27, 2023</td>
<td>$7,000,000 to $11,000,000</td>
<td>Multiple</td>
<td>Corporate Technical Management Support</td>
</tr>
</tbody>
</table>

Office of Information and Technology
## Financial Technology Service (FTS) Portfolio Service Contracts (6–24 Months) (1 of 2)

<table>
<thead>
<tr>
<th>Recompete or New</th>
<th>Project Start Date</th>
<th>Project Amount</th>
<th>Primary Product Line</th>
<th>Acquisition Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>New</td>
<td>May 30, 2023</td>
<td>$12,000,000.00</td>
<td>FTS-Operations and Maintenance Division (OMD)</td>
<td>DevOps for Temporary Duty Travel Management</td>
</tr>
<tr>
<td>New</td>
<td>November 20, 2022</td>
<td>$73,482,979.00</td>
<td>FTS-Product Management Office</td>
<td>Product Management Support Services (PMSS)</td>
</tr>
<tr>
<td>Recompete</td>
<td>September 23, 2024</td>
<td>$57,225,048.00</td>
<td>FTS-IT Business Operations</td>
<td>Licenses and License Management DevOps Tool Suite</td>
</tr>
</tbody>
</table>

Office of Information and Technology
## Financial Technology Service (FTS) Portfolio Service Contracts (6–24 Months) (2 of 2)

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

Office of Information and Technology
Contact Us

www.oit.va.gov
Twitter: @VA_CIO
LinkedIn: @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’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

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

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.

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)

Office of Information and Technology
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
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

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Desktop Computers</td>
<td>Laptop Computers</td>
<td>Docking Stations</td>
<td>Monitors</td>
<td>Servers</td>
<td>Networking Equipment</td>
</tr>
<tr>
<td>Video Teleconferencing Equipment</td>
<td>Audio Visual Equipment</td>
<td>Security Firewalls</td>
<td>Storage Devices</td>
<td>Printers</td>
<td></td>
</tr>
</tbody>
</table>

**Enterprise Solutions**  
**Industry Oriented**  
**Innovations Support**  
**Dedicated Workforce**  
**Customer Partnerships**
### Phases & Roles in the Contracting Process

<table>
<thead>
<tr>
<th>Requirements Definition</th>
<th>Pre-Solicitation and Planning</th>
<th>Solicitation</th>
<th>Evaluation</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>- Package Development</strong> – C</td>
<td><strong>- Milestone Forecasting</strong> – TAC/C</td>
<td><strong>- Solicitation Development</strong> – TAC</td>
<td><strong>- CS Review of Contractor Submission</strong> – TAC/C</td>
<td><strong>- Selection Process</strong> – TAC/C</td>
</tr>
<tr>
<td><strong>- Requests for Information / Sources Sought Notices</strong> – C/TAC</td>
<td><strong>- Acquisition Strategy</strong> – C/TAC</td>
<td><strong>- Amendments</strong> – TAC/C</td>
<td><strong>- Cost/Price Evaluation/Audit</strong> – TAC</td>
<td><strong>- Responsibility Determination</strong> – TAC</td>
</tr>
<tr>
<td><strong>- Rough Orders of Magnitude (ROM)</strong> – TAC/C</td>
<td><strong>- Package Refinement</strong> – C/TAC</td>
<td><strong>- Protest</strong> – OGC/TAC/C</td>
<td><strong>- Negotiations / Discussions</strong> – TAC/C</td>
<td><strong>- Award</strong> – TAC</td>
</tr>
<tr>
<td><strong>- Industry Days / One-on-Ones / Technical Interchange</strong> – C/TAC</td>
<td><strong>- Approvals</strong> – C/TAC/OSBDU</td>
<td><strong>- Pre-Proposal Conferences</strong> – TAC/C</td>
<td><strong>- Review Exclusions in the System for Award Management (SAM)</strong> – TAC</td>
<td><strong>- Congressional Notification</strong> – TAC</td>
</tr>
<tr>
<td><strong>- Site Visits</strong> – C/TAC</td>
<td><strong>- Synopsis/Industry Notification</strong> – TAC</td>
<td></td>
<td></td>
<td><strong>- Contract Distribution</strong> – TAC</td>
</tr>
</tbody>
</table>

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

- **TAC** = Technology Acquisition Center
- **OGC** = Office of General Counsel
- **OSBDU** = Office of Small and Disadvantaged Business Utilization

---

<table>
<thead>
<tr>
<th>C = Customer</th>
<th>TAC = Technology Acquisition Center</th>
</tr>
</thead>
<tbody>
<tr>
<td>OGC = Office of General Counsel</td>
<td>OSBDU = Office of Small and Disadvantaged Business Utilization</td>
</tr>
</tbody>
</table>
# Market Research & Acquisition Process

## Acquisition planning and contracting milestones

### Acquisition planning phase

- Need identified
- Procurement request approved
- Solicitation published
- Offers received
- Contract awarded

### Presolicitation

- Program office

**Market research**

- Market research is conducted before developing new requirements documents.

### Preaward

- Program and contracting office

**Market research**

- Market research is conducted before soliciting offers for:
  - Acquisitions above the simplified acquisition threshold
  - Acquisitions below the simplified acquisition threshold, in certain circumstances;
  - Acquisitions that could lead to a bundled contract

### Postaward

- Contracting office

**Market research**

- Market research can be used to inform price reasonableness during the evaluation of proposals.

- Market research is conducted before awarding task or delivery orders under an existing contract in certain circumstances.

---

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
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.
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
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**

**GSA Multiple Award Schedules**

- NASA SEWP V GWAC
- T4NG

**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.
• 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
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
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

<table>
<thead>
<tr>
<th>Category</th>
<th>Dollar Threshold</th>
<th>PALT Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other</td>
<td>&lt;$250k</td>
<td>20 - 35 days</td>
</tr>
<tr>
<td></td>
<td>&gt;$250k but NTE $7M</td>
<td>30 - 60 days</td>
</tr>
<tr>
<td></td>
<td>&gt;$7M</td>
<td>60 - 120 days</td>
</tr>
<tr>
<td>ORDER - SEWP, GSA, FSS, GWAC, BPA, Enterprise, Other</td>
<td>&lt;$250,000</td>
<td>20 - 30 days</td>
</tr>
<tr>
<td></td>
<td>&gt;$250k but NTE $7M</td>
<td>20 - 45 days</td>
</tr>
<tr>
<td></td>
<td>&gt;$7M</td>
<td>30 - 60 days</td>
</tr>
</tbody>
</table>
2022 Small Business Update

Advanced Planning Brief to Industry
June 8, 2022

Ms. Sharon Ridley
Executive Director, OSDBU
# VA’s Four Major Principles and OSDBU

<table>
<thead>
<tr>
<th><strong>VA’s Four Major Principles</strong></th>
<th><strong>OSDBU Programs</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Advocacy</strong></td>
<td>1. Center for Verification and Evaluation (CVE)</td>
</tr>
<tr>
<td>VA is the Nation’s premier advocate for Veterans, their families, caregivers and survivors</td>
<td>2. Direct Access Program (DAP)</td>
</tr>
<tr>
<td><strong>Access</strong></td>
<td>3. Strategic Outreach and Communications (SOC)</td>
</tr>
<tr>
<td>Veterans always get timely access to VA resources</td>
<td>4. Acquisition Support Team (AST)</td>
</tr>
<tr>
<td><strong>Outcomes</strong></td>
<td>5. Women Veteran-Owned Small Business Initiative (WVOSBI)</td>
</tr>
<tr>
<td>VA always strives for the best Veteran outcomes</td>
<td>6. Shared Services Team (SST)</td>
</tr>
<tr>
<td><strong>Excellence</strong></td>
<td></td>
</tr>
<tr>
<td>VA demands excellence in all we do</td>
<td></td>
</tr>
</tbody>
</table>
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
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

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

*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 OSDBU 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

• 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
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.