

# **Government Wide Acquisition Contracts (GWACs)**

## **Part 2**

## In Part 1 we discussed ...

**The FAR definition of “GWAC”**

**Regulatory requirements for GWACs**

**GWAC benefits**

**FTS Assisted Services**

**GWAC Program Support Benefits**

**“How are GWACs different from Schedules?”**

## Outline of Part 2

### GSA's GWAC Contract Vehicles

**ANSWER**

**Millennia**

**Alliant**

**ITOP II**

**Virtual Data Services**

**ACES**

**HUBZone**

**8(a) FAST**

**8(a) STARS**

**Millennia Lite**

**Seat Management**

**Smart Card**



# Overview of Contracts

# Contract Vehicles

## ANSWER

### ACES

HUBZone  
8(a) FAST  
8(a) STARS



Millennia Lite  
Seat Management  
Smart Card



# GWAC Center

**GWAC Center, Pacific Rim Region**

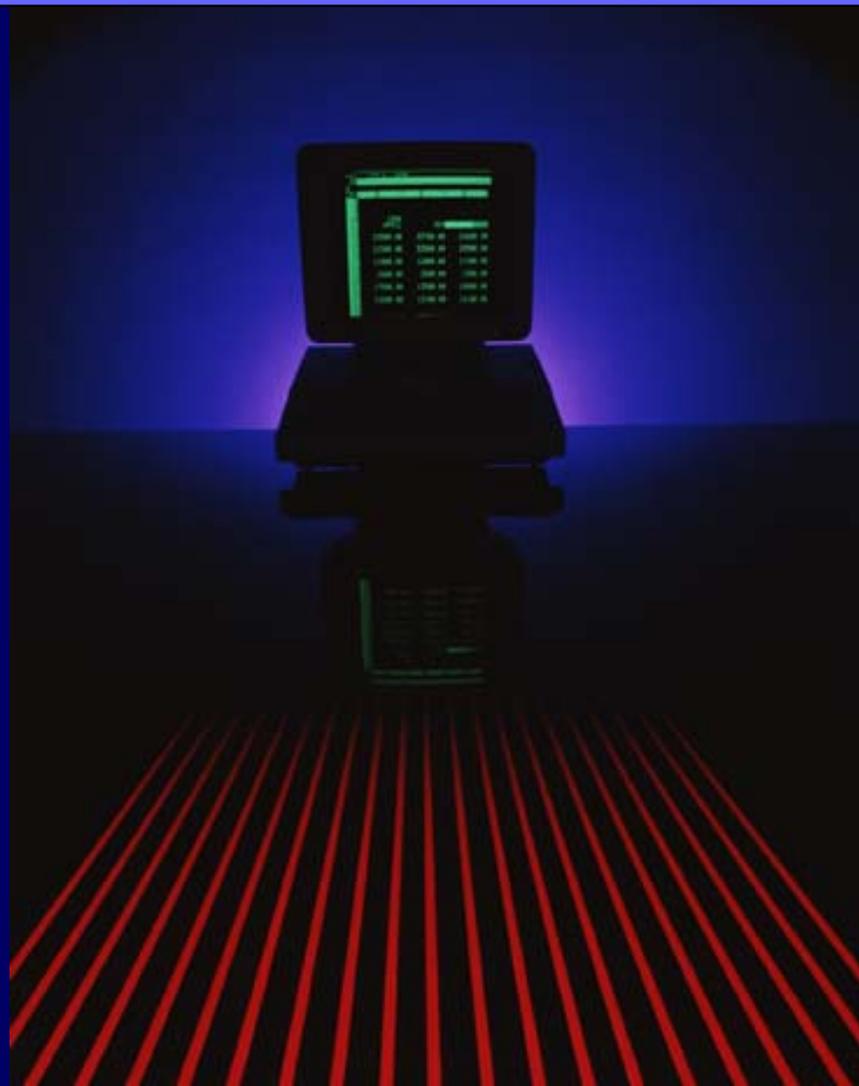
**San Diego, CA**

**877-534-2208**

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

# ANSWER GWAC

- **Awarded 1998**
- **MA/IDIQ**
- **Worldwide coverage**
- **10 Industry Partners**
- **10-year contract**  
period of performance  
through December 31,  
2008



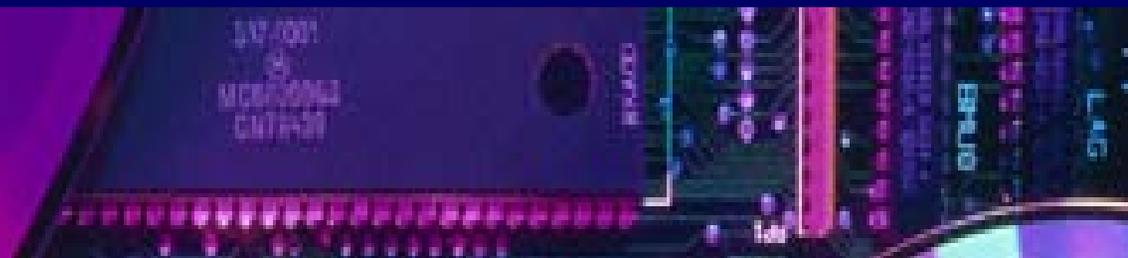
# ANSWER GWAC

- **FFP, FPIF, FPAF, T&M and labor hour**
- **\$25B ceiling**
- **Scope – a full complement of IT services**

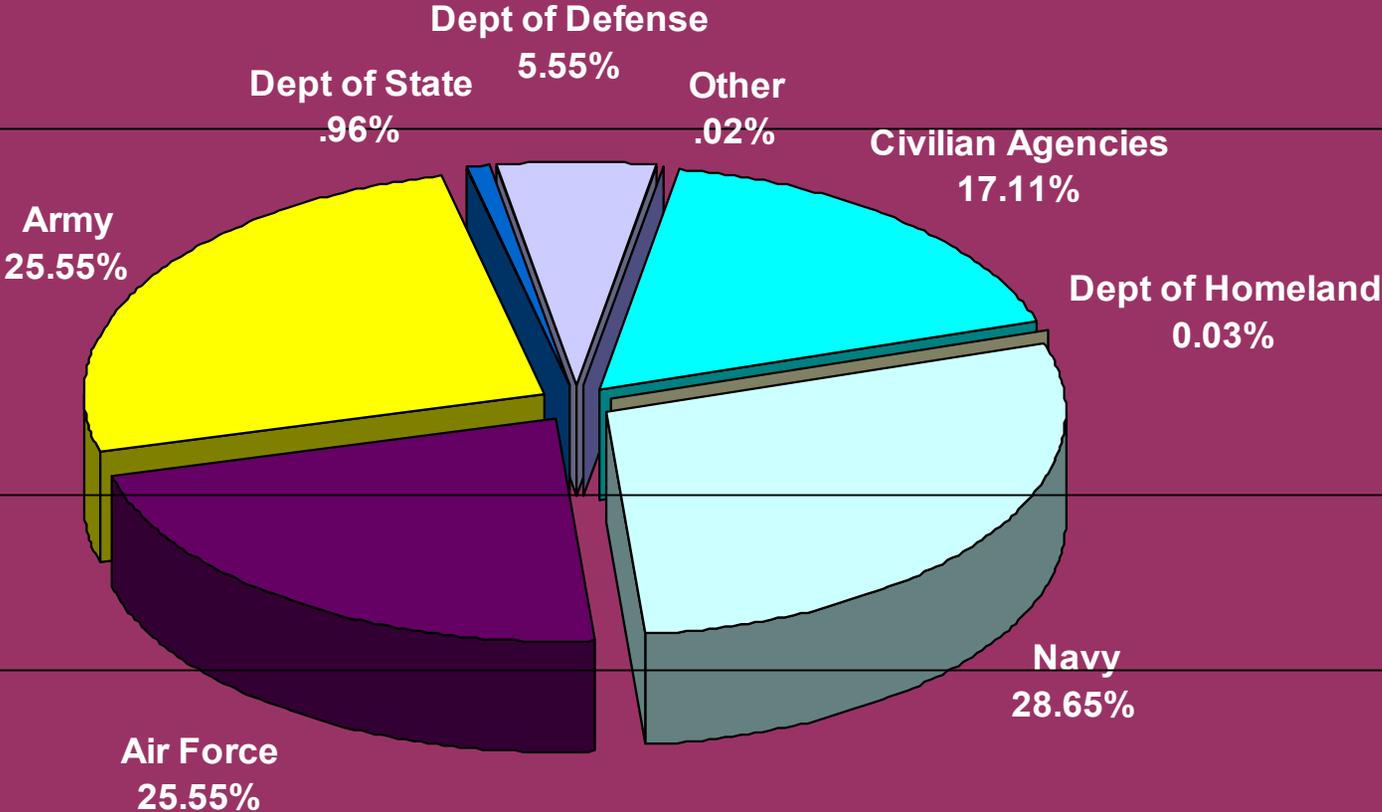


# ANSWER GWAC

•Projects awarded	2,302
•\$\$\$ Obligated	\$2.748B
•Estimated Value	\$6.73B
•Skill Levels	139
•IT Functional Applications	23
•# Contractor Personnel	7,152
•Coverage (states/countries)	48 / 79



# ANSWER Dollars by Agency



# ANSWER GWAC

## ANSWER Contract Distinguishing Characteristics

- Fully dedicated Program Managers
- Fully dedicated Group Managers
- Contractor employees receive state-of-the art training at no extra charge to the client
- Rate areas based on geography
- Comprehensive scope
- Ongoing technical refreshment



# Millennia GWAC

- **Awarded 1999**
- **Worldwide coverage**
- **\$25B contract ceiling**
- **9 Industry Partners**
- **Specifically designed for large scale IT projects**
- **10-year contract period of performance**
- **Fixed Price and Cost Reimbursable tasks**



# Millennia GWAC

- **Software Engineering - planning, design, development, maintenance, improvement & conversion**
- **Communications - definition, design, implementation & management of digital and integrated systems**
- **System Integration - integration of technical components resulting in a turnkey system**

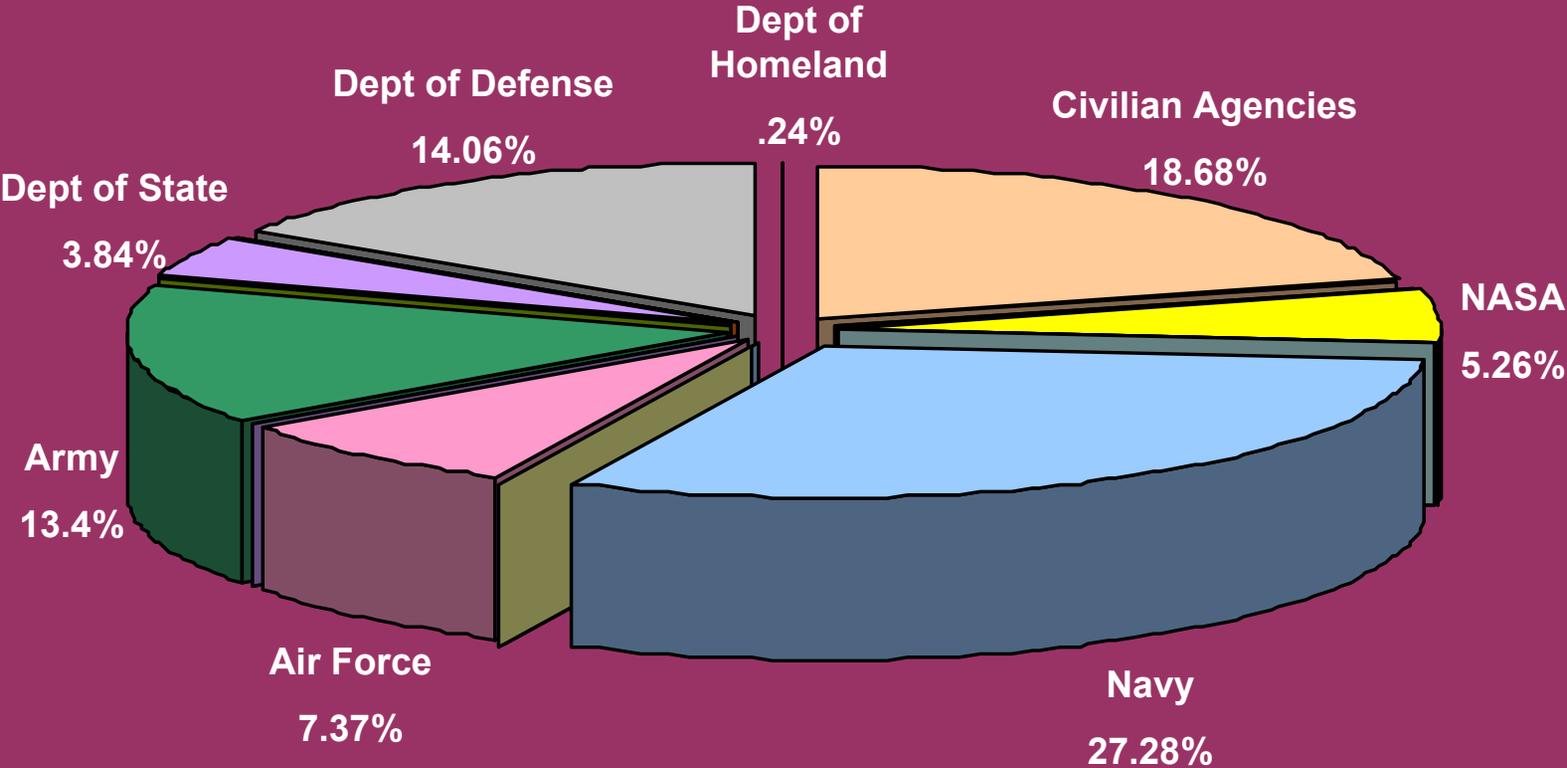


# Millennia GWAC



- **Projects Awarded**      **82**
- **\$\$ Obligated**      **\$2.64B**
- **Estimated Value**      **\$6.79B**
- **Skill Levels**      **17**

# Millennia Dollars by Agency





# Millennia Dollars by Agency

## Follow-On Procurements

- **Alliant Contract- Replacement for ANSWER AND Millennia**

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

- **New Task Orders on ANSWER and Millennia may be issued up to three months after the award of ALLIANT and must be completed within five years of Task Order issuance**

## ITOP II GWAC

- **DOT Contract transferred to GSA**
- **Awarded February 28, 1999**
- **Contract Ceiling \$10B**
- **New Task Orders can be issued up to January 27, 2006 for a period of five years**
- **All types of task orders available (FP, CR, T&M/LH)**
- **173 task orders awarded**
- **\$1.52B obligated**
- **\$4.44B estimated value**

## ITOP II GWAC

**•3 Functional Areas intended to cover the gamut of IT efforts**

- Information Systems Engineering Support Services (14 contracts)**
- Systems Operations and Management Support Services (13 contracts)**
- Information System Security Support Services (8 contracts)**

## Virtual Data Services GWAC



- **Outsourcing support for general business applications and classified processing**
- **Allows agencies to outsource their data center operations and focus on core mission**
- **Contract period of performance through February 17, 2007**

# Access Certificates for Electronic Services (ACES)

- **ACES ensures secure online access to Government information and services by the public through use of public key infrastructure**
- **ACES, through the use of Public Key Infrastructure (PKI), protects information assets in many different ways:**
  - **Authentication**
  - **Access Control**
  - **Data Integrity.**
  - **Technical Non-repudiation**
  - **Confidentially**



# GWAC Centers

**Small Business GWAC Center**  
**Kansas City, Missouri**  
**877-327-8732**

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



# HUBZone GWAC

**Historically Underutilized Business Zone**



## What is the HUBZone Program?

- **Created in 1997 by PL 105-135**
- **There is a 3% statutory goal**
- **SBA manages certification**
- **Benefits economically distressed areas through job creation**
- **Different than 8(a) which is tied to an owner's status**



# HUBZone Requirements

**Must be small business by SBA standards**

**Principal Office must be located in a HUBZone (urban, rural, federally recognized Indian reservations)**

**Owned by US citizen, CDC, or Indian tribe**

**35% of employees reside in a HUBZone**

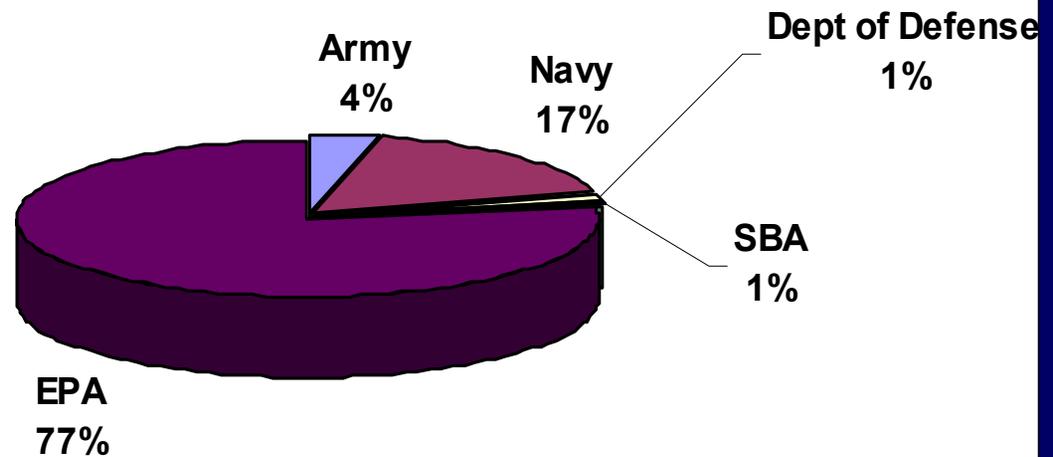


# HUBZone GWAC Structure

- **Multiple Award HUBZone Set-aside**
- **Program ceiling of \$2.5 billion**
- **Fixed price and T&M task order types**
- **Base of two years with three 1-year options**
- **7 functional areas – each tied to a NAICS**
- **Maximum 10 awards per area**
- **Total of 68 awards to 36 firms**



# HUBZone Usage by Agency



## About the Awardees

- **Elite HUBZone Information Technology firms**
- **Very competitive award process**
- **Worldwide performance – not just HUBZone area**
- **Teaming arrangements with niche subcontractors are often available**



## 8(a) FAST

- **Awarded pursuant to Section 8(a) of the the Small Business Act (P.L. 85-536) and in accordance with FAR Part 19**
- **Competed Multiple-Award IDIQ Contracts set aside exclusively for 8(a) businesses**



# Distinguishing Characteristics

- **Orders up to the 8(a) competitive threshold can be awarded sole source due to:**
  - **Firm's self-marketing efforts**
  - **Past performance**
- **8(a) competitive set aside**
- **Flexible, easy-to-use vehicle**
- **Fixed price & labor hour task order types**
- **Wide range of tasks within scope**



## 8(a) FAST

- **7-year contract – Expires Oct '04**
- **Performance period must end by Oct '05**
- **188 contracts with 149 Industry Partners**
- **Awarded using SIC code 7373**
- **Directed orders allowed up to \$3M. Fair opportunity used for orders in excess of \$3M or if no vendor preference**
- **Agencies can receive socioeconomic credit**
- **Section 803 compliant**

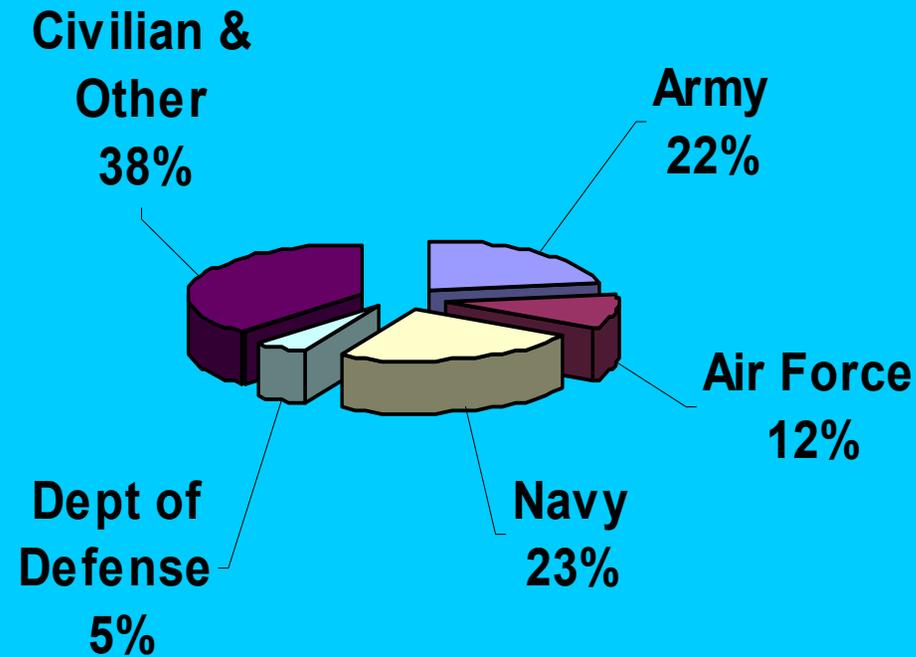
# Client Satisfaction

## Sales as of Mar '04

- Average order: \$150K
- 80% of contract holders have received orders
- Still counting (100 orders/month)



## 8(a) FAST Obligated Dollars by Agency



## *New!* 8(a) STARS

- 8(a) Streamlined Acquisition Resources for Services
- 8 functional areas based on NAICS
- 3-year base with two, two-year options
- \$15B program ceiling
- Award date – Spring
- Replenish portfolio with many new 8(a)s
- New website: [www.gsa.gov/8astars](http://www.gsa.gov/8astars)



# Industry Partner Benefits

- Onramp to government contract
- Allows for self-marketing
- Introduces the competitive marketplace
- Assistance from staff in learning how to do business with the Government
- Next step – Schedules and other competitive vehicles
- Demonstrate past performance capabilities



# Small Business GWAC Benefits

- **Pre-competed, set-aside contracts that help small business navigate federal market**
- **Excellent portfolio of 8(a) and HUBZone Industry Partners**
- **8(a) GWACs have sole-source ordering built in**
- **Partnership with industry to provide best value and innovation to customers**
- **Benefits for customers and government through reduced lead time**
- **Benefits for economy through job creation**



# IT GWAC Center

**Fort Worth, TX**

**877-929-4822**

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

## Millennia Lite GWAC

- **Worldwide coverage**
  - **Nationwide ceiling priced labor rates with provision for worldwide pricing**
- **33 Industry Partners**
- **37 contracts**



## Millennia Lite GWAC

- **Awarded in 2000**
- **3-year contract period**
  - **with performance-based extensions for a total 10-year contract period through 2010**



## Millennia Lite GWAC



- **All types of task orders available (FP, CR, T&M/LH)**
- **\$20 billion contract maximum**

**Reached \$1B in task awards during FY2003**

# Millennia Lite GWAC

## Four Functional Areas:

**Information Technology  
Planning, Studies and  
Assessment  
(51 skill levels)**

**High-End Information  
Technology Services  
(47 skill levels)**

**Mission Support  
Services  
(56 skill levels)**

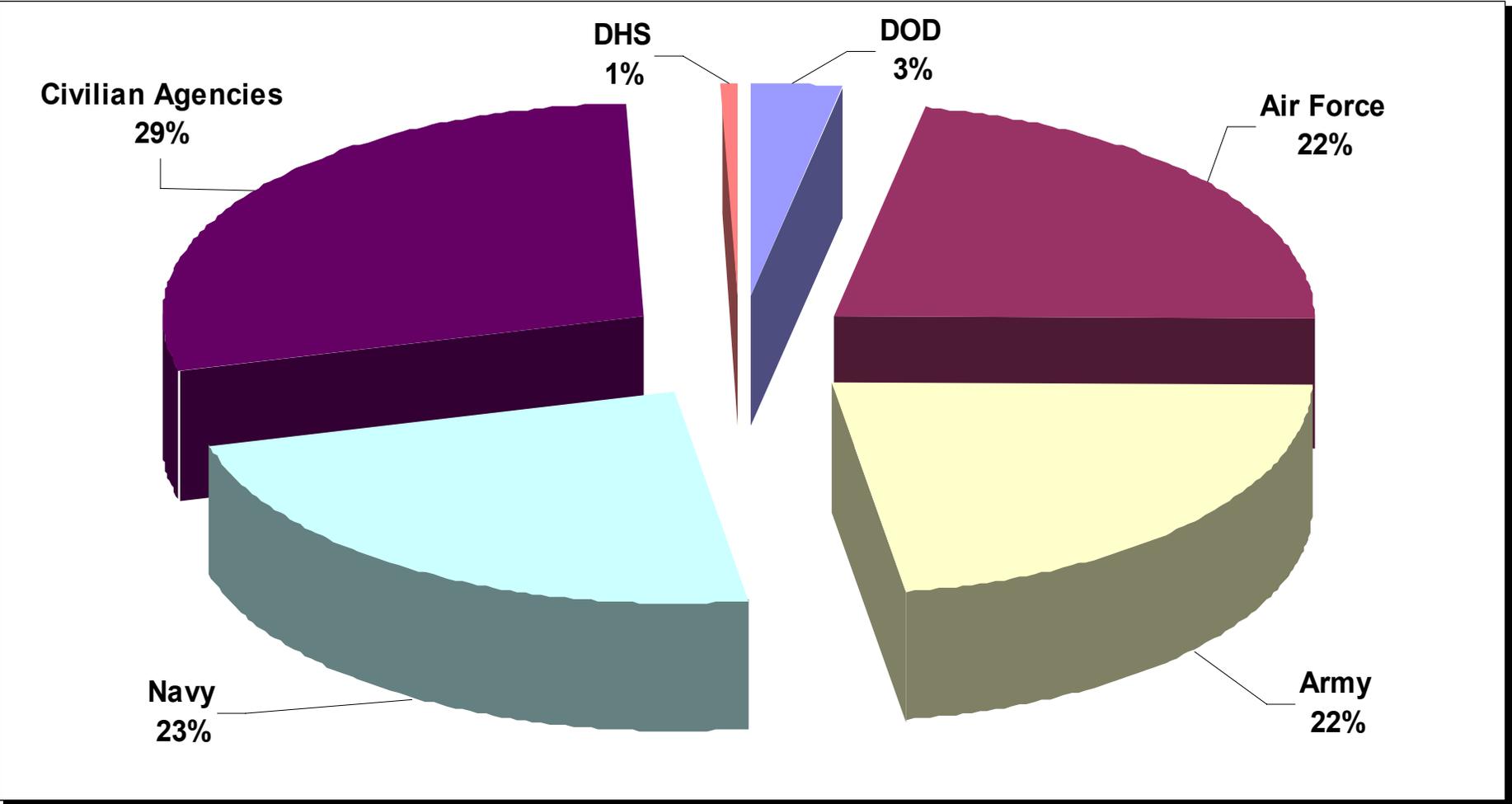
**Legacy Systems  
Migration and New  
Enterprise Systems  
Development  
(97 skill levels)**

## Millennia Lite GWAC

**Millennia Lite incorporates these performance-based elements at the contract level:**

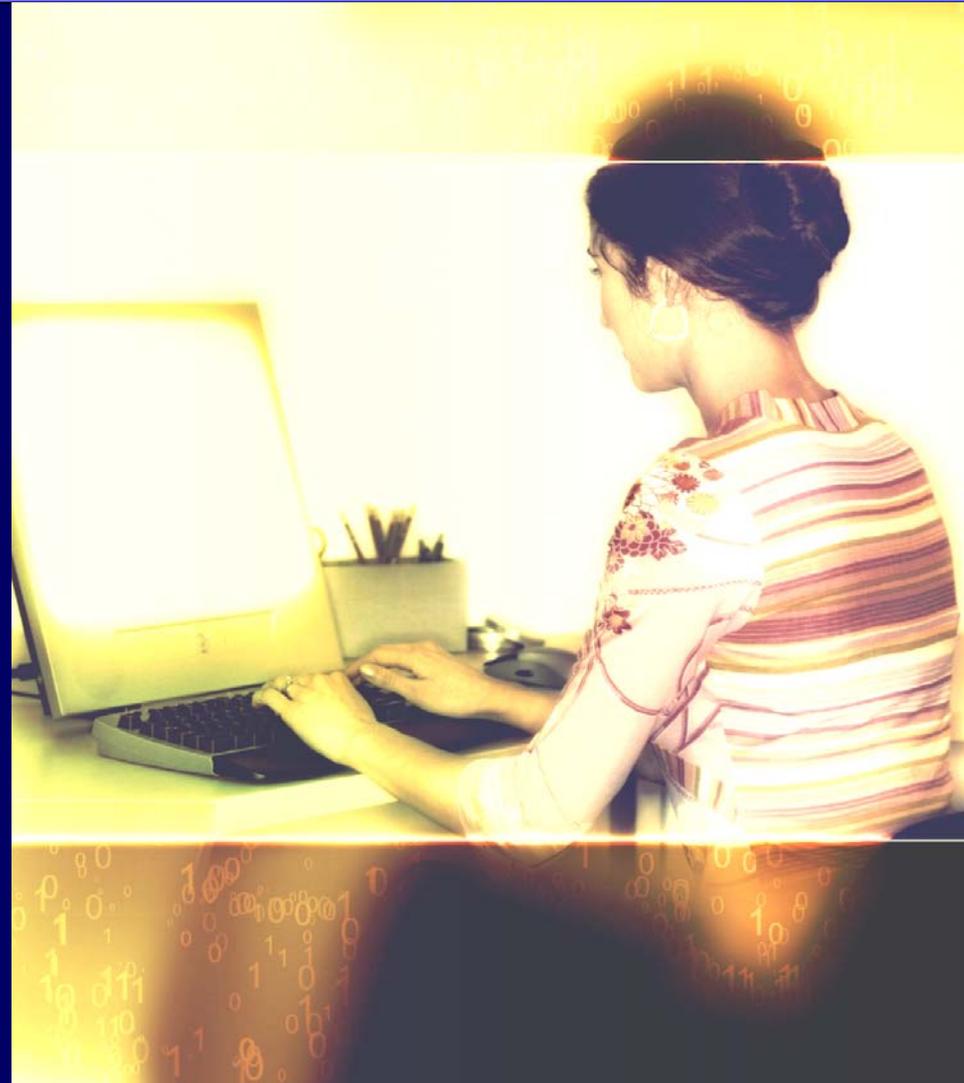
- **Meaningful measures to determine success**
- **Performance standards**
- **Quality Assurance Plan**
- **Performance Incentive (Award Term)**

# Millennia Lite Order Distribution



# Seat Management GWAC

- **Performance-based contract**
- **Improves service delivery**
- **Assists customers in understanding, managing and predicting desktop costs**
- **Worldwide performance**
- **\$9 billion contract ceiling**



# Smart Card GWAC

- Tailored to fit your requirements
- Enhances security
- Promotes growth of e-commerce
- Support wide range of services
- Promotes automation to streamline business functions



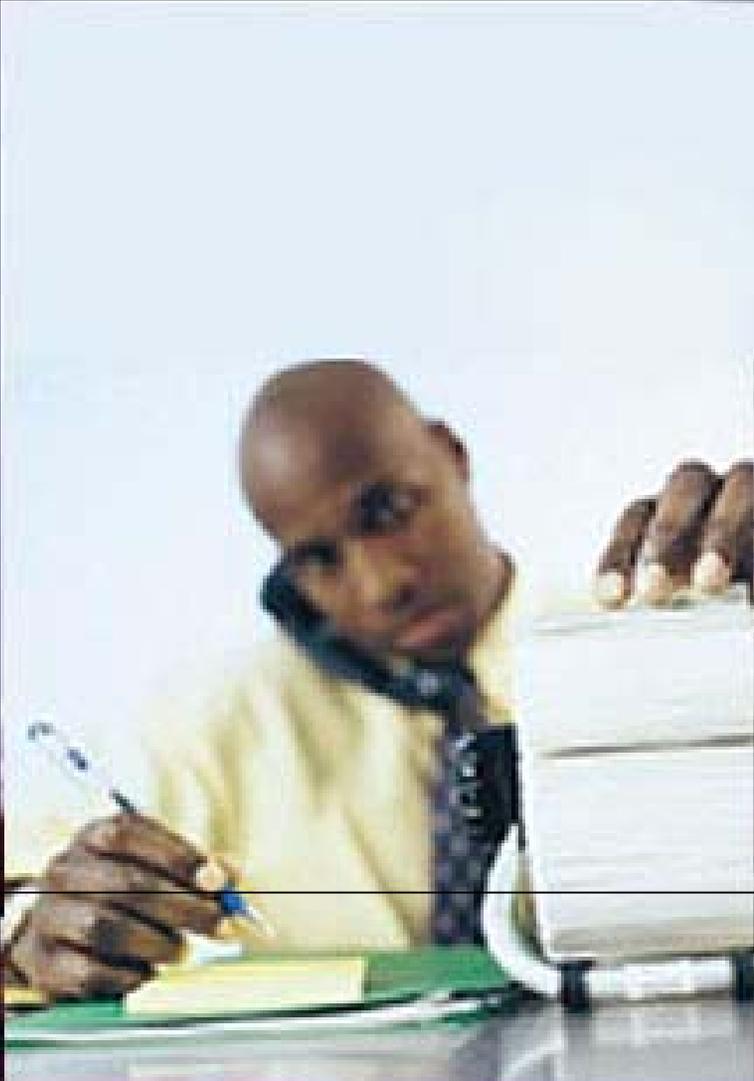
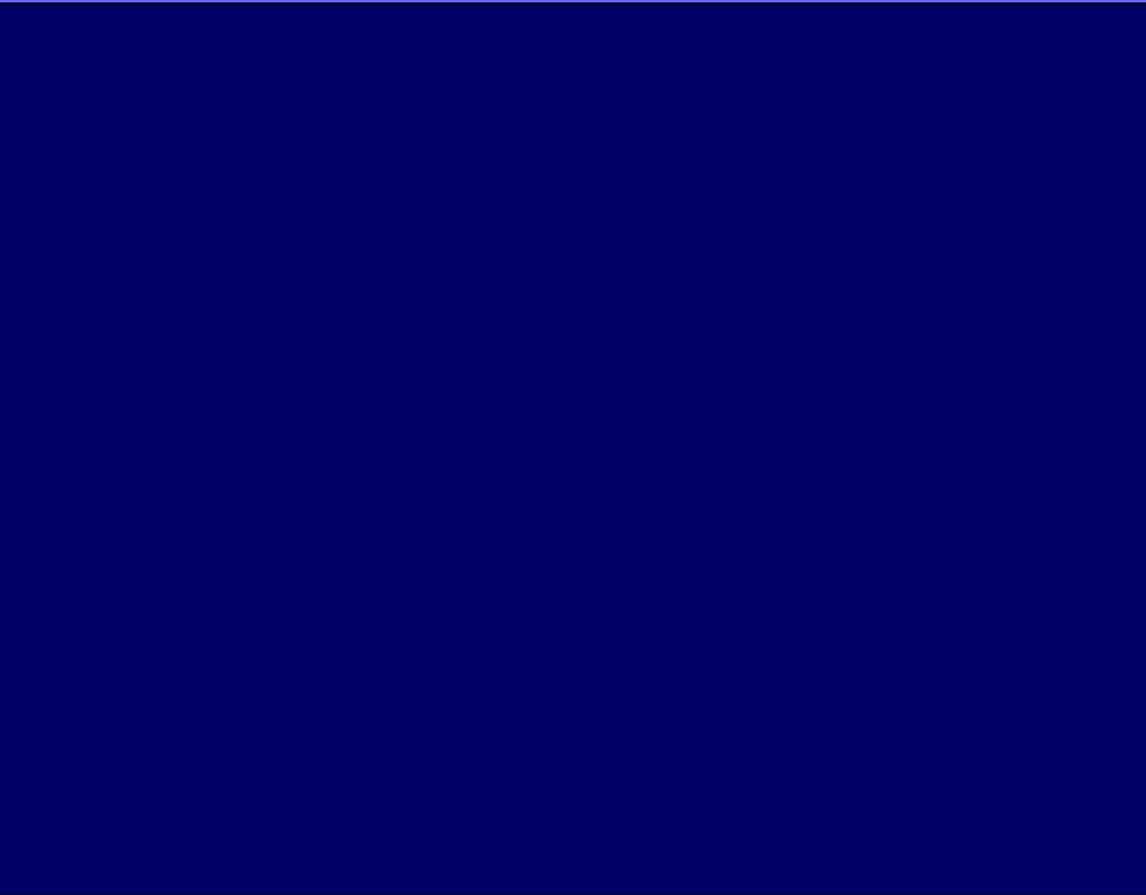
# Smart Card GWAC

- **Secure**
- **Cost- effective**
- **Robust**
  - **Physical access**
  - **Logical access**
  - **Public Key Infrastructure**
  - **Medical information**
  - **and more ...**



# Summary

- **GWACs are a new concept to many**
- **GWACs are only for technology**
- **GWACs have unique benefits for our customers**
- **GWAC Centers provide program support to clients and industry partners**
- **Win-win for customers and federal government**





# GWAC Centers

## GWAC Center, Pacific Rim Region

**877-929-4822**

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

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# Thank you

