

GSA Podcast #2: Alliant and Alliant SB

Final

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MIKE: Hello, and welcome to GSA Today. I'm Michael O'Neill, director of GSA's GWACs program. And here's what's happening in the world of federal procurement.

Today's topic is GWACs. "What are GWACs?" you might ask. They're government wide acquisition contracts, approved by the federal government's Office of Management and Budget for use by all government agencies. I'm here with a couple members of my team to discuss two of GSA's popular enterprise and small business GWACs – and how they help customers access a full range of Information Technology solutions.

CASEY: Thanks, Mike. Hello, I'm Casey Kelley ...

STEVE: And I'm Steve Triplett.

CASEY: Steve, GSA's Alliant family of GWACs includes the Alliant GWAC and the Alliant Small Business GWAC. Both are flexible Information Technology contracts for federal agencies to access worldwide IT integrated solutions. They can both be easily customized to manage risks to suit your agency's unique technology requirements. The main difference between the two is the program ceiling (or dollar amount) and the type of vendors participating on each contract vehicle.

MIKE: That's right Casey, Alliant SB has a \$15 Billion dollar program ceiling. It's a small business set-aside contract, which means federal agencies can gain easy access to IT solutions through exceptionally qualified small businesses. In comparison, Alliant has a \$50 Billion dollar program ceiling that allows federal agencies to easily access IT solutions from well-qualified large and medium-sized businesses.

STEVE: And Mike, our customers may want to know that both Alliant and Alliant SB are multiple-award, indefinite-delivery/indefinite-quantity (IDIQ) GWACs. One key feature of both is that all contract types are allowed, including fixed-price, cost-reimbursement, labor-hour, and time-and-materials.

CASEY: Steve, that makes it even easier to purchase a broad range of IT solutions including cyber security, information assurance, virtualization, sustainability, cloud computing, and much more. Hey Mike, why don't you tell us about the broad scope of Alliant and Alliant Small Business?

MIKE: Sure, Casey. Alliant and Alliant SB provide access to "Anything IT Anywhere." They're both aligned to the Federal Enterprise Architecture and DoD Enterprise Architecture. This is important for two reasons. First, it ensures emerging technologies and all enterprise activities contributing to an overall IT mission are within the intended scope of the contract. Second, it allows agencies to efficiently translate modeled designs to actual field solutions in new and innovative ways. So guys, what else makes the Alliant family of GWACs an attractive solution?

CASEY: Mike, the flexibility of Alliant and Alliant Small Business enable federal agencies to easily customize contract types, CLIN structures, and agency-specific clauses at the order level. They also provide easy access to a diverse contractor pool of proven commercial IT vendors.

STEVE: And wait, there's more! Alliant and Alliant SB are both very cost effective. Access fees are only .75%, with direct order fees capped at \$150K annually. And, upon request, GSA will provide scope compatibility reviews as a courtesy to evaluate Statements of Work, Performance Work Statements, and Statement of Objectives. Casey, can you expand on Alliant SB's ability to help agencies meet their socioeconomic goals?

CASEY: Sure, Steve. That's an important point. Federal agencies earn small-business credits when they order through Alliant Small Business. GSA is committed to the small business community and helping agencies meet their respective goals as demonstrated by the many Small Business GWACs we offer.

MIKE: In fact, Casey, GSA's commitment in this area is so great that the goal for all primes under Alliant is to have 50% of all work that they subcontract out performed by small business subcontractors over the life of the Alliant contract. Even though agencies don't receive socioeconomic credit for subcontracted work performed by small business under direct awards on Alliant, GSA is committed to helping America's small businesses during the economic recovery.

CASEY: Mike, there are additional benefits worth mentioning here. First, Alliant and Alliant SB offer streamlined ordering procedures to help customers save time and money by reducing the procurement lead-time. Second, both GWACs comply with Section 863 of the National Defense Authorization Act that supports the FAR 16.505 Fair Opportunity process. Steve, last question. Should customers be concerned about contract protests using Alliant and Alliant Small Business?

STEVE: We don't think so, Casey. There hasn't been a protest yet for either Alliant or Alliant SB through the first 18 months of their contract life. It's important to note that, as stated in the FAR, protests are not allowed on Alliant orders of \$10 million and under, except on the grounds that the order increases the scope, period of performance, or maximum value of the GWAC.

CASEY: Well Steve, we've provided our listeners with a lot of information today.

MIKE: I'd say so, guys. So where can people go to learn more about GSA's enterprise and small business GWACs?

CASEY: Mike, that's an easy one. Visit GSA's website at www.gsa.gov/Alliant/options (that's www dot gsa dot gov slash Alliant slash Options) or call me, Casey Kelley, at (877) 534-2208 (again, that's 877-534-2208. Feel free to email me as well at ALLIANT that's (A L L I A N T) @ gsa dot gov. And Steve, how about Alliant SB?

STEVE: Casey, customers can also check out GSA's website at www.gsa.gov/alliantsb/options (that's www dot gsa dot gov slash alliantsb slash options) or call the Small Business GWAC Center at (877) 327-8732 (again, that's 877-327-8732). We're reachable via email as well at ALLIANTSB that's (A L L I A N T S B) at gsa dot gov.

CASEY: Thanks Steve. Well that's all for today. Since I just gave out my direct dial number, I think I need to get back to my office before the phone rings off the hook.

STEVE: I think I hear my phone ringing too!

MIKE: Thanks, Casey and Steve. Until next time, for GSA Today, I'm Mike O'Neill.