

NAVIGATING THE LIFECYCLE OF FEDERAL CONTRACTS:

THE SUCCESS STORY OF GSA'S VETS 2 GWAC

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In the realm of federal contracting, navigating the intricate phases of the acquisition lifecycle is vital for ensuring solid outcomes, mission success, and operational excellence. The GSA Veterans Technology Services 2 (VETS 2) Governmentwide Acquisition Contract (GWAC) – exclusively set aside for Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) – exemplifies a robust model of federal contracting through its lifecycle from pre-award to post-award phases.

VETS 2 offers comprehensive IT solutions to federal agencies providing a wide range of information technology solutions, from systems design and software engineering to information assurance and enterprise architecture solutions.

PRE-AWARD PHASE: SETTING THE STAGE FOR SUCCESS

At the heart of VETS 2's pre-award phase was a strategic development process that focused on the needs of government agencies to ensure the contract was designed to meet their mission as they look to modernize and secure their systems and innovate on how they deliver citizen services. To deliver on these mission needs, the team created a solicitation that attracted highly qualified SDVOSBs. The solicitation

emphasized transparency, competitive pricing, and technical capabilities. It was meticulously crafted to align with the federal government's policy goals, including promoting veteran-owned businesses and fostering innovation in IT services while navigating ever-expanding and complex governmentwide compliance requirements.

Simultaneously, potential industry partners prepared comprehensive proposals demonstrating their technical prowess, understanding of government requirements, and ability to offer innovative and effective solutions. This stage set the foundation for a fair and competitive selection process, ensuring that VETS 2 would harness top-tier talent and technology.

AWARD PHASE: FORMING A PARTNERSHIP FOR EXCELLENCE

The award phase of VETS 2 was marked by meticulous evaluation and decision-making. Proposals were assessed on predefined criteria, including technical capabilities and past performance. The awarding process underscored the commitment to not only selecting the best SDVOSBs for the contract but also ensuring that these businesses aligned with the overarching goals of federal IT modernization initiatives.

POST-AWARD PHASE: EXCELLENCE IN EXECUTION

Once the contracts were awarded, VETS 2 entered its post-award phase, which is critical for maintaining the quality and effectiveness of services provided. This phase involves rigorous contract administration and performance management. Regular reviews and audits ensured that the contractors adhered to the stipulated standards and timelines.

VETS 2 takes compliance with federal regulations seriously upfront - making it easier for you. The contract was structured to ensure that the services it provides are compliant with relevant federal regulations and policies regarding cybersecurity. This includes adherence to the Federal Information Security Management Act (FISMA), the National Institute of Standards and Technology (NIST) guidelines, and other cybersecurity frameworks.

A key aspect of VETS 2's success in the post-award phase has been its ability to adapt to a changing technological landscape and evolving government needs. This adaptability, combined with stringent performance management, has ensured that VETS 2 consistently offers cutting-edge IT solutions to federal agencies.

VETS 2 has been very successful in helping agencies meet their mission needs. Agencies most frequently use VETS 2 for IT support services, technical support, maintenance services, and IT solution support. So far,

VETS 2 has had 212 task orders awarded against it, with a total estimated value of almost \$3.2 billion. A significant number of those task orders are related to IT support, information management, cybersecurity, system maintenance, and technology services.

What's really helped make VETS 2 shine is the close partnership that our team at GSA has created with our industry partners, which in turn enables GSA to deliver a contract that agencies turn to over and over because of its ease, flexibility and exceptional service delivery. This coalition, with open communication, has been ground breaking in our ability to effectively deliver for agency missions.

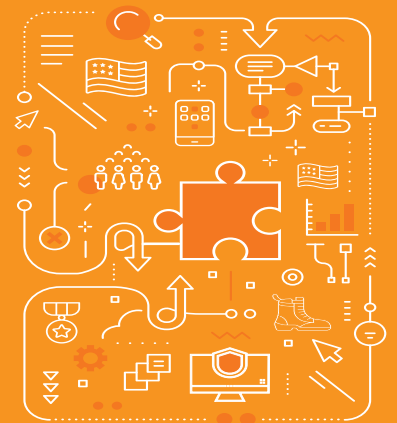
VETS 2: A MODEL GWAC

VETS 2 stands as a testament to the effectiveness of a well-managed contract lifecycle in the federal contracting arena. From the meticulous pre-award preparations to the strategic award decisions and rigorous post-award management, VETS 2 has not only achieved its mission of empowering SDVOSBs but has also set a benchmark for excellence in government contracting. As we examine VETS 2 through the lens of the contract lifecycle, it serves as a model for future GWACs and a beacon of success in the government contracting community.

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