

Capture2Proposal's Whirlwind Webinar Series

## Understanding The Upcoming RFP for EVOLVE

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Today's presentation will cover the Department of State's upcoming EVOLVE Information Technology pools/vehicles. Using information from the EVOLVE SAMS opportunity and related documents as well as relevant FPDS award data, we will answer these questions:

- What are the Pools and are there any bid restrictions?
- What's the current and historic spend like?
- How do I remain (or become) competitive for this vehicle?
- What should I be looking out for as the solicitation drop comes up?

- 1) What are the main types of information you use to inform your bid-no-bid (BNB) decisions?
  - a) Incumbent award data – value and scope of work
  - b) My company's related past performance
  - c) Teaming Agreements
  - d) Customer issuing the solicitation
  - e) None of the Above/Other

The DoS EVOLVE IT Services Vehicle has caught a lot of attention – while only 30 awards will be made across 5 pools, over 500 companies attended the Industry Day in October, indicating a huge amount of interest in this vehicle. With a potential value of \$8 billion, this is no surprise!

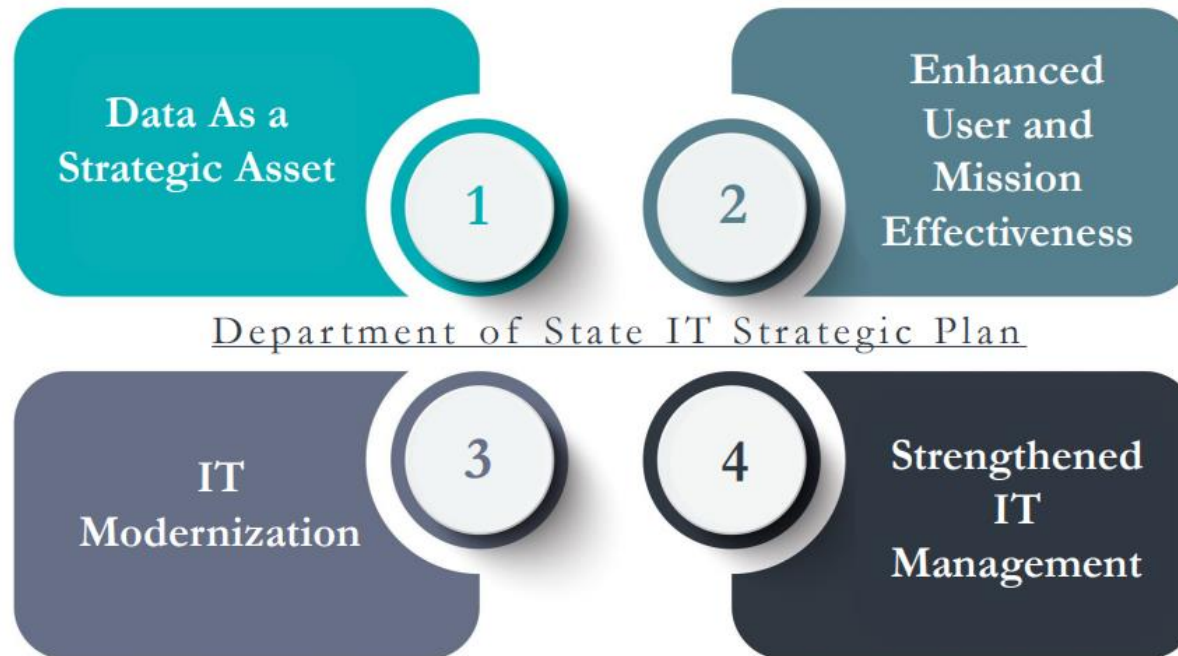
Here are some things you need to know now:

- While it is possible to bid for awards in multiple pools, there will be limits to how many awards a single company can win:
  - Awardees for Pool 1 **cannot** receive awards in any other pool, nor can they partner or subcontract with vendors on any other pool.
  - Awardees in Pools 2-5 are limited to a **maximum of two awards as a prime contractor** across the remaining four pools.
- Pool 3 is the only Pool which will have a **small business set-aside**.
- The plan is for 6 awards per pool, although there is some leeway here still. Based on the rules currently in place for competition, this could result in anywhere between 18-30 prime contract awards.
- DoS is looking for “Innovation, Ideation, and Modernization” – These vehicles are meant to meet future needs for the department, not just repeat the work performed by incumbents.
- A Draft RFP should be released this month with updates and more information on scoring.

2) Do you currently provide IT support services to the Department of State in any capacity?

- a) Yes
- b) No
- c) I'm not sure

- Vanguard 2.2.1, held by SAIC, is the main incumbent contract referenced for this effort. This contract has made up a significant portion of DoS IT spending for the past five years.
- DoS has also stated that this will be the follow-on to 23 expiring Bureau of Information Resource Management (IRM) contracts, e.g., ITESS.
- The goal is to consolidate all of the Department of State's IT needs into a single set of vehicles.



# Evolve Program Objectives

## OBJECTIVE I

Operate and maintain continuity of operations and meeting system availability, customer satisfaction, performance, security compliance, support desk performance requirements.

## OBJECTIVE II

Provide support services required to design, develop, and deliver key enhancements, modernization initiatives, and new services, while meeting schedule, cost, and quality performance metrics.

## OBJECTIVE III

Provide deployment and sustainment communications and training to domestic bureaus and overseas posts, meeting customer satisfaction and quality performance metrics.

## OBJECTIVE IV

Leverage multiple cloud technologies and advanced analytics capabilities to identify opportunities and recommend changes to business practices to improve information technology service delivery outcomes for the Department.

## OBJECTIVE V

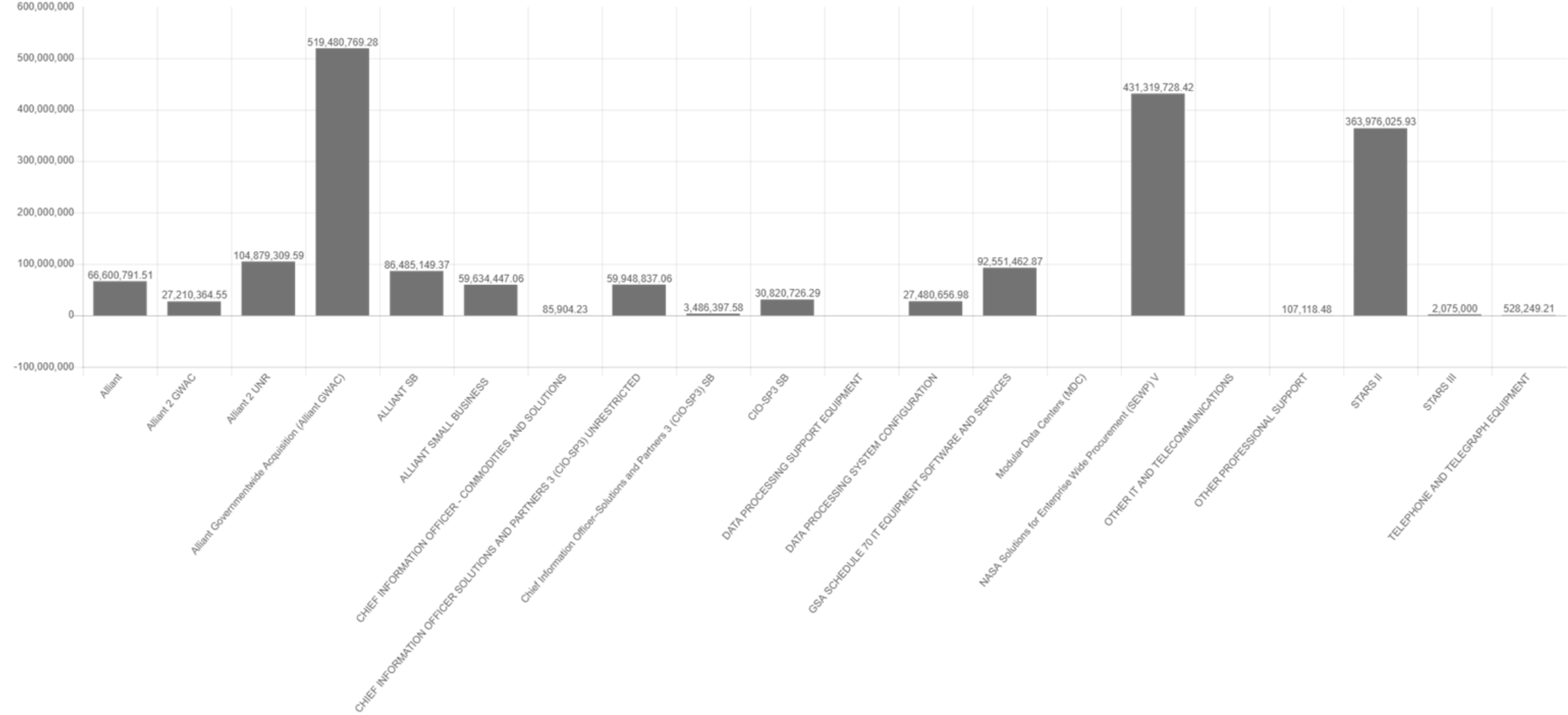
Identify, develop, and advance the IRM vision and strategic plan to reform IT acquisitions by bringing industry standard best practices and driving innovations.



- All Capture2Proposal Charts and Graphs were built with our Next-Gen Analytics capabilities\*
- Data used in this presentation primarily comes from FPDS award data, using funded values unless otherwise specified
- Data for awards requiring Secret clearance or higher may not be included in the results. Some tasks within EVOLVE will specify required clearance levels

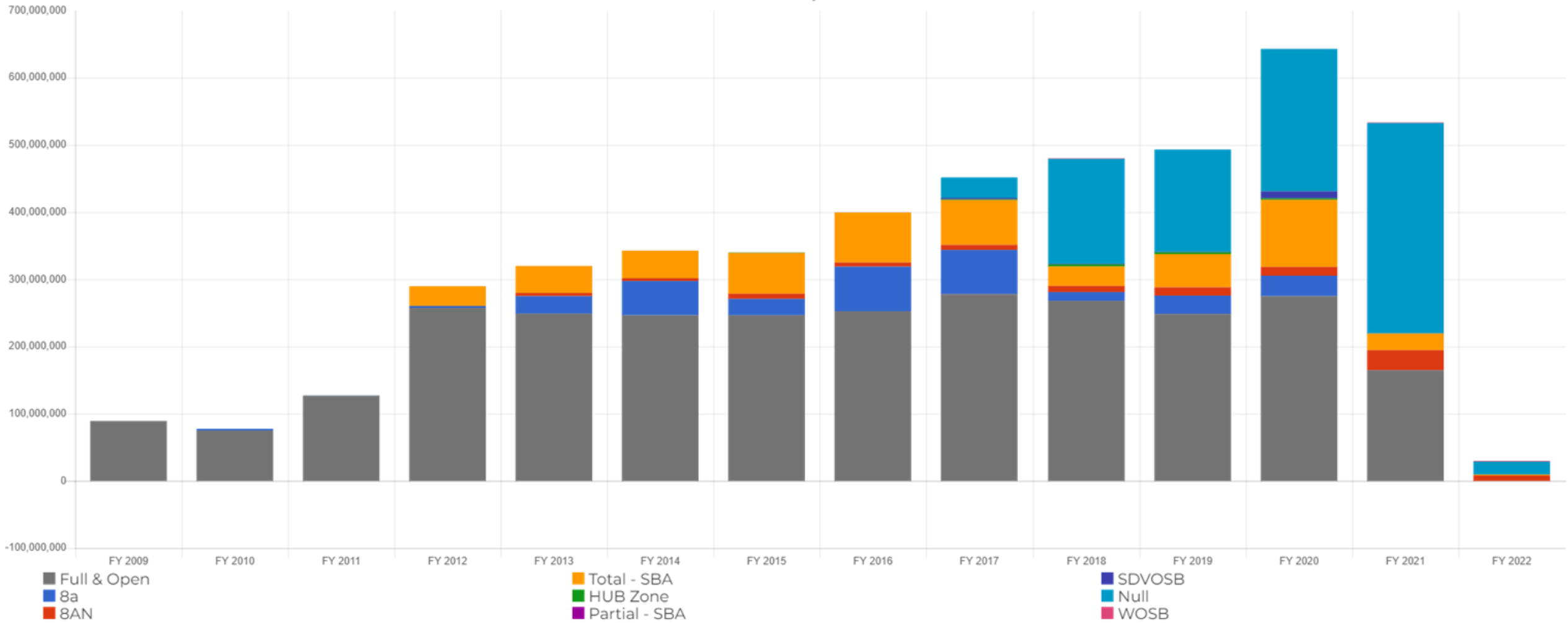
*\*Most of the informational graphs and table that do not use award data in this report were pulled from the EVOLVE Industry Day slide deck.*

DOS IRM 5415 NAICS by Contract Vehicle - Start Date last 5 Years

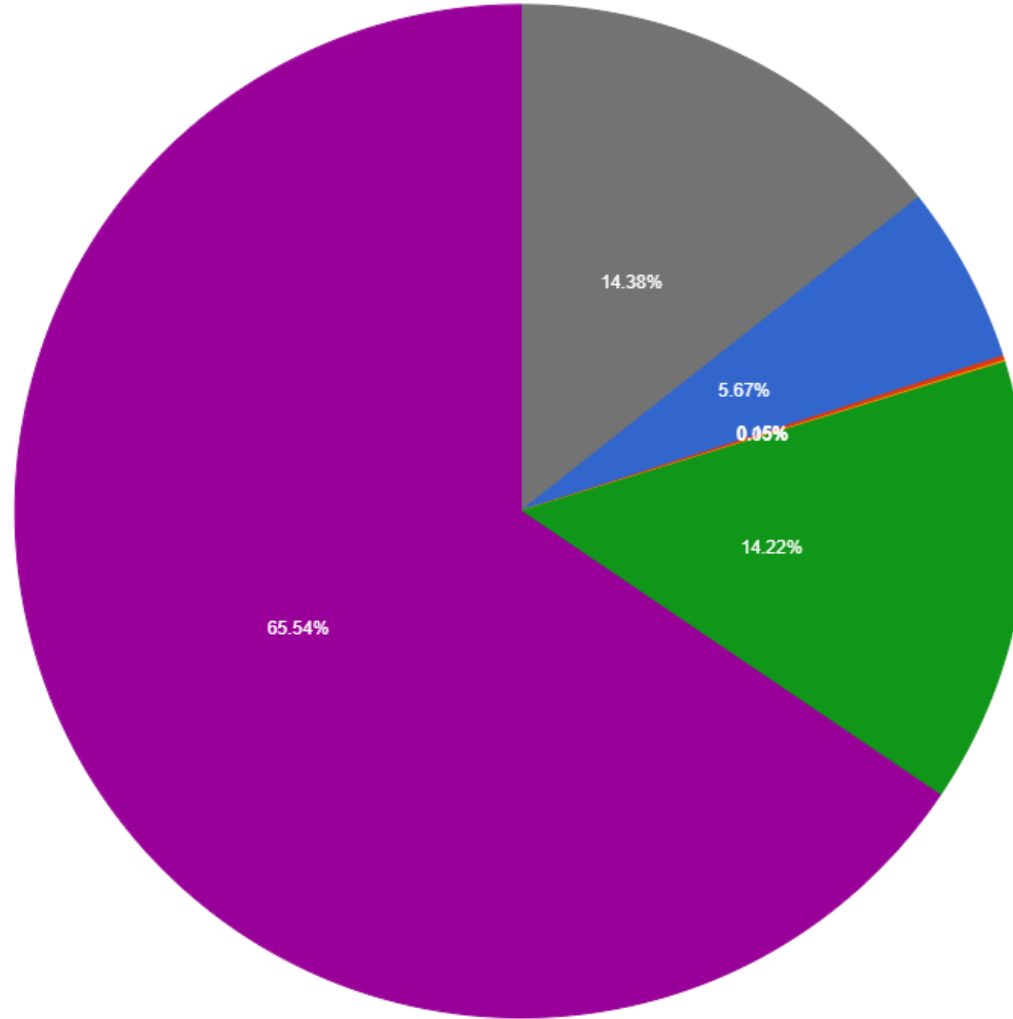


**Total: 1,876,634,524.79**

DOS 5415 NAICS by Set Aside



DOS 5415 NAICS by Set Aside With End Date in 2022-23

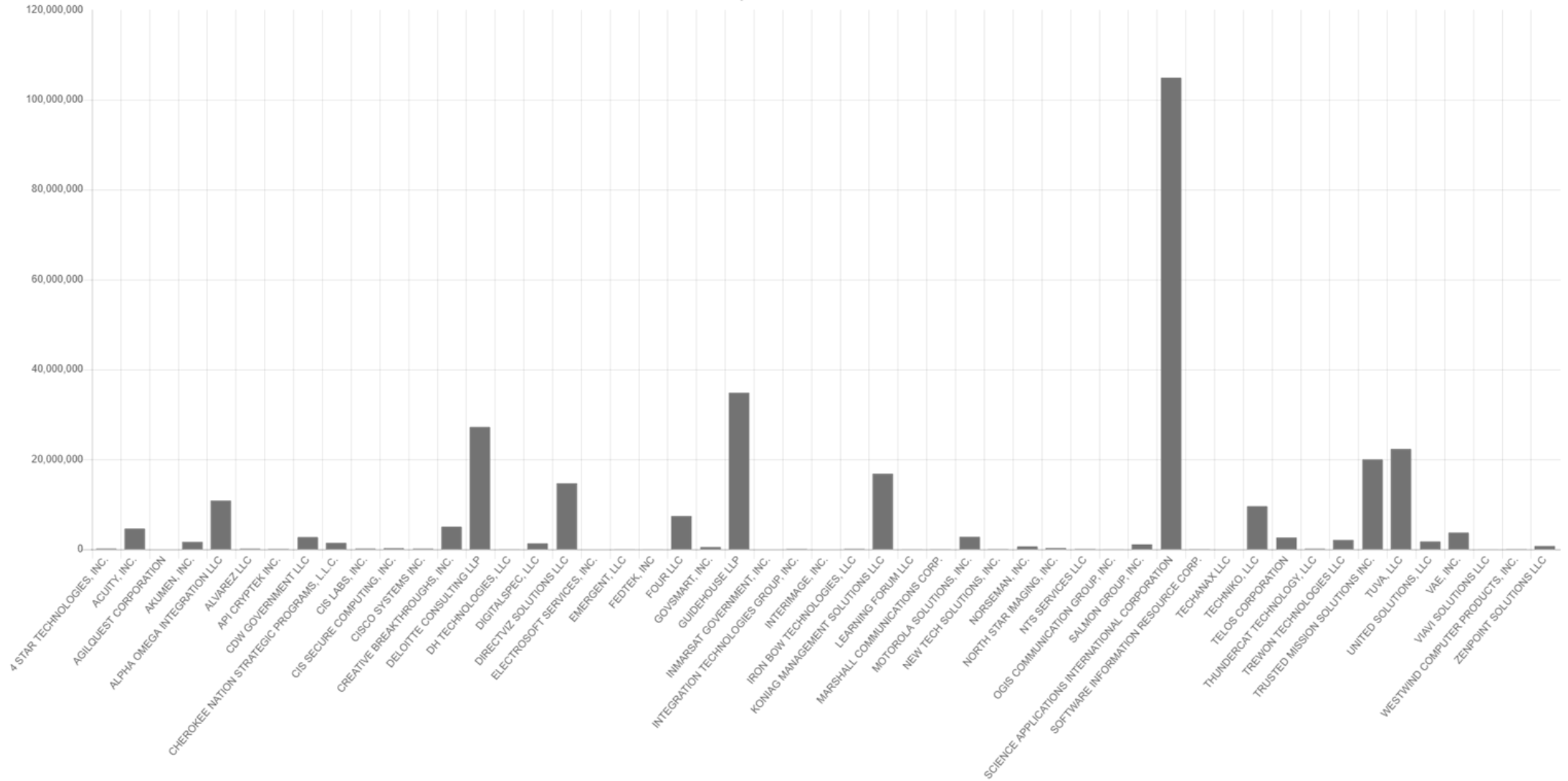


■ 8AN  
■ Full & Open

■ HUB Zone  
■ SDVOSB

■ Total - SBA  
■ Null

DOS IRM 5415 NAICS by Vendor with End Dates in 2022-2023



Total: 302,711,642.81

Contractors With Work In DoS Bureau of Information Management, NAICS 5415XX, With Start Dates Within the Last 5 Years

Contractor	Awarded Sum	Funded Sum	Count of Contractor	Industry Day Attendee	Contractor	Awarded Sum	Funded Sum	Count of Contractor	Industry Day Attendee
4STAR TECHNOLOGIES, INC.	\$827,485.43	\$827,485.43	5		G.C.MICRO CORPORATION	\$1,937,072.25	\$1,937,072.25	28	
AATD LLC	\$260,254.37	\$260,254.37	14		GEMALTO, INC.	\$355,900.00	\$355,900.00	5	
ACUITY, IN C.	\$30,083,072.43	\$64,934,787.31	52	Yes	GENERAL DYNAMICS CORPORATION	\$275,810.00	\$275,810.00	4	
ADVANCED ALLIANT SOLUTIONS TEAM, LLC	\$19,448,320.34	\$59,634,447.06	12		GENERAL DYNAMICS MISSION SYSTEMS, INC.	\$1,319,135.00	\$1,319,135.00	3	
ADVANCED COMPUTER CONCEPTS, INC.	\$501,309.34	\$501,309.34	11		GLOBAL DATA CENTER INC	\$21,760.00	\$21,760.00	3	
ADVANCED PROGRAMS INC	\$5,954,357.22	\$4,480,460.22	20		GOVERNMENT ACQUISITIONS, INC.	\$9,160,989.35	\$9,160,989.35	25	
AFFIGENT, LLC	\$16,022,947.20	\$14,747,808.18	44		GOVPLACE	\$7,509,604.30	\$7,509,604.30	6	
AIRBUS DEFENSE AND SPACE, INC.	\$1,115,018.25	\$1,115,018.25	3		GOVSMART, INC.	\$5,442,965.02	\$5,052,881.02	31	
AKIRA TECHNOLOGIES, INC	\$146,030.54	\$146,030.54	4		GUIDEHOUSE LLP	\$122,331,708.79	\$59,948,837.06	60	Yes
AKUMEN, IN C.	\$1,614,698.46	\$1,614,698.46	5		IGOV TECHNOLOGIES, INC.	\$199,437.80	\$199,437.80	3	Yes
ALPHA OMEGA INTEGRATION LLC	\$0.00	\$10,806,718.79	4		IMPRES TECHNOLOGYSOLUTIONS, INC.	\$489,804.00	\$489,804.00	3	
ALVAREZ LLC	\$427,603.33	\$427,603.33	7		INMARSAT GOVERNMENT, INC.	\$0.00	\$0.00	7	
AMAR HEALTH IT, LLC	\$1,949,304.58	\$1,464,025.58	19		INTEGRATION TECHNOLOGIES GROUP, IN C.	\$459,735.52	\$459,735.52	8	
AMERICAN WORDATA, INC.	\$90,829.06	\$49,967.56	5		INTERNATIONAL BUSINESS MACHINE	\$1,215,747.40	\$1,215,747.40	4	Yes
ANACAPA MICRO PRODUCTS, IN C.	\$13,931,580.99	\$13,931,580.99	12		IRON BOW TECHNOLOGIES, LLC	\$3,146,833.35	\$2,735,788.05	28	Yes
AQUARIAN SYSTEMS INC	\$23,477,412.80	\$3,199,845.48	4		IRON BRICK ASSOCIATES, LLC	\$18,297,501.14	\$18,297,501.14	21	Yes
BAHFED CORP.	\$242,545.48	\$242,545.48	15		IT HARDWARE HUB, INC.	\$11,822.18	\$11,822.18	3	
BIT DIRECT INC	\$166,936.87	\$166,936.87	3		KALANI CONSULTING, INC.	\$3,943,681.04	\$3,943,681.04	6	
BLUE TECH INC.	\$8,440,969.60	\$8,352,641.37	53		KCI-A-CUITY, LLC	\$314,351,333.41	\$94,568,684.43	49	
BO OZ ALLEN HAMILTON INC.	\$3,733,880.96	\$3,089,427.44	6	Yes	KONIAG MANAGEMENT SOLUTIONS LLC	\$16,814,058.63	\$16,814,058.63	5	Yes
BRIDGES SYSTEM INTEGRATION LLC	\$211,337.89	\$211,337.89	5		KRATOS NETWORKS, INC.	\$642,440.71	\$642,440.71	3	
BUCHANAN & EDWARDS, INC.	\$100,603,567.79	\$60,693,255.64	93	Yes	KRATOS RT LOGIC, INC.	\$1,284,876.97	\$1,284,876.97	4	
BY LIGHT, PROFESSIONAL IT SERVICES, IN C.	\$236,885.79	\$236,885.79	3		LEARNING FORUM LLC	\$64,200.00	\$64,200.00	6	
CDW GOVERNMENT LLC	\$323,240,088.67	\$202,626,710.65	164	Yes	MA FEDERAL, IN C.	\$1,356,432.05	\$1,356,432.05	9	
CHEROKEE NATIONAL STRATEGIC PROGRAMS, L.L.C.	\$32,000,000.00	\$12,209,506.51	11		MERCOM, IN CORPORATED	\$30,990,368.41	\$30,380,146.93	39	
CIS LABS, IN C.	\$32,191,360.42	\$31,747,832.29	27		MOTOLA SOLUTIONS, INC.	\$2,855,995.61	\$2,855,995.61	13	
CLEARAVENUE, LLC	\$11,394,772.20	\$10,568,961.57	23		MOUNT AIREY GROUP, INC.	\$2,081,487.94	\$2,081,487.94	9	
COMPUTER SECURITY SOLUTIONS, LLC	\$597,596.40	\$597,596.40	3		NEWTECH SOLUTIONS, INC.	\$36,679,987.36	\$36,662,043.15	182	
COPPER RIVER ENTERPRISES SERVICES, LLC	\$174,000.00	\$12,320,593.14	15	Yes	NORSEMAN, IN C.	\$845,854.72	\$845,854.72	6	Yes
COPPER RIVER INFORMATION TECHNOLOGY, LLC	\$1,432,910.29	\$1,432,910.29	10	Yes	NORTHROP GRUMMAN SYSTEMS CORPORATION	\$331,812.00	\$331,812.00	5	
COPPER RIVER TECHNOLOGIES, LLC	\$5,000,000.00	\$4,485,496.26	7	Yes	OGIS COMMUNICATION GROUP, IN C.	\$37,892.11	\$37,892.11	5	
COUNTERTRADE PRODUCTS, IN C.	\$352,800.25	\$352,800.25	3		RED RIVER COMPUTER CO., IN C.	\$7,915,921.01	\$7,915,921.01	8	Yes
CREATIVE BREAKTHROUGHS, IN C.	\$5,163,637.63	\$5,040,884.05	4		SBC TECHNOLOGY PARTNERS INC.	\$102,266.41	\$102,266.41	5	
CREDENCE MANAGEMENT SOLUTIONS LIMITED LIABILITY COMPANY	\$1,927,975.27	\$1,300,273.23	36		SCIEN CE APPLICATIONS INTERNATIONAL CORPORATION	\$210,756,109.64	\$624,360,078.87	56	Yes
CSIOS CORPORATION	\$0.00	\$0.00	6	Yes	SOFTWARE INFORMATION RESOURCE CORP.	\$1,764,680.74	\$1,764,680.74	16	
CYNERGY PROFESSIONAL SYSTEMS LLC	\$5,202,235.50	\$5,202,235.48	16		STERLING COMPUTERS CORPORATION	\$1,687,667.45	\$1,687,667.45	4	Yes
DELOITTE CONSULTING LLP	\$95,672,695.81	\$93,811,156.06	43		TECHNIKO, LLC	\$81,780,296.69	\$81,047,821.45	79	
DH TECHNOLOGIES, LLC	\$540,826.82	\$540,826.82	4		TELOS CORPORATION	\$6,879,988.56	\$5,517,711.76	16	Yes
DIGITAL MANAGEMENT INC.	\$35,754,922.93	\$87,501,294.97	37		TERRERMARK FEDERAL GROUP, INC.	\$13,646,987.40	\$13,646,987.40	17	
DIGITALSPEC, LLC	\$77,390,321.87	\$45,135,096.15	29	Yes	THUNDERCAT TECHNOLOGY, LLC	\$28,154,280.17	\$16,824,352.15	37	Yes
DIRECTVIZ SOLUTIONS LLC	\$160,245,223.36	\$41,356,648.56	15		TREWON TECHNOLOGIES LLC	\$6,597,120.00	\$3,490,884.80	8	Yes
DLT SOLUTIONS, LLC	\$567,241.13	\$540,218.38	14		TRUSTED MISSION SOLUTIONS INC.	\$54,685,314.64	\$20,014,007.50	12	
DOMESTIC AWARDEES (UNDISCLOSED)	\$22,750.00	\$22,750.00	3		TUVA, LLC	\$28,091,128.30	\$25,664,641.62	44	
EAGLE HARBOR SOLUTIONS, LLC	\$962,417.52	\$962,417.52	5		VAE, INC.	\$19,961,056.95	\$18,736,305.07	51	Yes
ELECTROSOFT SERVICES, INC.	\$320,715.63	\$320,715.63	12	Yes	VALIDATEK, INC.	\$15,051,308.80	\$15,545,419.57	17	Yes
EPOCH CONCEPTS, LLC	\$839,743.07	\$839,743.07	6		VIASAT, INC.	\$417,000.00	\$417,000.00	6	
EXECUTIVE INFORMATION SYSTEMS, LLC	\$220,304.50	\$203,298.50	9		VIAVISOLUTIONS LLC	\$86,407.00	\$23,364.04	5	
FCN, INC.	\$11,830,257.13	\$11,815,659.85	59	Yes	WESTWIND COMPUTER PRODUCTS, INC.	\$277,993.63	\$277,993.63	4	
FEDBIZ IT SOLUTIONS LLC	\$5,075,085.29	\$5,075,085.29	8		WIDEPOINT CYBERSECURITY SOLUTIONS CORPORATION	\$353,360.81	\$211,789.64	4	
FOUR LLC	\$34,970,099.15	\$13,638,704.12	15		ZANTECH IT SERVICES, INC.	-\$293,856.98	-\$133,856.98	4	

The five pools are broken down as follows (taken from the Industry Day slide deck):

## Evolve Competition Pool Overview

01	02	03	04	05
IT Management	Network & Telecom Services	Cloud & Data Center	Application Services	Customer & End User Services
<ul style="list-style-type: none"> <li>IT Management</li> <li>Strategic Communication</li> <li>Strategic Planning</li> <li>Enterprise Architecture</li> <li>Zero Trust Strategy</li> <li>Finance and Budget</li> <li>Governance, Risk, and Compliance</li> <li>Portfolio Management</li> <li>Capital Planning</li> <li>Consulting</li> <li>Budget Formulation and Execution</li> <li>Financial Management</li> <li>Executive Support Program</li> </ul>	<ul style="list-style-type: none"> <li>Network Engineering</li> <li>Network Operations</li> <li>Systems Administration and Management</li> <li>Domain Services</li> <li>Data and Voice Networks</li> <li>Wireless Networks</li> <li>Radio Network Installation and Maintenance</li> </ul>	<ul style="list-style-type: none"> <li>Enterprise Data Management</li> <li>Data Access and Integration Program Management</li> <li>Virtual Compute and Containers</li> <li>Technology Lifecycle Management</li> <li>Cloud Services</li> </ul>	<ul style="list-style-type: none"> <li>System Management and Configuration Changes</li> <li>Security and Contingency Preparation and Operations</li> <li>User Experience Design</li> <li>Development</li> <li>Testing</li> <li>Release Management</li> <li>Database Administration and Management</li> </ul>	<ul style="list-style-type: none"> <li>Help/Support Desk</li> <li>Change Management and User Communications</li> <li>Training</li> <li>Technical Support Services</li> <li>Mobile and Remote Access</li> <li>TEMPEST</li> </ul>
<p><b>Pool 1: Strategy, Planning, Design, Business, and PMO functions.</b></p> <p><b>Pool 2 – 5: Execution of IT Services (Engineering, Testing, Operations and Maintenance)</b></p> <p><b>Cross-Pool Requirements: Compliance, Security, Disaster Recovery, Client Mgt, IT Service Mgt, Project Mgt, Innovation</b></p>				

3) What pool(s) are you looking to bid on for Department of State EVOLVE?

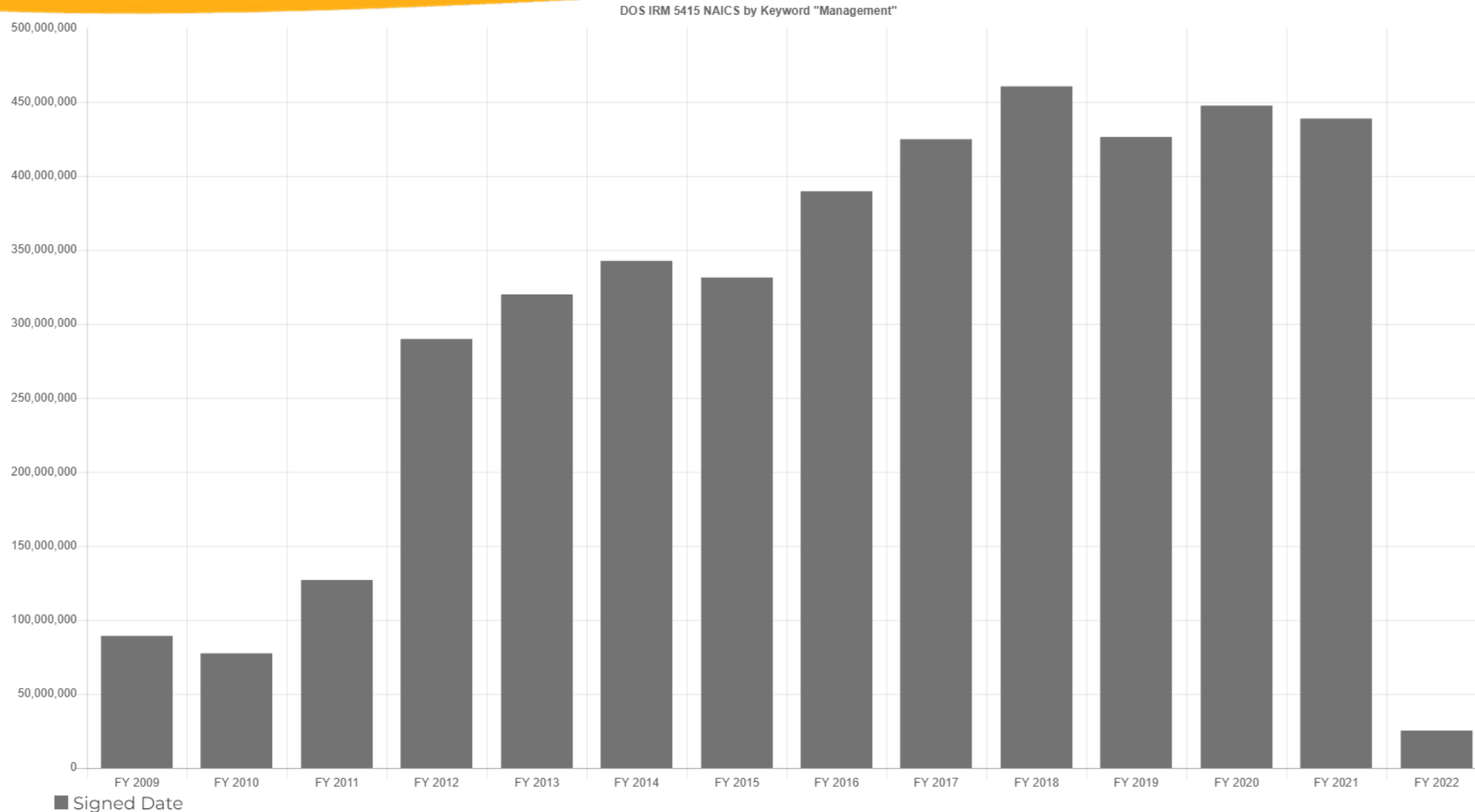
- a) Pool 1: IT Management Services
- b) Pool 2: Network & Telecommunication Services
- c) Pool 3: Cloud & Data Center Services
- d) Pool 4: Application Development Services
- e) Pool 5: Customer & End User Support Services



Awardees for Pool 1 - IT Management Services will provide management, strategy, and planning of the enterprise IT portfolio. This may include requirements ranging from Enterprise Architecture and IT Finance resources to data analytics and governance of portfolio management processes. Requirements for vendors in this pool may also include performance monitoring and reporting of services performed by vendors in Pools 2-5.

- Focus on **strategy, planning and management** support efforts
- The technical work will be done in pools 2-5
- All IRM offices will use services provided in Pool 1, so a consistent approach across IRM offices is needed

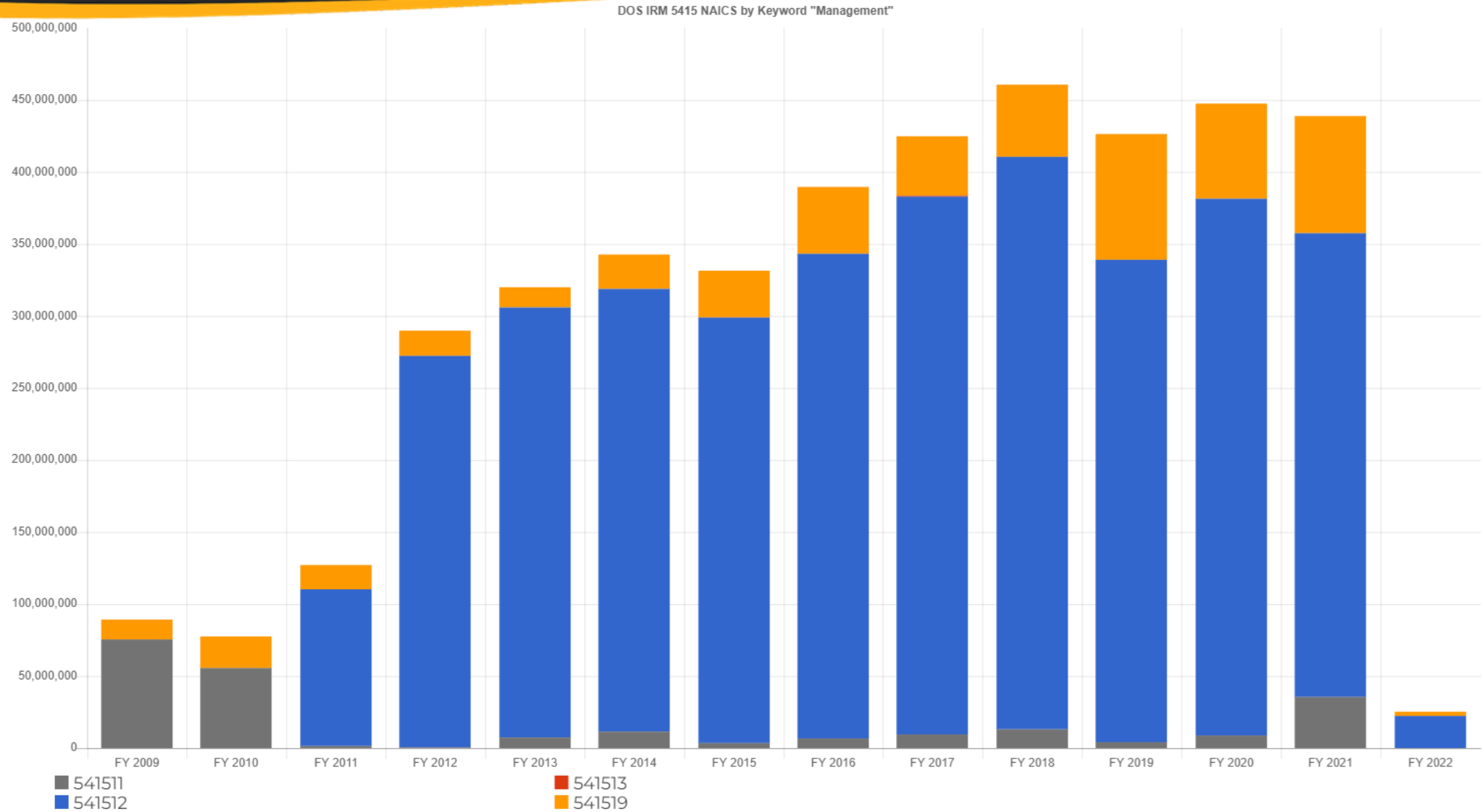




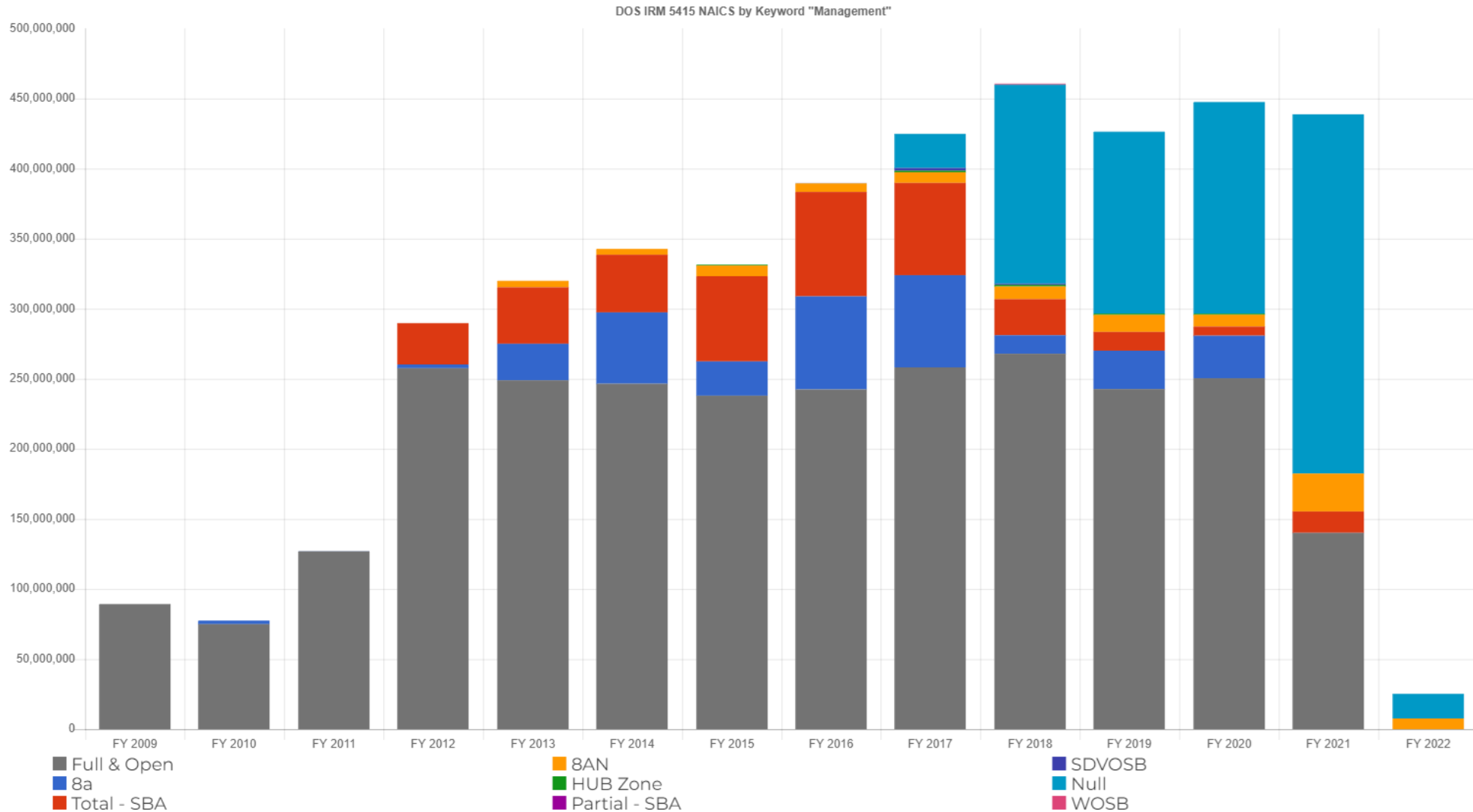
Total: 4,190,629,701.53

# Pool 1 : IT Management Services

## Data-Driven Decisions



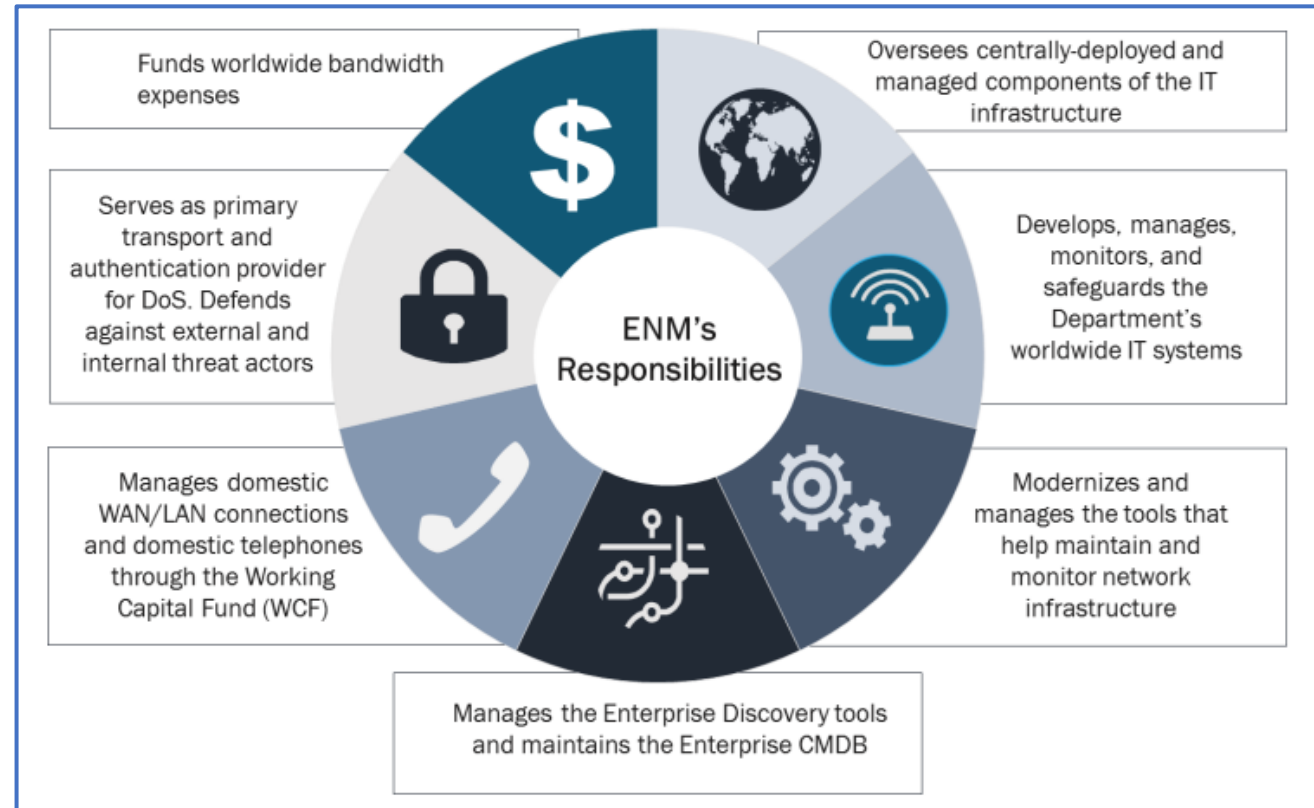
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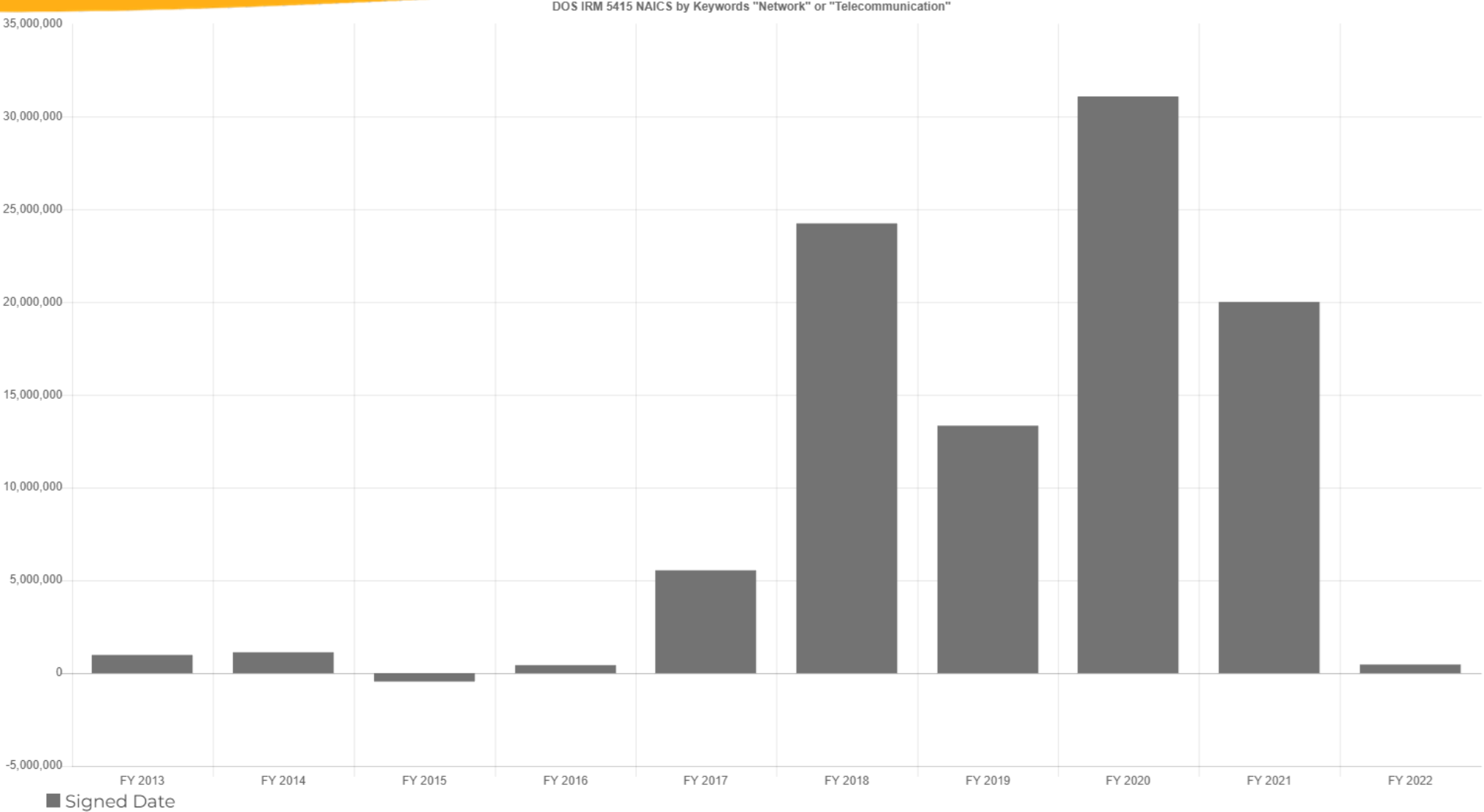


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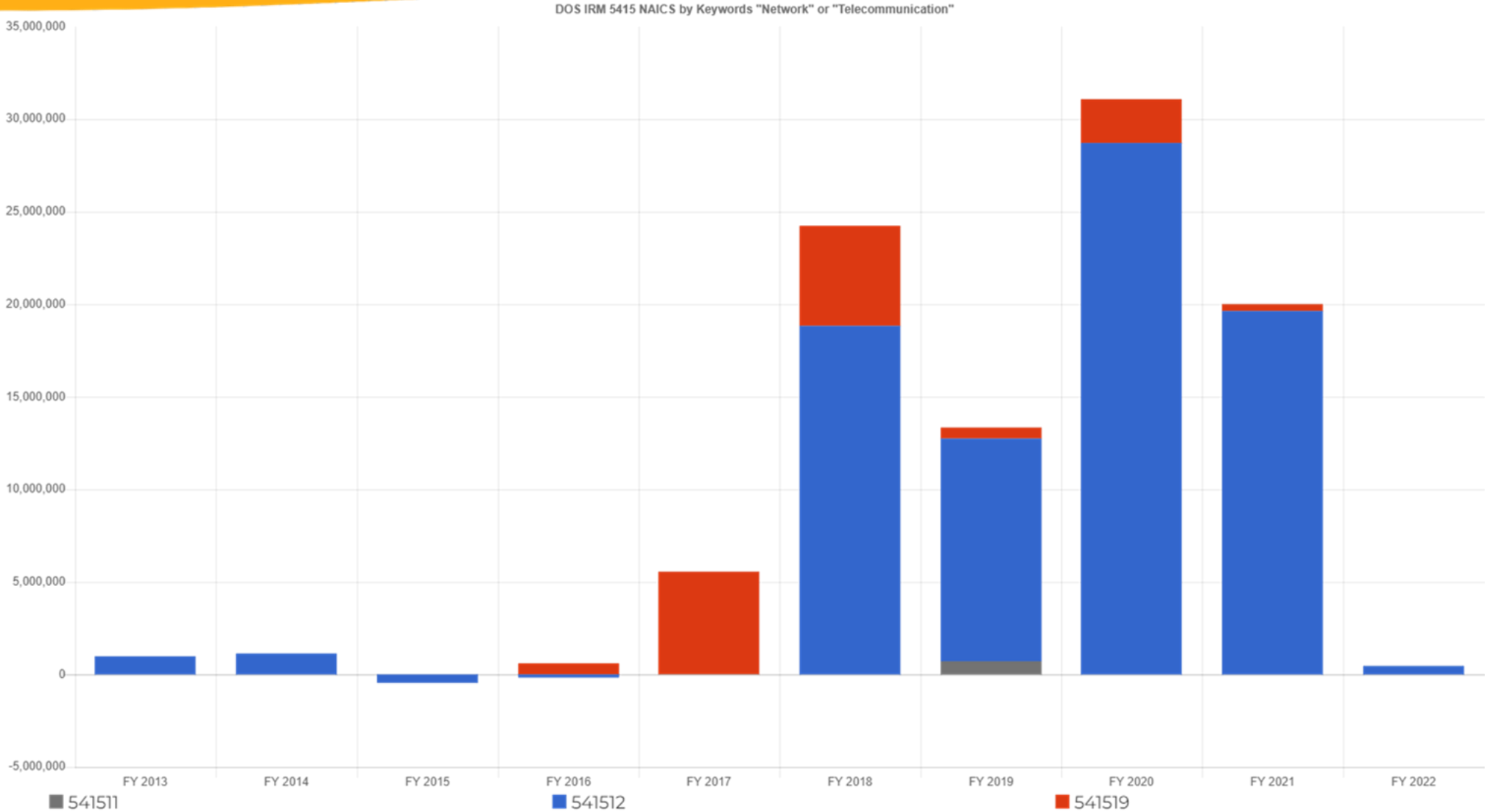
Awardees for Pool 2 - Network & Telecommunication Services will provide voice and data network and supporting services such as load balancing, domain services, virtual private network, and the internet to enable communications within and outside the enterprise.

- Focus on managing and modernizing the Department's network infrastructure and the tools that help maintain and monitor it
- Future Objectives:
  - Network mapping
  - Provide security for applications in the cloud
  - Right-size Windows desktop image
  - Provide a single endpoint device manager
  - Update Active Directory for better security and reduced management overhead

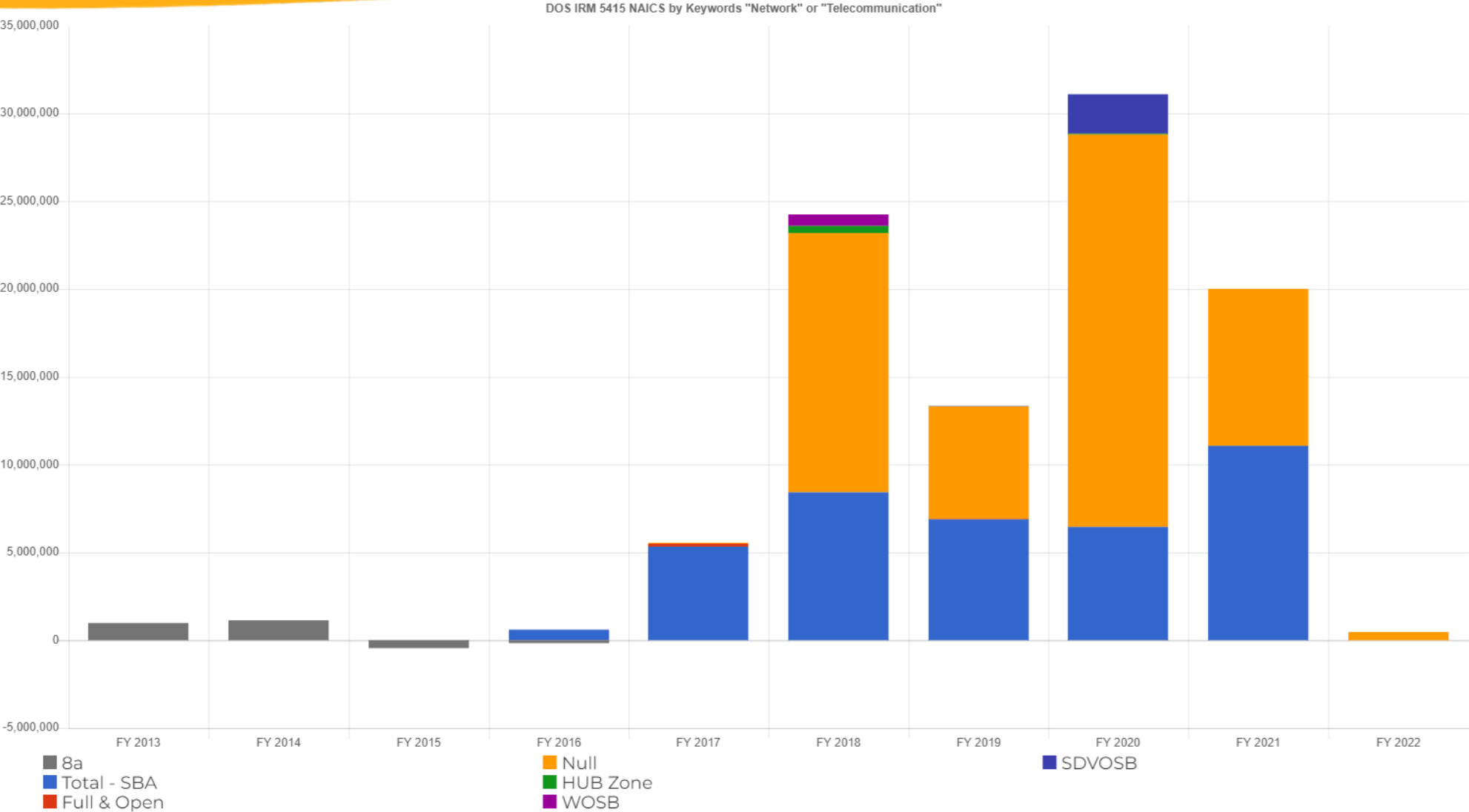




Total: 96,778,648.09



Total: 96,778,648.09



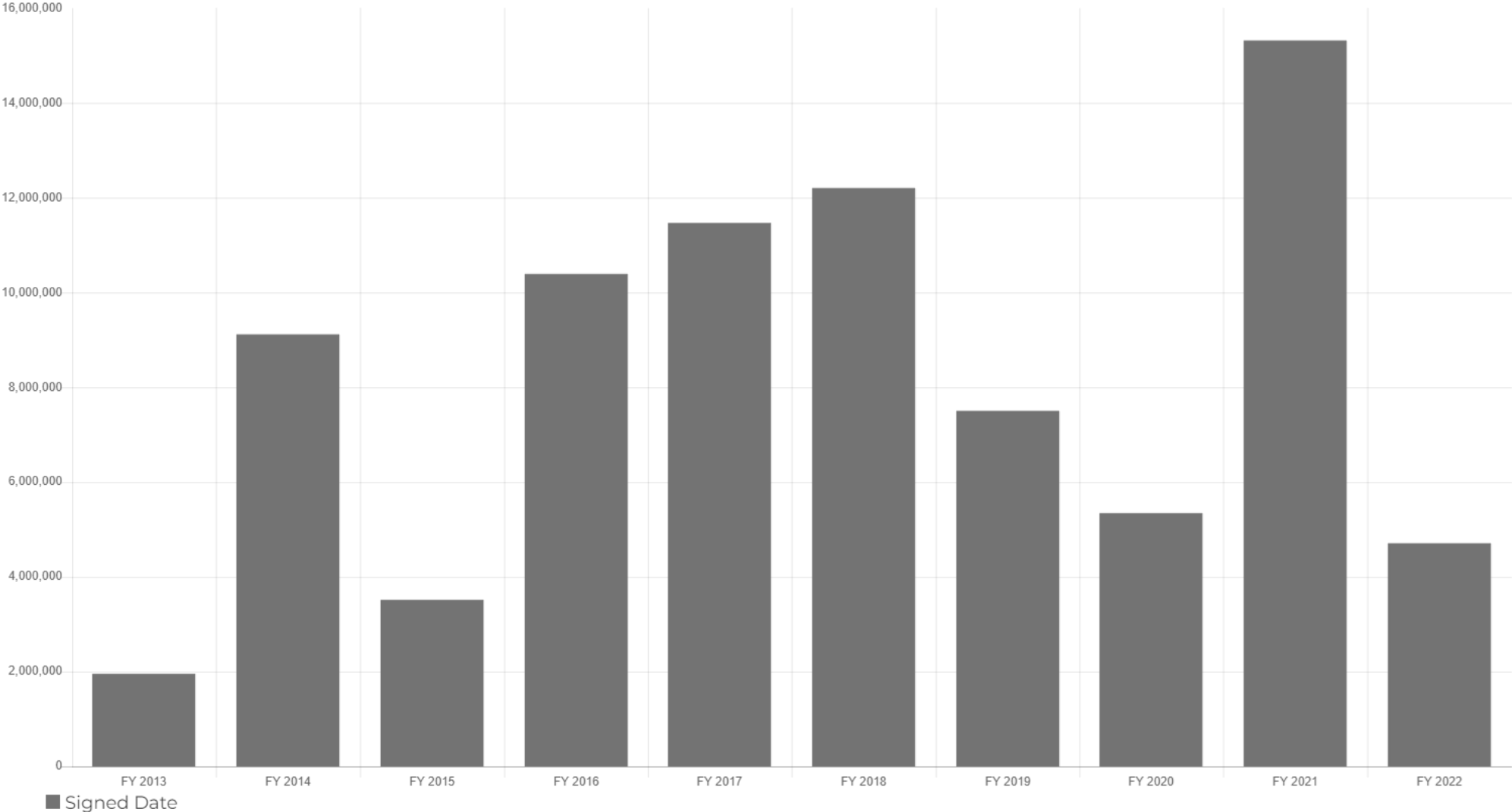
Total: 96,778,648.09



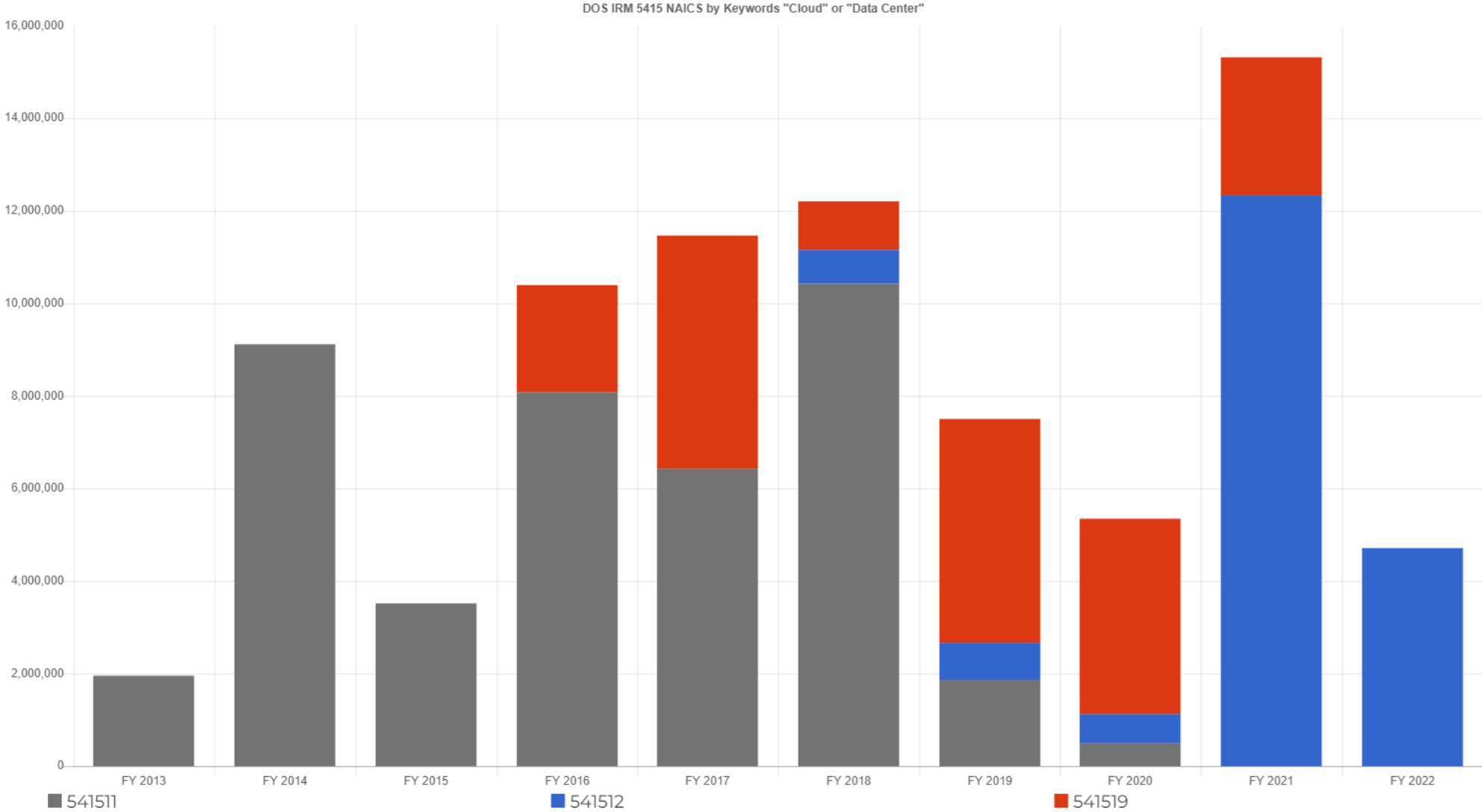
Awardees for Pool 3 - Cloud & Data Center Services will provide internal and/or external cloud services including IaaS, PaaS, and SaaS. Providers will also offer secure and controlled environments for housing compute, storage, network and other technology equipment.

- Support a DOS Multi-Cloud Service Portfolio with a growing number of platforms
- Online and offline data storage, container orchestration, etc.
- Shared Responsibility Model
- Upcoming initiatives include:
  - DIN app modernization
  - IT business modernization and GRC
  - AWS high for CDM tools
  - GCP, enterprise agile tools, containerization
- Anticipated award as Total Small Business

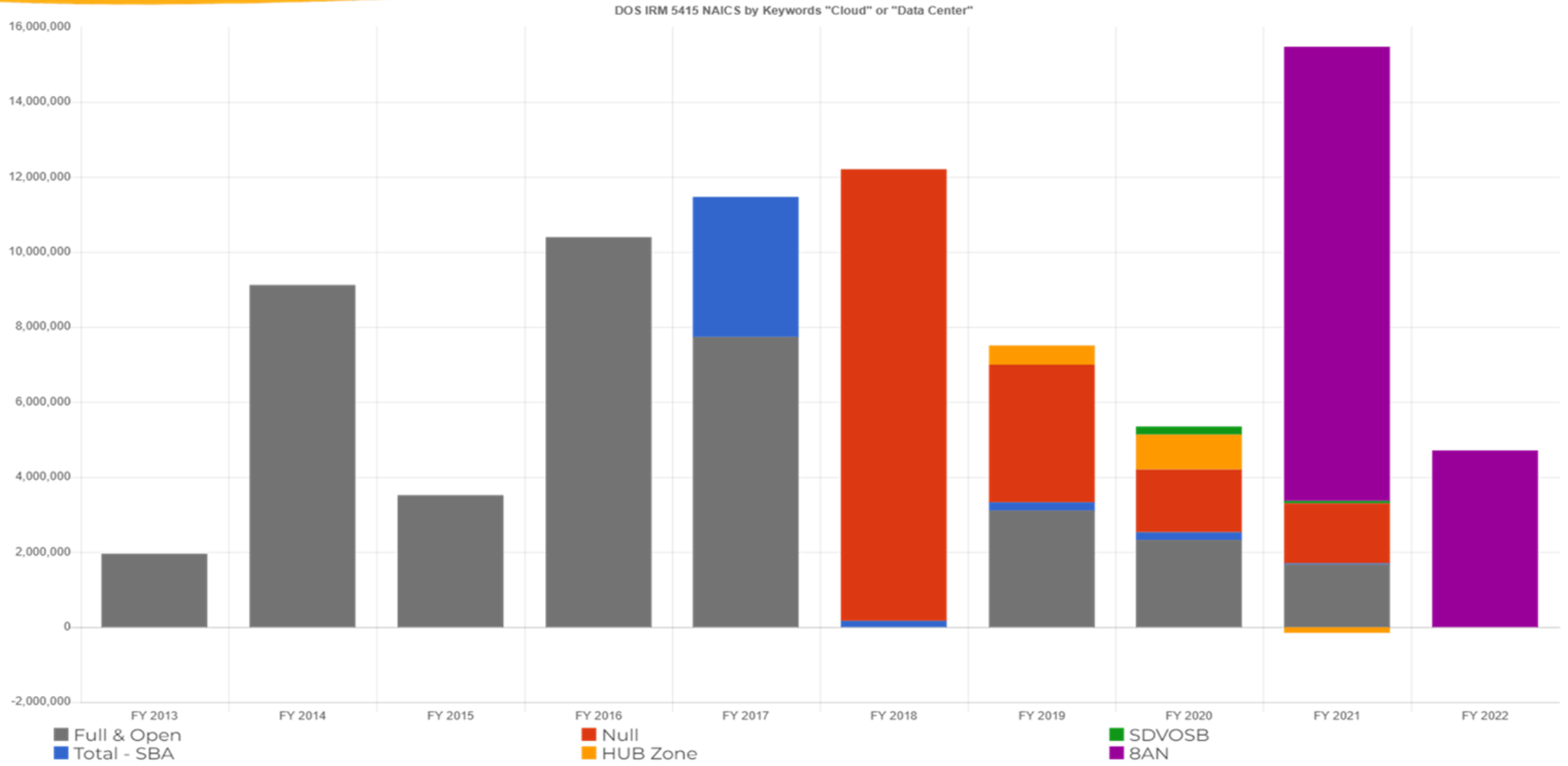
DOS IRM 5415 NAICS by Keywords "Cloud" or "Data Center"



Total: 81,529,951.13



Total: 81,529,951.13

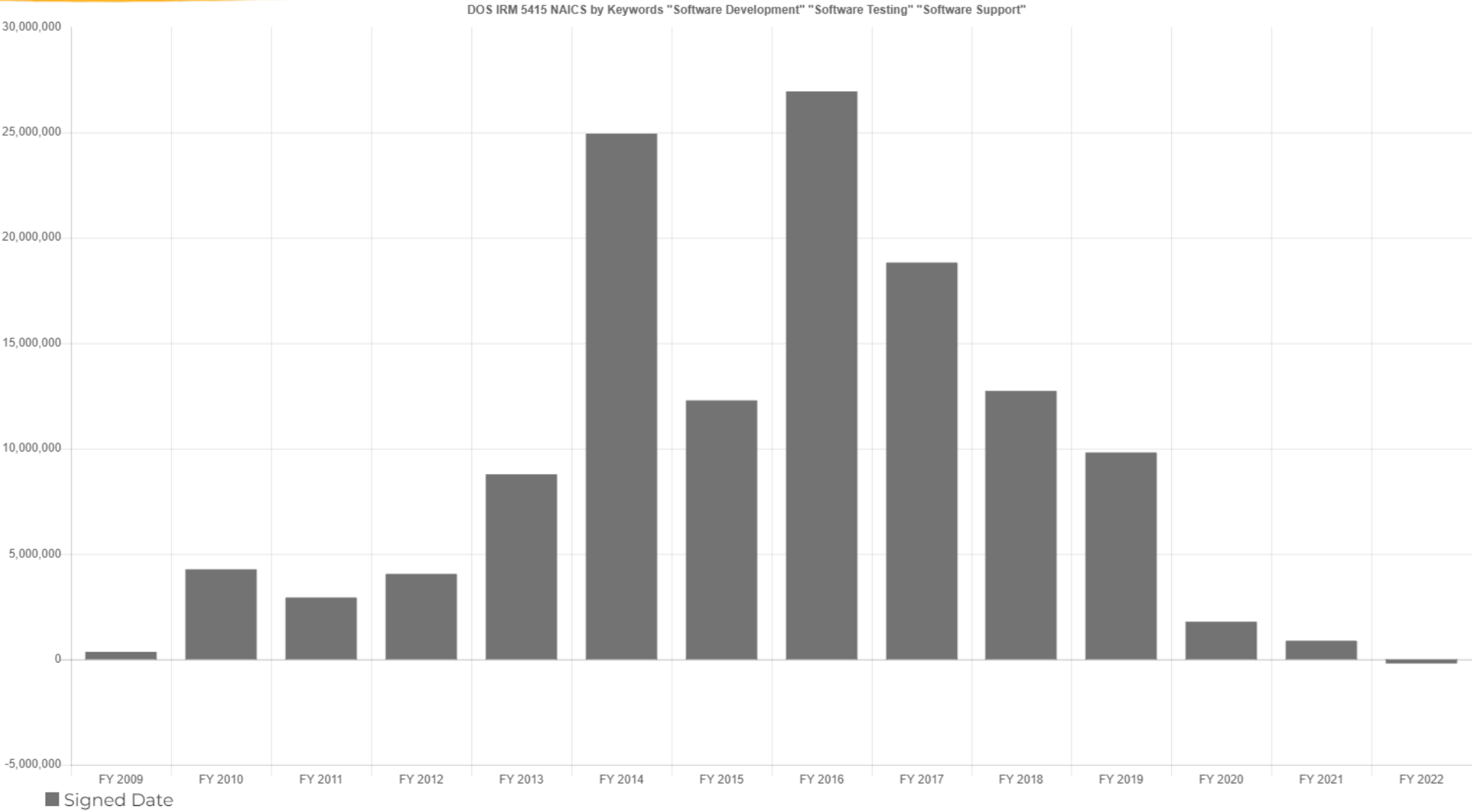


**Total: 81,529,951.13**

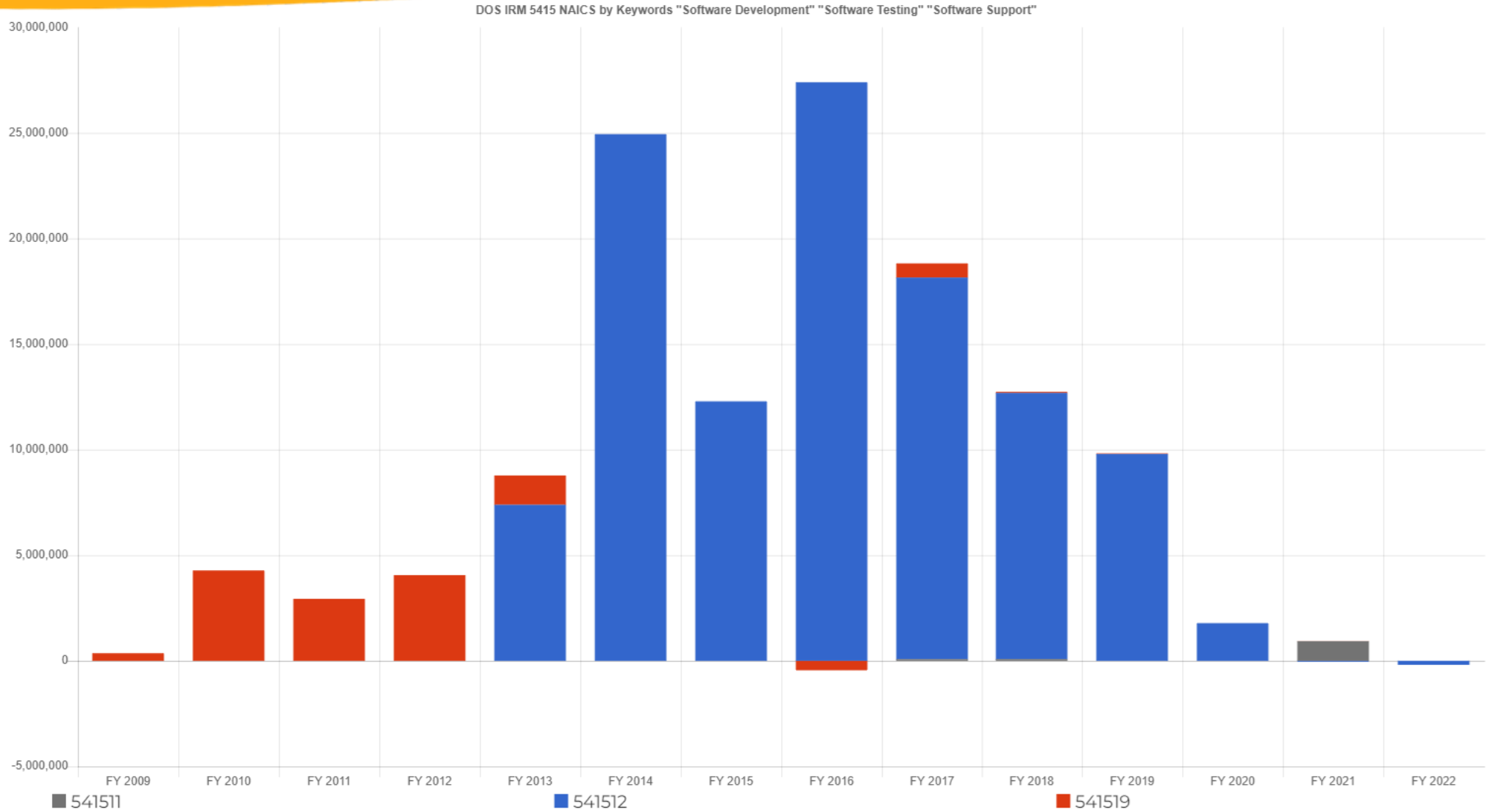
Awardees for Pool 4 - Application Development Services will provide software application development, testing, release, support, and operations.

- Technical IT Services across three key areas:
  - Customer Engagement
  - Cloud Strategy
  - Modern Application Development Practices
- Upcoming initiatives include:
  - DIN app modernization
  - Open Source Dev platform
  - CI/CD Pipeline
  - Agile Dojo/Human Centered Design
- Migration towards:
  - Cloud-based services, development and support
  - Zero trust development
  - Faster interface creation and data sharing



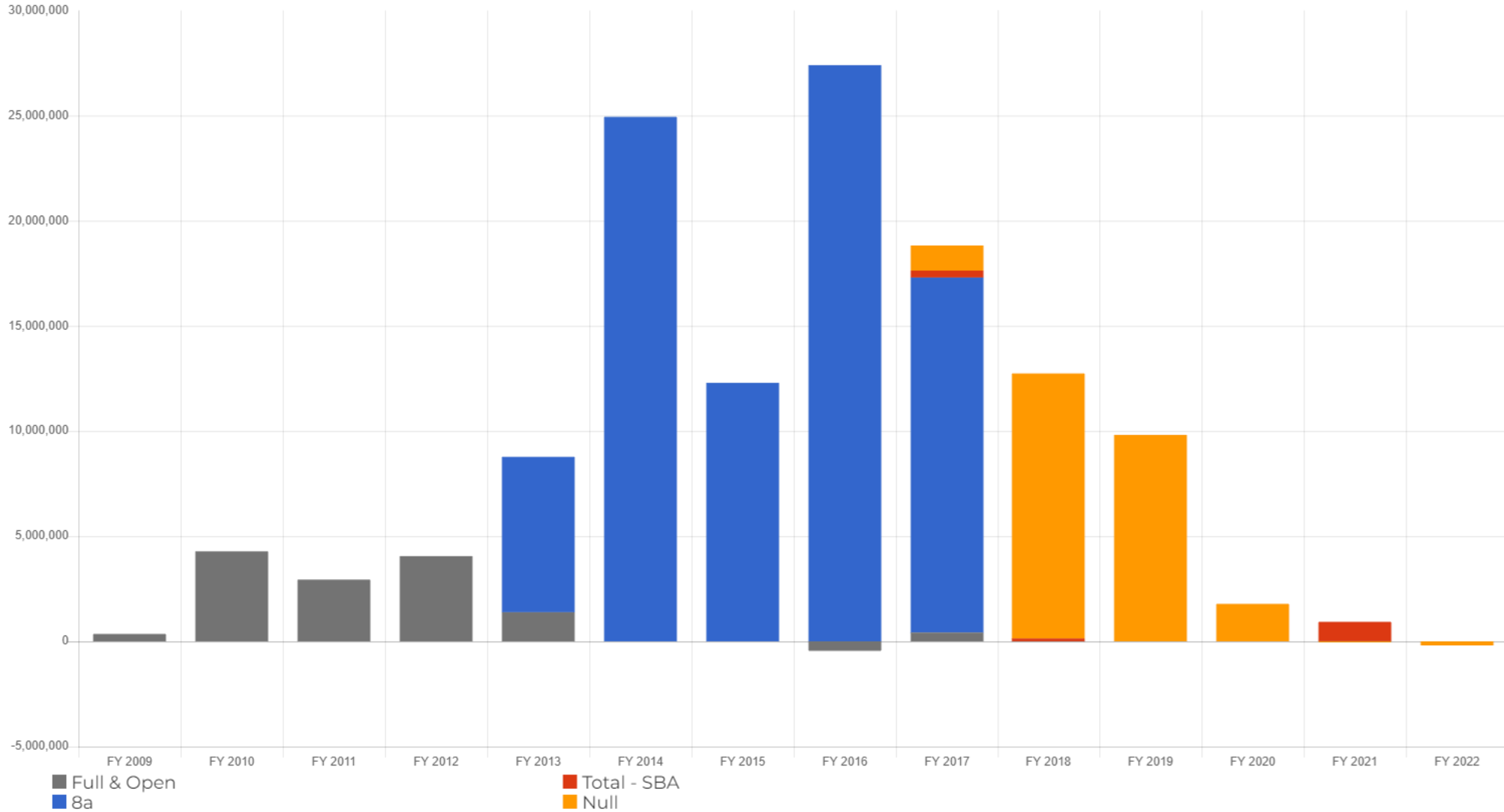


Total: 128,442,153.67



Total: 128,442,153.67

DOS IRM 5415 NAICS by Keywords "Software Development" "Software Testing" "Software Support"

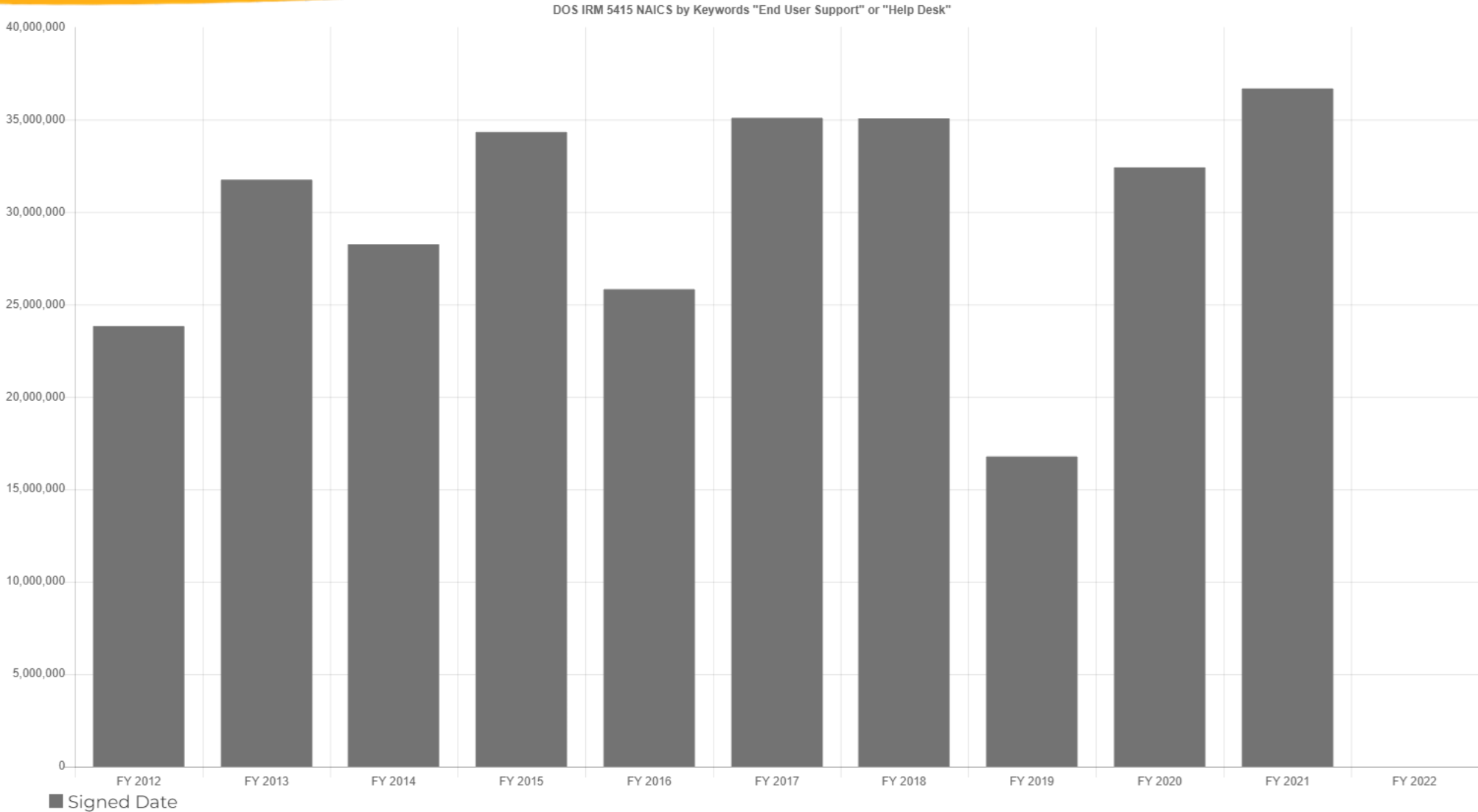


**Total: 128,442,153.67**

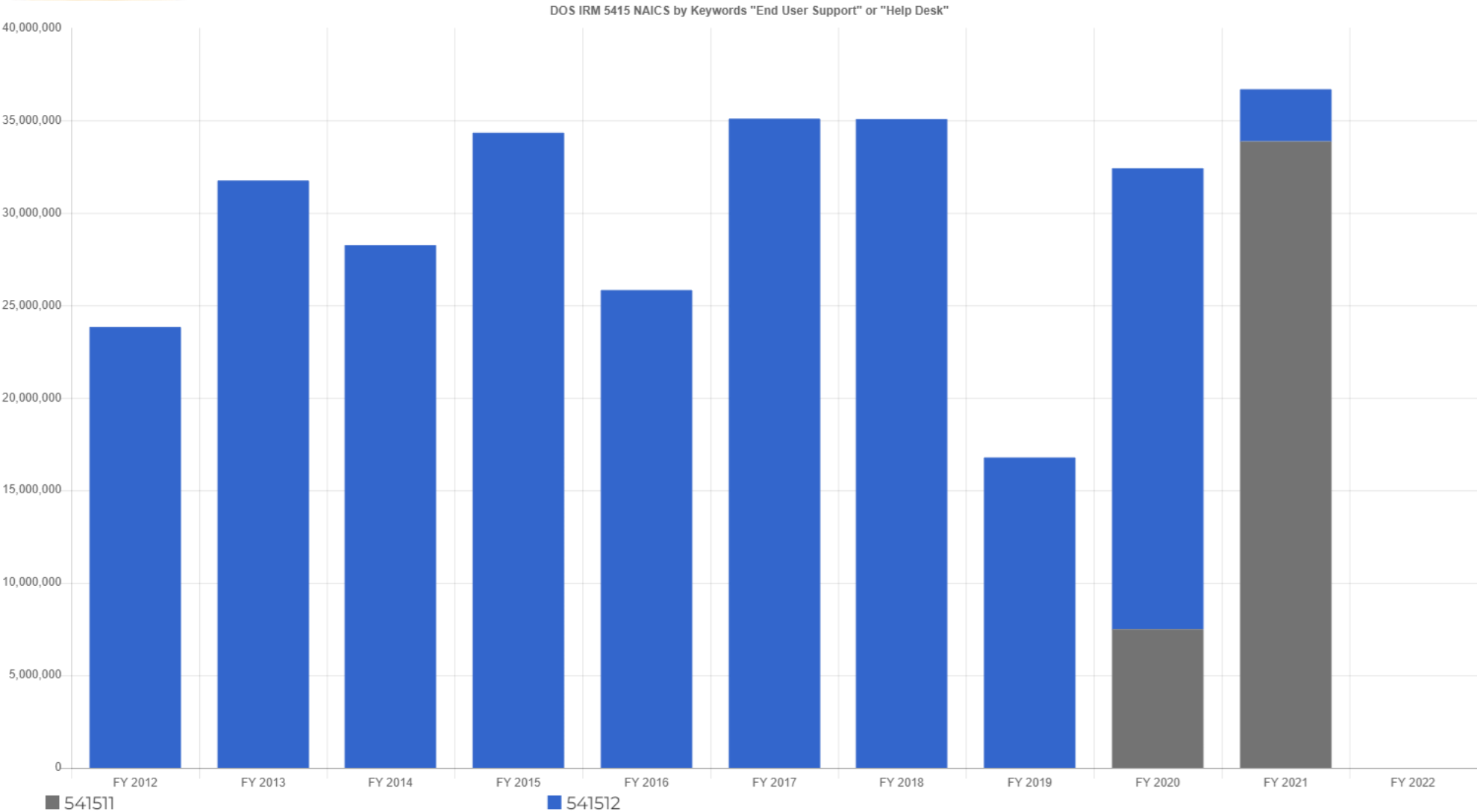


Awardees for Pool 5 - Customer & End User Support Services will provide end user computing devices and support for end users.

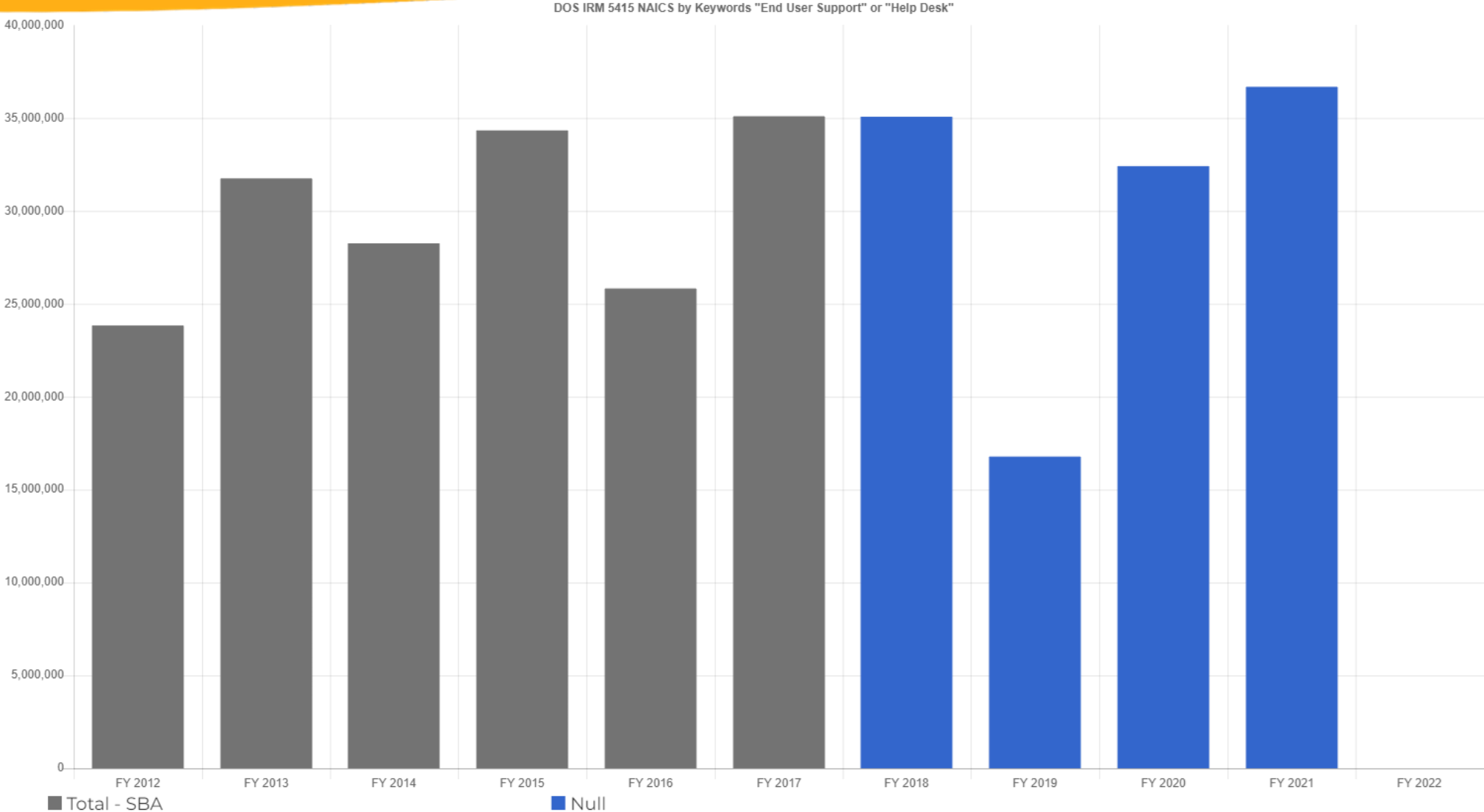
- Maintain and Improve Services to become the DoS leader in Support
- Maintain Centralized Service Desk
- Run Call Center transitioning to a Service Desk Center of Excellence
- Establish IRM Contact Center as Center of Excellence
- Enhance transparency with service providers and customers who receive services
- Enhance Release Management Capabilities
- Improve Asset Management / Change Management Processes



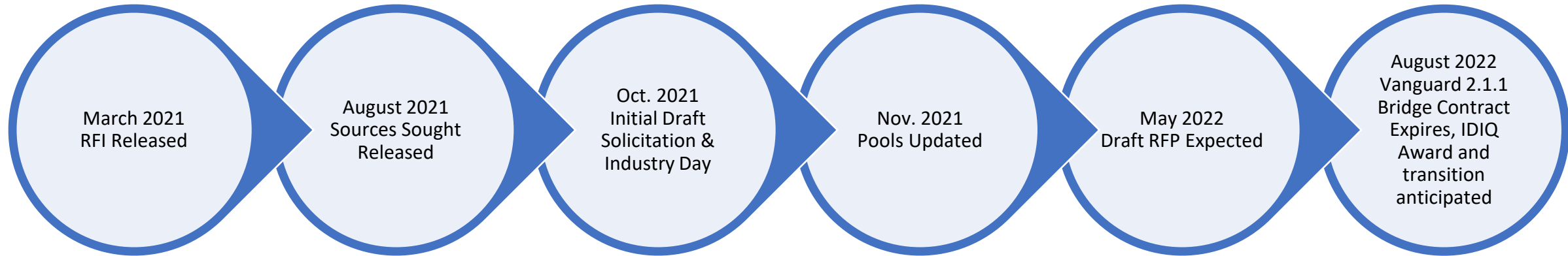
Total: 300,059,380.19



Total: 300,059,380.19



Total: 300,059,380.19



- Pool 1 awards are anticipated before the awards in the other four pools.
- The timeline that was released for the vehicle indicates awards in Q2 and Q3 FY2022. An update to this timeline should come with the next release.
- Task orders should be released very soon after the awards are announced.
  - Review the current IRM IT contracts set to expire this year as their task orders will likely be recompleted through EVOLVE.

Keep your customer and their needs in mind!  
Per the EVOLVE Q&A:

***Winning proposals will show insight by identifying the risks that really matter to DoS and proposing perceptive mitigations with proof of effectiveness. Insight requires that bidders know the DoS customers and their hot buttons. However, it also requires proven relevant experience. Based on experience, bidders must describe risks they have encountered facing similar technical challenges and how they mitigated them successfully. An insightful risk approach must also prioritize risks based on probability and show the impacts pre- and post-mitigation.***

## Things to Know

- This is not an entry level contract given the interest level and lack of Set-Asides across most Pools
  - Emphasize how your company has been proactive in identifying IT needs
  - Include innovative cyber work, automation, network modernization efforts, etc.
- OCONUS work will be part of some contracts, so it can be a discriminator in your bid
- The proposal process may include down-selects and/or technical challenges, although time is getting close to the DoS anticipated award date, so this may not occur.
  - Pay close attention to all requirements and due dates to be prepared for any eventuality

# Question and Answer



To learn more about C2P's features, contact us directly at:



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