

Capture2Proposal's Whirlwind Webinar Series

Understanding The Department of State's Evolve Contract

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Today's presentation will cover the Department of State's (DoS) upcoming EVOLVE Information Technology RFP.

The two recent DoS webinars have focused mainly on clarifying details for the Draft RFP, as well as changes to the planned request. A lot of the focus has been on the role of Small Businesses. Today's webinar will focus mainly on the Small Business aspect, and how to use Capture2Proposal's analytics to make smarter teaming and bid decisions.

- 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 – Since C2P's last webinar on Evolve, there have been a few changes to the planned awards and terminology:

- The five distinct award areas will be referred to as Functional Categories and **not** Pools going forward.
- More awards will be reserved for Small Businesses – the new breakdown is on the next page.
- While the plan is to have 6-8 awards per functional area, there is a possibility more awards will be made. The proportion of awards for Small Businesses will not be lowered, though; any additional awards under full and open competition will also result in additional awards under the Small Business set aside for the same functional category, where one exists.
- As before, 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 Functional Area 1 **cannot** receive awards in any other pool, nor can they partner or subcontract with vendors on any other pool.
 - Awardees in Functional Areas 2-5 are limited to a **maximum of two awards as a prime contractor** across the remaining four pools.
 - A prime contractor **can** also be a subcontractor in the same functional category.
 - Bidding in all categories is still allowed; decisions will be made by the government at award time.

More awards are now planned, with Small Business Awards in the first three functional categories. All Full & Open bids must also have a small business subcontracting plan included. The Department of State is looking more to the DoD rules for subcontracting in an effort to improve small business participation in their contracts.

FC1: IT Management (8)

- 4 Full & Open
- 4 Small Business

FC2: Cloud & Data Center (6)

- 2 Full & Open
- 4 Small Business

FC3: Application Development (8)

- 4 Full & Open
- 4 Small Business

FC4: Network & Telecom (6)

- 6 Full & Open

FC5: Customer & End User (6)

- 6 Full & Open

Total expected number of awards: 34 (up from 30)

- 22 Full & Open
- 12 Small Business

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

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

- a) Yes
- b) No
- c) Uncertain

The Department of State wants to leverage Evolve to modernize their communications system. The goal for Evolve will encompass four pillars:

1. Build their capacity and expertise in areas that will be critical to our national security in the years ahead, particularly for cyber security and emerging technologies.
2. Modernize their technology, their communications, and their analytical capabilities.
3. Provide better, accessible tools and infrastructure for our diplomats and staff to do their jobs flexibly, efficiently, and securely, from Washington and from the field.
4. Use technology, innovation, and data to solve foreign policy challenges.

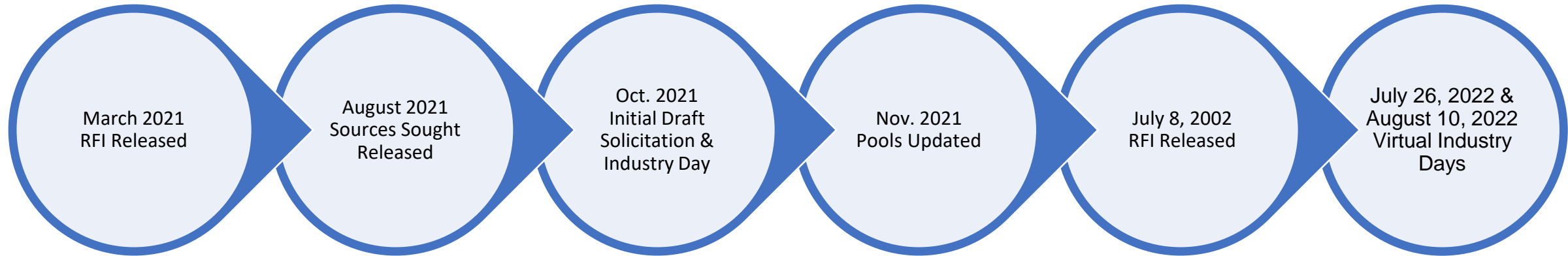
3) Has the addition of more Small Business awards in the IT Management and Cloud & Data Center Functional categories changed your bid strategy?

- a) Yes
- b) No
- c) Uncertain

Capture2Proposal Analytics uses FPDS award data combined with other sources to build an infinitely-searchable award database helping users answer questions across any number of data fields. Today we will focus on:

- Reviewing potential teammates and competitors, using a selection of companies who professed interest in teaming during the recent Evolve Industry Days
- Small business funding by the DoS in the Evolve NAICS, and using some keywords related to the functional categories

Live view and analysis within C2P Application



- Pool 1 awards are anticipated before the awards in the other four pools. An RFP is likely to be released in early September.
- 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 recompeteted 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.

Keeping up with the latest news on Evolve is not as easy as subscribing to SAMS updates! Updates have come from a whole host of sources, and often show up on LinkedIn first. Here are some of the sources for Evolve information. Capture2Proposal customers can find all the sources linked to the Evolve opportunity within our application, as well as on this slide.

- Capture2Proposal: <https://app.capture2proposal.us/Edit/OpportunityDetail/30190874>
- Evolve sam.gov current opportunity: <https://sam.gov/opp/eb04e672d8cb4626ac7282da9fcc87eb/view>
- Evolve IDIQ Page: <https://www.state.gov/evolve-idiq/>
- DoS Procurement Forecast Page: <https://www.state.gov/procurement-forecast>
- LinkedIn US Department of State Industry Liaison: <https://www.linkedin.com/company/department-of-state-industry-liaison/>

The screenshot displays the Capture2Proposal platform interface for opportunity 30190874. The top navigation bar includes Pipeline, Opportunities, Proposal Repository, Contacts, Central Activity, Analytics, and Admin. The main content area shows the opportunity name: 30190874 : DOS:OAM MAC IDIQ (RESTRICTED) - EVOLVE U.S. DEPARTMENT OF STATE BUREAU OF INFORMATION RESOURCE MANAGEMENT (IRM) IT-SERVICES. Key details include:

- Customer Organization:** DOS, USM: OAM
- Contracting Organization:** DOS, USM: OAM
- Contract Type:** IDIQ
- Facility Clearance:** Undetermined
- Set Aside:** Undetermined - Influence Set Aside Total - SGA
- Acquisition Status:** Pre-RFP (Pre-Solicitation)
- Solicitation Number:** 19AQM21R1000
- Solicitation URL:** Click to view
- Industry Day Date:** 8/10/2022
- RFI Release Date:** 7/8/2022
- RFI Due Date:** 7/22/2022
- Solicitation Release Date (Est.):** 8/31/2022
- Added to Pipeline By:** Not Assigned
- Opp Create Date:** 11/5/2019
- Opp Update Date:** 8/13/2022

The interface also features a 'PURSUIT FLOW' section with tabs for Information, Existing Contract, Contacts, Teaming, IPWIN, Custom Capture, Documents, and Activity. The 'Description' section provides details about the selected vendor's role in supporting the primary objectives of DOS/IRM. The 'C2P Analyst Update' table tracks changes and updates:

Date	Solicitation	Description	Expand All
8/13/2022	19AQM21R1000_REV1	The Contracting Officer has released a Modification: 8/13/2022 Update: The slide deck from the industry session on 08/10/2022 (including the Q&A covered) has been added. Attachment Added: 1. 8/10/22 Partnerino and SB Participation Presentation (MS Power Point)	+
8/12/2022	C2P Analyst Independent Research	C2P Analyst has added an update: Slides from the Industry Day event Wednesday August 0th have been loaded to the documents. These slides include the most recent Q&A.	+
8/5/2022	19AQM21R1000_REV1	The Contracting Officer has released a Modification: 8/4/22 Update: The recording of the industry session held on 8/26/2022 (and other information) can be found at: https://www.linkedin.com/company/department-of-state-industry-liaison The slide deck from that session and the list of attendees is now posted in attachments. Attachments Added:	+
8/4/2022	19AQM21R1000_REV1	The Contracting Officer has released a Modification: 8/4/22 Update: The recording of the industry session held on 8/26/2022 (and other information) can be found at: https://www.linkedin.com/company/department-of-state-industry-liaison The slide deck from that session and the list of attendees is now posted in attachments. Attachments Added:	+

Additional sections include 'Customer Reported Locations' (Arlington VA 22209 UNITED STATES), 'Learn More About Customer Organization' (The Office of Acquisitions Management (ALMAQM) provides the full range of professional procurement and grant services...), 'Product, Service, and Commodity Codes' (NAICS 5455: CUSTOM COMPUTER PROGRAMMING SERVICES, NAICS 5455: COMPUTER SYSTEMS DESIGN SERVICES), 'Relevant Information Links' (LinkedIn - US Department of State Industry Liaison, DOS Evolve IDIQ Page), and 'Opportunity Contacts'.

Questions and Answers

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



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