

CAPTURE (2) 2018 8(a) Recon Report

Executive Summary: There are currently over \$116M in 8(a) opportunities coming up for recompete over the next two years where the incumbent will have graduated from the 8(a) program at the time of the recompete. Savvy 8(a) businesses should be tracking these prime opportunities for their capture and transition efforts.

How to use this Recon Report: This report is not a replacement for solid research and business development/capture; however, this data can help inform early go-no-go decisions and help align your business development strategy with opportunities that your business may be uniquely positioned to capture.

Methodology: Capture2 has created a platform that has identified Federal government procurement opportunities for 8(a) companies where the incumbent's status will have expired before the follow-on award and they are not eligible for the recompete.

Capture2 has also filtered this list to ensure that the opportunities are either a) consistently funded or b) appear on long-range agency forecast data to validate a high likelihood of being funded. This list has been further reduced to eliminate MACs and GWACs that introduce broad competition where the 8(a) set-aside may be marginalized as well as eliminating any opportunities that are too near-term to be properly engaged by your business development and capture teams.

Sizing: The twelve priority targets in this report average \$9.6 million in committed funding with a median of \$5.4 million making this ideal first opportunities for a new 8(a) to establish past-performance by partnering with the incumbent contract holder in a mentor/protege relationship.

Opportunity Types: The opportunities represented in the 2018 8(a) Recon Report are broad in scope covering agencies including Defense, State, Energy, Justice, and the EPA. The scope of work is also broad across a wide range of NAICS codes and work types from operations and maintenance support, to information technology work, to software licensure, and medical case management.

Contract, Procurement, and Acquisition Support

Agency: Environmental Protection Agency - Office of Administration and Resource Management

Value: \$4,808,024 Expiring: November 20, 2020 Place of Performance: Duluth, Minnesota

Agency POC: Jones Sammie 919-541-2505 - jones.sammie@epa.gov

Annual/Total Financial Impact:

This contract has been consistently generating ~\$950k per year in administrative services. There does not appear to be any open headcount being hired onto the contract at this point and the contract seems to consistently bill in a November and June cycle.

Initial funding post-award was a quick \$209k followed by \$580k ninety days later as the work expanded.



Key Contract Personnel: it is possible some of the workers on this contract may be remote as Dawson Federal has a broad distributed employee base. There is one local employee in the Minneapolis area in the role of Facility Assessment / Inventory Generalist.

Capture Strategy: this is a consistently funded program that has two years of operation left before it goes up for re-compete in the fall of 2020. Dawson Federal has executed extremely well in growing their business through the 8(a) program having established significant past-performance in Cyber, IT, Logistics, and a broad array of professional services distributed across multiple agencies, commands, and geographies. Additionally Dawson Federal is actively participating as a mentor to other Hawaiian Native companies.

Based on this successful track record Capture2 recommends establishing a strong partnership with the contacts at Dawson Federal and working to provide service continuity with the same personnel in the Duluth area to the client.



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Dawson Federal, Inc. <u>https://www.dawson8a.com</u>

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The detail report for the remaining \$112 million in 8(a) opportunities is being published on 16 April 2018.



This report, and all subsequent Recon reports

are available free to all Capture2 subscribers/seat-holders using the Capture2Proposal capture management platform.

The 8(a) Recon Report is also available at the <u>Capture2 Digital Download Store</u>. It is priced at \$250.00 but pre-orders before April 16th are discounted to \$200.00.

General Health Care Services Agency: US Army National Guard - Utah - 85th Civil Service Team	
Value: \$5,443,920 Expiring: August 21, 2020 Piece of Performance: Draper, UT	Soft Power Solutions, LLC www.softpowersbulknes.com Primery Phone (703) 335-411: Edwin Skip Vincent (Retried USAF BG) CEO and Founder skip vincent@softpowersbulknes.com
Annual/Total Financial Impact: In range for a two-year capture effort this contract has consistently generated a \$1Myear run-rate and started gaidy with \$700k for a five- month period May-to-September in its initial year. NAICS \$41611 also has a low size- standard at \$15 for making this an	TO Total S4,000,000 S2,000,000 S2,000,000 S1,000,000
Ideal early win for an 8(a). Key Contract Personnel: Soft Power Solt Registered Humes on-site in Drapor, Utility Capture Strategy in the Site much be initiate scare away many Rai o cottactors the VMI containing Samora - including Medical On profession in 8 allo one with a broad emptifi- containing samora and a soft hower Soliton professionals with a clear force on DOD an solve the scharder Site Jonet The Site of the Site solve the scharder Site Jonet The Site of the Site bower the schard red (s) cellism make bits (s) cellism make bits solve the scharder Site Jonet The Site of the Site Site of the Site of the Site of the Site of the Site of the Site Site of the Site of	2019 2017 2018 2018 2018 2018 2018 2018 2018 2018

Capture Smarter!

At Capture2 we have been developing a data-driven model to identify government procurement opportunities that are of high-value to our customers, ones that are worth your capture efforts. *Government contracting has changed, why haven't your capture management tools and resources?*



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