

CAPTURE 2 2018 8(a) Recon Report

Executive Summary: There are currently over \$116M in 8(a) opportunities coming up for recompetes over the next two years where the incumbent will have graduated from the 8(a) program at the time of the recompetes. 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 recompetes.

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:

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Dawson Federal, Inc.

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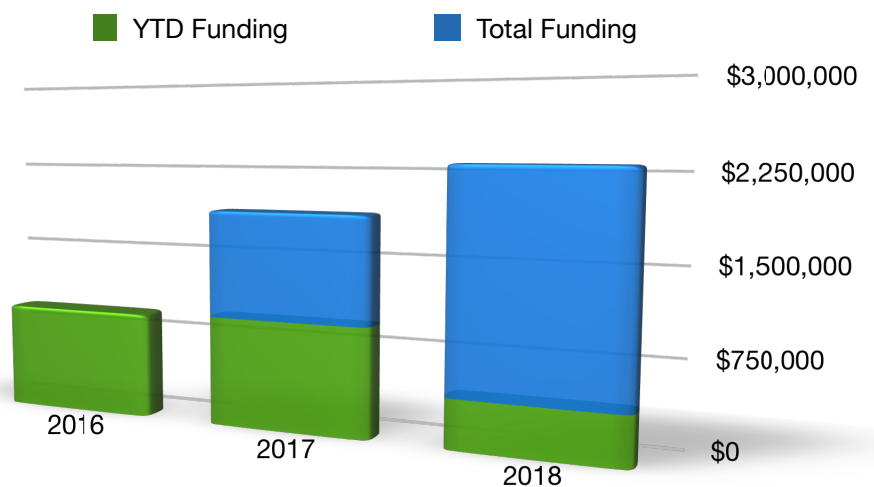
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Annual/Total Financial Impact:

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.

Follow-On Opportunities

Opportunity Value:
\$116,000,000
Updated Quarterly with new
business opportunities

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 [Capture2 Digital Download Store](#). It is priced at \$250.00 but pre-orders before April 16th are discounted to \$200.00.



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?*