



## CAPTURE 2 PROPOSAL

### CAPTURE MANAGEMENT SOLUTION CAPABILITIES

#### OPPORTUNITY-CENTRIC MARKET INTELLIGENCE

Find and Research government procurement opportunities with the industry's most comprehensive and intelligently correlated and linked data set

#### PURSUITFLOW - CAPTURE MANAGEMENT AND TEAM ORCHESTRATION

Identify teaming partners, orchestrate capture efforts, and dynamically calculate and update probability of winning across all capture efforts

#### SECURE ENCLAVE FOR PROPOSAL DEVELOPMENT

Meet and exceed the controls requirements for DFARS 252.204-7012 and NIST 800-171 requirements for controlling unclassified information for DoD proposals

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## CAPTURE 2 Are The OASIS Bid Requirements Too Restrictive?

One Acquisition Solution for Integrated Services (OASIS) is designed to address agencies' need for a full range of service requirements that integrate multiple professional service disciplines and ancillary services/products with the flexibility for all contract types and pricing at the task order level. OASIS and OASIS SB are each a family of seven separate Government-wide Multiple Award, Indefinite Delivery, Indefinite Quantity (MA-IDIQ) contract vehicles.

Each of the seven separate MA-IDIQ task order contracts will be individually referred to as "pools" within OASIS. These pools align with specific capability areas:

Pool	Service Area
1	Engineering, Management Consulting Marketing, Logistics
2	Financial Services
3	Aerospace Equipment Weaponry, Marine Engineering
4	Biotech, Engineering, and Life Sciences R&D
5a	Aircraft Parts and Auxiliary Equipment R&D
5b	Space Vehicles, Missiles, Auxiliary Parts R&D
6	Aircraft R&D

OASIS has the goal of providing its users with a pool of highly qualified companies who have been previously vetted and proven to have the capabilities necessary to complete the contract work. As such, the requirements to get onto OASIS are highly restrictive. While the initial awards were made in 2014, there have been a series of on-ramps since then to increase the number of contractors where competition is needed for the task orders, or where Small Business contractors have phased-out of their initial set-aside categorization. Currently, there is an open

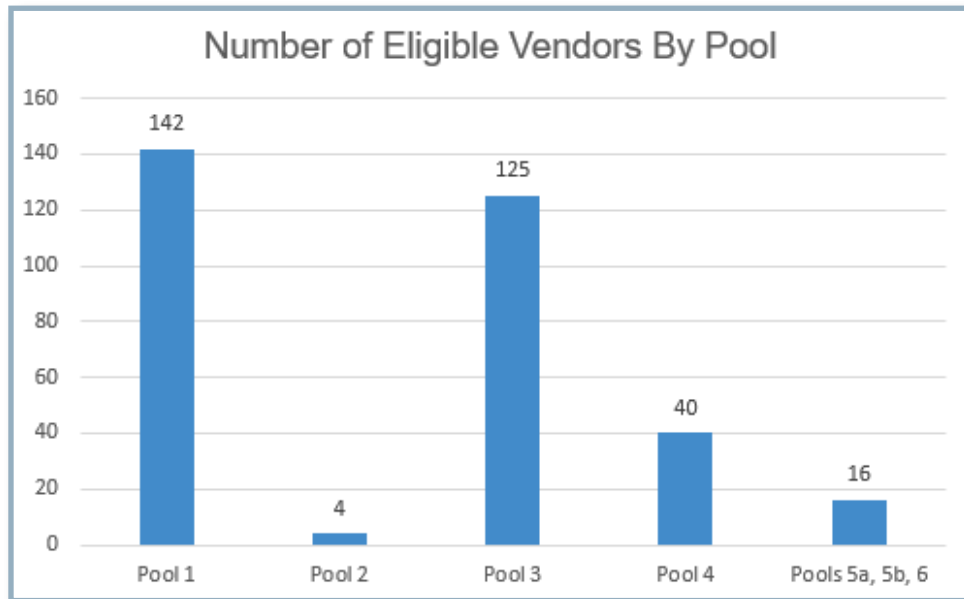
solicitation request to on-ramp for Pool 2, and a Pool 6 on-ramp is anticipated this year for the OASIS Unrestricted contract vehicle. A need for more competition is apparent, but is that possible with the given eligibility requirements?

## Eligibility

- Contractor must demonstrate relevant experience in the predominate NAICS code for the specified pool. Three distinct pool-specific projects are required for the proposal; the remaining two projects may demonstrate past performance in any of the OASIS NAICS pools.
- Contractor must demonstrate relevant experience on 5 projects. A Relevant Experience Primary “project” is defined as a single contract; or, a single task order placed under a master Single Award or Multiple Award Indefinite Delivery, Indefinite Quantity (IDIQ) task order contract; or a single task order placed under a Federal Supply Schedule, or, a single task order placed under a master Single Award or Multiple Award Blanket Purchase Agreement (BPA). A collection of task orders may also be considered as a project.
- Each project must be worth a minimum of \$3 million/year.
- The combined annual value of the 5 projects must exceed \$25 million/year.
- All relevant experience must have been completed within 5 years of the solicitation closing date, with at least one year of performance on the opportunity completed before the solicitation closing date.
- Contractors must demonstrate performance in at least 4 of the 6 Core Disciplines of OASIS. These Core Disciplines are: Program Management Services, Management Consulting Services, Scientific Services, Engineering Services, Logistics Services, and Financial Management Services.

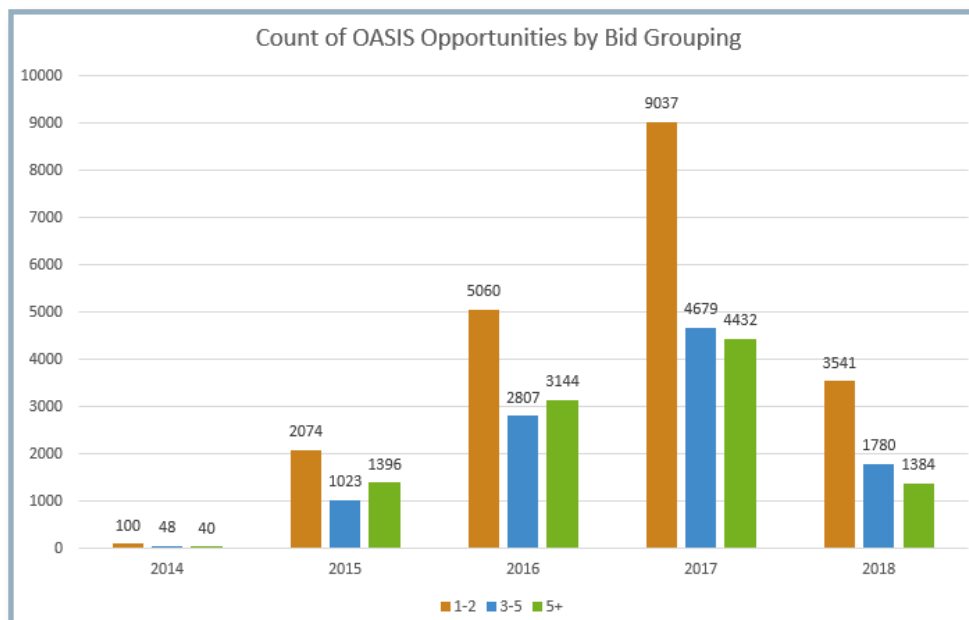
Capture2 has done an analysis to determine how open the competition is in each of the OASIS pools. We began by reviewing publicly-available FPDS contract awards data going back five years. Based on the information we gathered from the data, we then excluded all vendors who currently hold an OASIS contract from our results, so that we were looking at new potential vendors only. We created a data set using the primary NAICS codes for each pool, and set a minimum annual award value of \$3 million for each contract. At this point, we created a count of vendors with at least five eligible contracts in any pool. We did not specify the \$25 million spending in a single year, nor create a measure to determine if the contractor demonstrates the required number of OASIS core disciplines.

Already, the results reveal an astounding lack of competition available for most NAICS pools, as seen in the graph below. Pool 2 has just four eligible vendors who do not already have OASIS contracts. Pool 1 has the most available competition, with 142 eligible contractors. A single contractor was also often eligible for multiple pools, leaving the total number of eligible contractors at just 171 total vendors.



### Why This Matters

OASIS aims to produce competition at a rate of three to five bids per task order. However, in 2017, 49.8% of the opportunities presented in OASIS each year received only one or two bids.

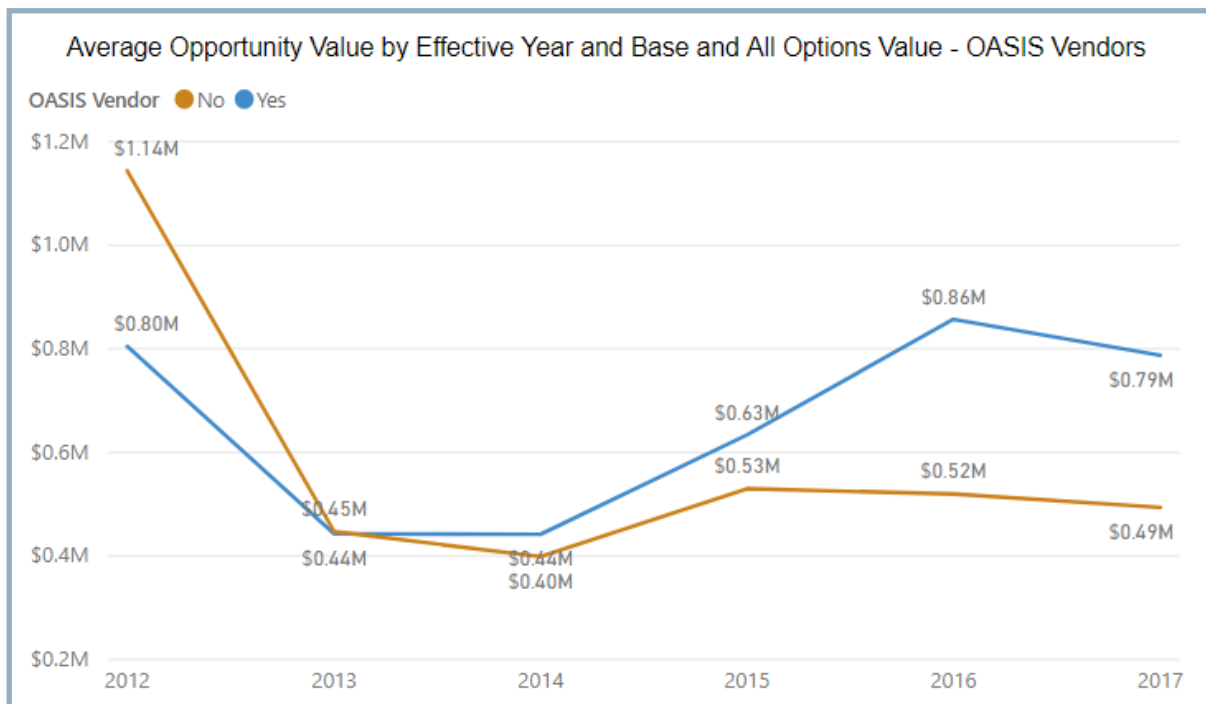


In Pool 2, one of the pools where OASIS has recently solicited new contractors, the difference is even starker; since OASIS began, over 70% of opportunities have received only 1-2 bids. As we saw above, there are also very few vendors eligible to compete for an OASIS Pool 2 award. This causes a significant barrier to creating new competition for these task orders.

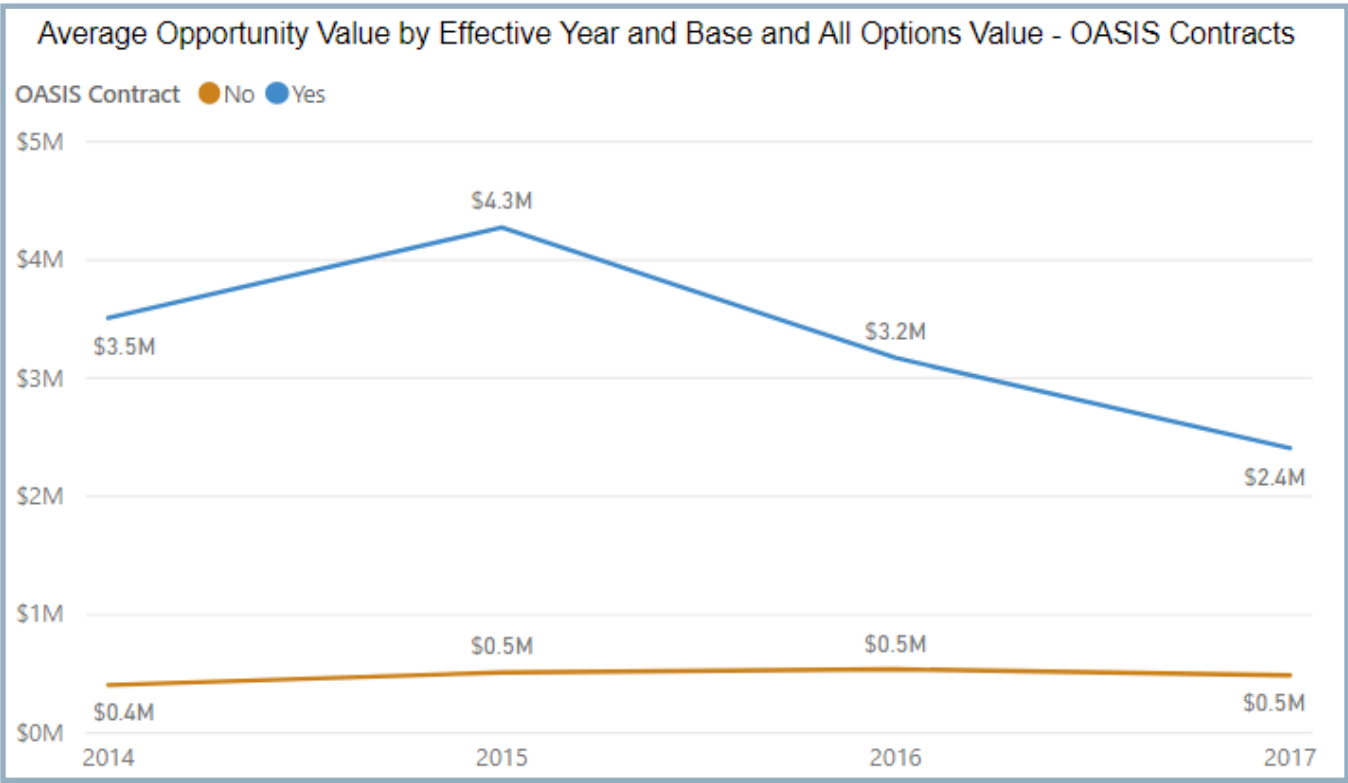
### How Do You Increase Competition if New Companies Cannot Qualify For OASIS?

The opportunities for new companies to gain the required experience to successfully bid and win a space on the OASIS contract vehicles has dwindled over the past four years since OASIS began. **The average value for these contracts has been decreasing.** The average value for contracts in the OASIS wheelhouse that have been awarded to vendors who are **not** in OASIS decreased by 57% between 2012-2017. While the average contract value for vendors with OASIS contracts also dipped in the years 2013-2015, the overall decrease in average contract value for 2012-2017 is just 1% for contractors who are on OASIS (whether the work was performed on OASIS or through another medium). Those with high values are increasingly being competed through OASIS, so that a new contractor cannot come in and win the work needed to get on OASIS.

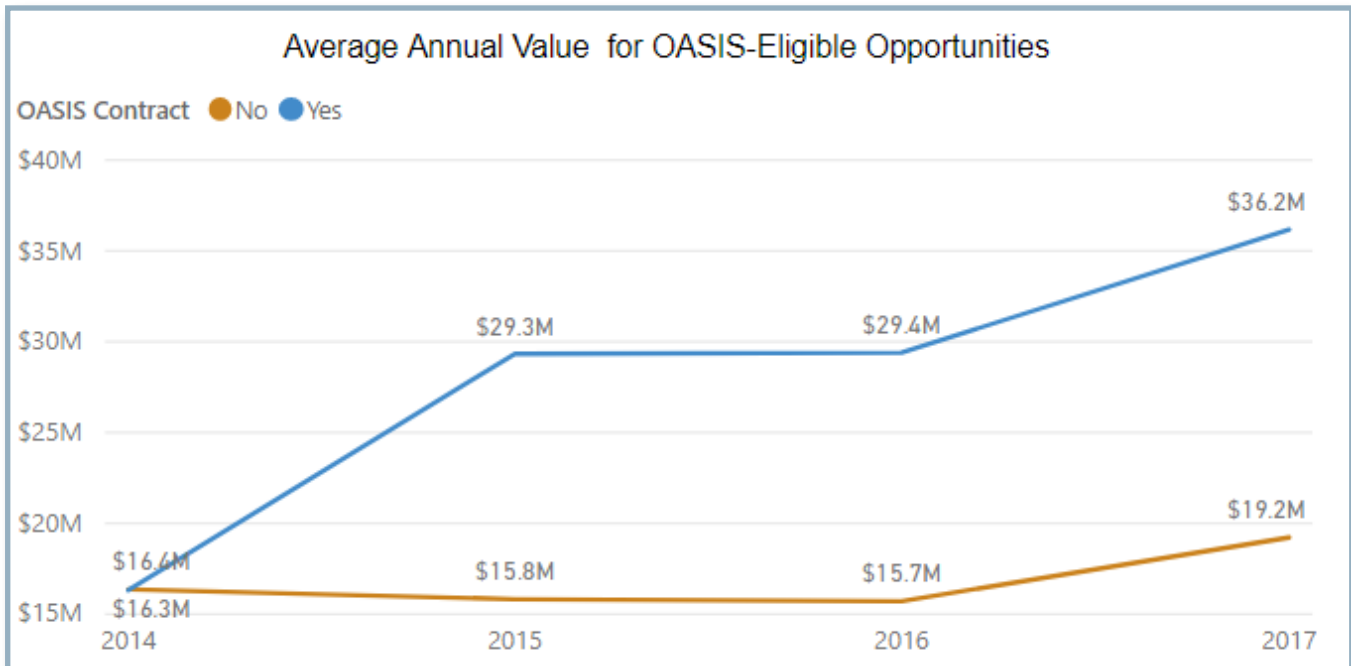
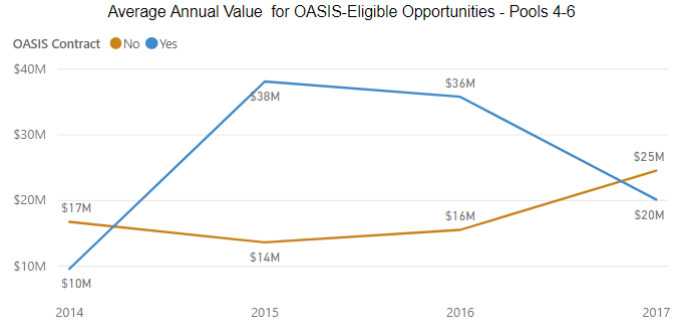
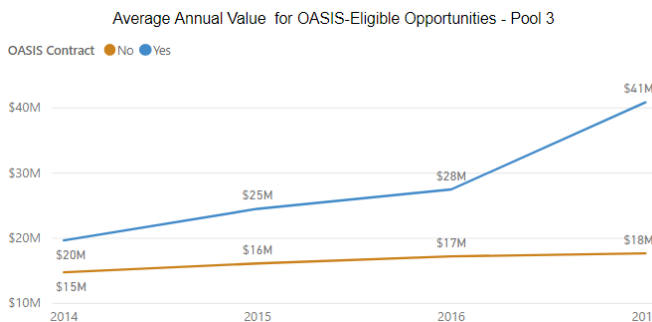
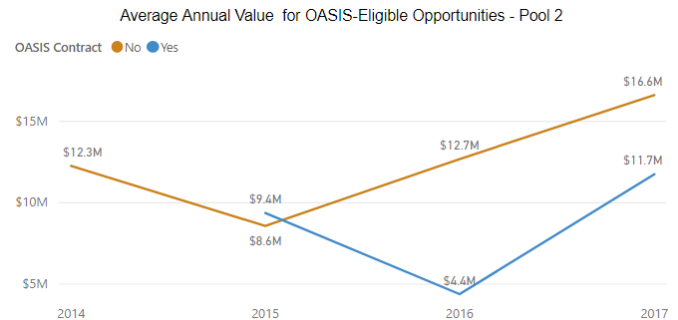
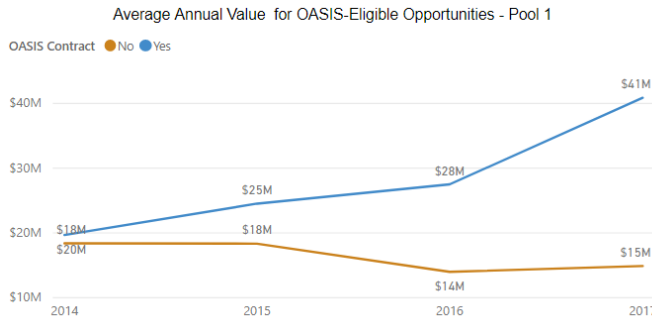
For example, take the following graph of opportunities reported in FPDS from 2012-2017. The average value per opportunity is depicted for vendors who received OASIS contracts compared to those who did not. While the value for all contracts in the OASIS wheelhouse decreased in 2012-2013, the rebound from this dip was greater for OASIS vendors than for vendors without OASIS awards.



That gap is even greater when one looks at the contract values for OASIS contracts versus other contracts, although the value for even OASIS contracts has been declining significantly. However, there is an obvious downward trend in average contract value within OASIS that has been occurring since 2015.



That data is for all opportunities that conform to eligible OASIS NAICS codes; when the data is limited to opportunities with an average annual value of \$3M or more (one of the essential OASIS requirements for Past Performance), the difference becomes even more stark: OASIS contract values are worth significantly more than those that are not under OASIS, although here, the data by OASIS pool varies greatly:



## How to Proceed

[GSA's OASIS website](#) recommends that interested vendors subcontract with existing OASIS Primes to gain market experience and exposure, and to use the existing solicitations as roadmaps to determine your potential eligibility and strengthen your performance when bidding. While this may be a great place to start, we propose that more needs to be done. The requirements may need to be revisited to increase the pool of high-quality, eligible contractors competing for spots on the OASIS contract vehicles.

For this to happen, the contracting officers must be made aware of the limits on competition that have either developed or progressed since the inception of OASIS:

- The average value for opportunities within the scope of OASIS has been steadily declining, with the highest-value opportunities being awarded within OASIS, or to current OASIS vendors. While the annual contract minimum value can still be set to encourage the most qualified vendors to compete, the current bar may be too high given the trend towards lower-value contracts, especially outside OASIS.
- Many vendors lose eligibility because they do not have 5 concurrent contracts within the \$3M+ annual value range. However, the average annual value for opportunities worth over \$3M annually is over \$15M for all vendors, whether they are on OASIS or not. Lowering the number of high-value opportunities required, while raising the minimum annual value per contract, may actually result in a larger pool of eligible candidates with the experience necessary to be a valuable addition to the OASIS suite of contract vehicles.
  - For example, if the minimum contract value were \$7.5M, but only 1 in-pool contract were required, the number of eligible vendors in Pool 1 (highest eligibility) is 1217, while Pool 2 (lowest eligibility) is still 50. With the same minimum value, but 2 in-pool projects, the eligible vendors in Pool 1 drop to 317, and in Pool 2 they drop to 11. By increasing the annual contract value to \$15M, but dropping the required projects to 1, Pool 1 still has 622 eligible vendors, while Pool 2 has 30. These remain the highest and lowest numbers of eligible vendors across the pools. Adjusting the requirements on a pool-by-pool basis may be advisable.
- Emphasize measures of quality over quantity: There may also be a way to better distinguish quantity vs. quality as a means of entry. Demonstrating mastery of the OASIS core disciplines, for example, may be of greater value for admittance based quality of work.

We encourage you to talk to the contracting officer, attend industry days, and make yourself known to be an interested competitor. Ask whether they will re-evaluate the requirements based on the number of eligible bids submitted during each on-ramp period. Help educate the program on the value of continued competition, and the trends in contracting that create more significant barriers to entry with the current requirements.

With education, it may be possible to determine a realistic set of requirements that still ensure that the OASIS pool of contractors remain highly-qualified, competitive group of qualified professionals. The Government has a set of guidelines in place to foster competition; use their own plans to help strengthen your case for new eligibility requirements that foster more competition for the OASIS contract vehicle awards.

For this to happen, the contracting officers must be made aware of the limits on competition that are occurring due to the current requirements. Talk to the contracting officer, attend industry days, and make yourself known to be an interested competitor. Ask whether they will re-evaluate the requirements based on the number of eligible bids submitted during each on-ramp period. Help educate the program on the value of continued competition, and the trends in contracting that create more significant barriers to entry with the current requirements. With education, it may be possible to determine a realistic set of requirements that still ensure that the OASIS pool of contractors remain highly-qualified, competitive group of qualified professionals. The government has a set of guidelines in place to foster competition; use their own plans to help strengthen your case for new eligibility requirements that foster more competition for the OASIS contract vehicle awards.

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<sup>1</sup> We were unable to extract NAICS Exceptions data from the FPDS awards data, so Pools 5a, 5b, and 6, which are all based on separate exceptions to the same primary NAICS code, have the same initial results.

<sup>2</sup> Pools 4-6 are combined in this graph to represent all R&D pools.

<sup>3</sup> Our analysis has been completed at the awardee DUNS level. However, a company may also be eligible by proving a “meaningful relationship” between multiple divisions, affiliates, or subsidiaries of a single corporation operating under multiple DUNS.