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ATLAS – The Next Major Contract Vehicle for Unmanned, Optionally Manned, and Manned Platforms

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GSA's Federal Acquisition Services, Federal Systems Integration and Management (FEDSIM) Center has been working on a new contract vehicle to be named Acquisition Technology Land, Air, Sea (ATLAS). ATLAS will be a "must bid/must win" for any company that has a stake in operations, readiness, maintenance, integration, development, and other relevant support functions of unmanned, optionally manned, and manned platforms.

How ATLAS is Shaping

Through independent research, interviews, and email exchanges with GSA, Capture2 has determined that an official announcement, and perhaps an RFI, is approximately two months out from the time of this report being published. The former Program Manager of One Acquisition Solution for Integrated Services (OASIS), Mr. Todd Richards, currently a FEDSIM Contracting Officer, has been authorized to talk about the potential procurement as final approvals are in process at various agency and administrative levels. Based on GSA's ongoing market research, they will assess whether ATLAS will be a viable procurement. However, there are a couple of interesting points to consider:

- **Mission:** ATLAS is being designed to support operations, readiness, maintenance, integration, development, and other relevant support functions of unmanned, optionally manned, and manned platforms (e.g. UAS, UAV, rotary and fixed wing aviation, missiles, tanks, ships, etc.) It will have a complete solution capability that currently is not provided by OASIS, such as equipment maintenance with Service Contract Act wage determinations. As of now, GSA is evaluating 72 NAICS codes with the potential for more to be added. It will also provide services to all U.S. Federal agencies and with an estimated \$150B ceiling (or higher).
- **Operational Need:** In the spotlight are the unmanned vehicle systems, as their sophistication, reliability, and application continue to grow. The John S. McCain National Defense Authorization Act, signed by President Trump in August 2018 for Fiscal Year 2019, demonstrates the U.S. Department of Defense's (DoD) commitment to supporting such programs. This bill authorizes the DoD to spend \$9.6 billion for unmanned vehicle systems. The bill increases military spending for unmanned technologies by 28 percent over last year according to an [analysis](#) by the Association for Unmanned Vehicle Systems International (AUVSI). This trend in spending underscores the need for a contract vehicle, like ATLAS, specifically designed to support such platforms.
- **Procurement Leadership:** The architects of OASIS are now at FEDSIM, developing the procurement strategy for ATLAS. The ATLAS team does not plan to simply create a similar version of [OASIS](#), they want to expand on it. They have brought with them the lessons learned from OASIS and are applying them to the development of ATLAS.

- **OASIS-like Procurement:** ATLAS will likely follow the OASIS model, in which a company will submit a proposal based on points, on the merit of their past performance. *There will be no team members or subcontractors.* ATLAS will be a targeted acquisition with various pools created to provide support based on both geographical location and technical expertise. For instance, Huntsville, AL would have multiple pools, each containing multiple contractors who would compete for resultant Task Orders. There would be separate pools for other entities such as the Army's Tank-Automotive and Armaments Command (TACOM), the Communications-Electronics Command (CECOM), as well as entities of the Navy, Marine Corps, Air Force and civilian agencies such as the Department of Homeland Defense.

What Can You Expect:

Based on the Capture2's analyst research of information to date, the following can be expected moving forward:

- Expect a performance period of 15 - 20 years with a potential ceiling of \$150 billion plus.
- Expect an OASIS bid model with expanded capabilities to address operational requirements.
- Expect both unrestricted and small business pool procurements.
- Expect that the scope will cover providing services to all U.S. Federal agencies.
- Expect pools to be based on both geographical location and technical expertise.
- Expect all contract types, to include mixed contract types (e.g., FFP & LH) at the task order level.
- Expect some task orders to include incentives, performance-based measures, multi-year or option periods, and commercial or non-commercial items.
- Expect no labor rate submission for the ATLAS procurement, just for task orders only.
- Expect to use only past performance for work that you have performed as the prime contractor.
- Expect a similar ranking and scoring system to OASIS, additional points may be earned for some non-mandatory categories (refer to table below).

Non-Mandatory Categories	Point Value
Approved Purchasing System	500
Current FPRA, FPRR, and/or Approved Billing Rates	200
EVMS ANSI/EIA Standard-748	200
Acceptable Estimating System	200
CMMI Maturity Level 2	100
CMMI Maturity Level 3 or higher	200
ISO 9001:2008	200
ISO 17025	100
ISO 14001:2004	100
AS9100	100
Secret Facility Clearance	100
Top Secret Facility Clearance	200

In Summary

ATLAS could be a mammoth contract vehicle. If it materializes, it will be a must bid/must win for many companies. Capture2 will continue to provide analysis and reports on ATLAS as it develops, with important news and recommendations to create the most effective bid possible.