

**Fiscal 2021**

# **Government Contracting Playbook**



**Bloomberg  
Government**

# Table of Contents

Fiscal 2021 Government Contracting Playbook .....	1
Fiscal 2020: Lookback .....	1
Fiscal 2021: What's Ahead .....	3
Five Trends That Will Shape Federal Contracting in FY 2021 .....	4
Covid-19 Spending Will Drive Agency Budgets .....	4
AI-Focused Government Initiatives Will Multiply .....	5
Telework Is Here to Stay .....	6
Covid-19 Will Accelerate Digital Services Spending .....	7
Reimbursements Via CARES Act 3610 Will Trickle .....	8
Top 20 Federal Contracting Opportunities in FY 2021 .....	9
Three Tools to Help Win New Business .....	20

# Fiscal 2021 Government Contracting Playbook

Fiscal 2020 was an interesting year for companies competing in the federal market. Here is a quick recap from last fiscal year and the major trends that BGOV predicts will impact contractors most significantly throughout the coming months in fiscal 2021.

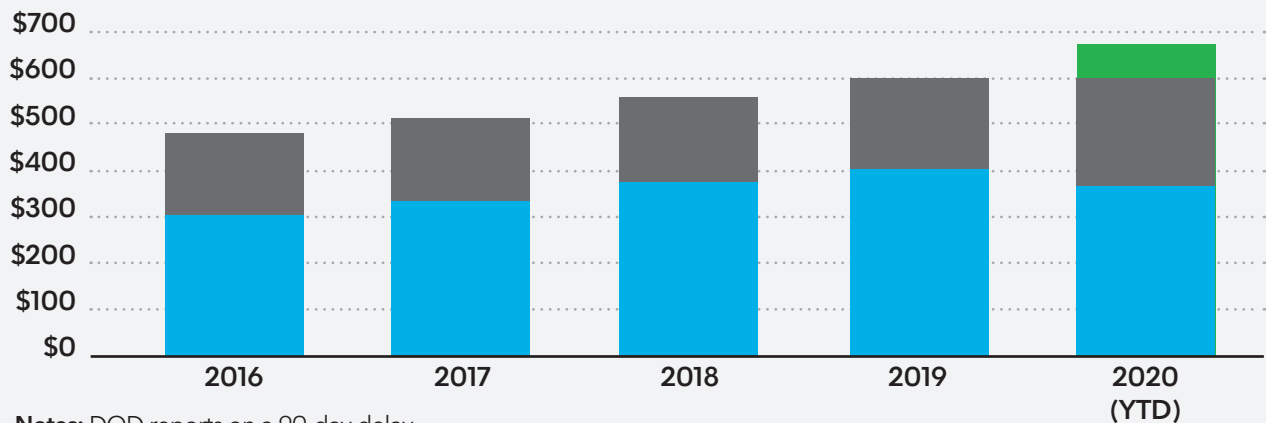
## Fiscal 2020: Lookback

The first quarter of fiscal 2020 probably offered the only semblance of normalcy for most contractors. By March, contractors were jolted by remote policies as a result of Covid-19 that shifted customary business tactics to home offices. Once reactions to the pandemic subsided, spending took off and fiscal 2020 is on pace for the sixth straight year of spending increases.

### Total Federal Spending

Dollars in billions; fiscal years 2016 through 2020 (year to date)

■ Defense ■ Civilian ■ Remaining DOD Forecast



Notes: DOD reports on a 90-day delay.

Source: Bloomberg Government data as of Oct. 2020.

Some of the major awards included:

- Defense Information Systems' [\\$6.5 billion](#) Global Solutions Management - Operations II
- The Air Force's award of the [\\$13.4 billion](#) Small Business Enterprise Application Solutions (SBEAS)
- The Army's awards of the [\\$13 billion](#) Information Technology Enterprise Solutions Software 2 (ITES-SW2) and [\\$5.1 billion](#) Global Tactical Advanced Communications Systems II
- The Navy's [\\$7.7 billion](#) Next Generation Recompete (NGEN-R), Service Management Integration and Transport (SMIT)

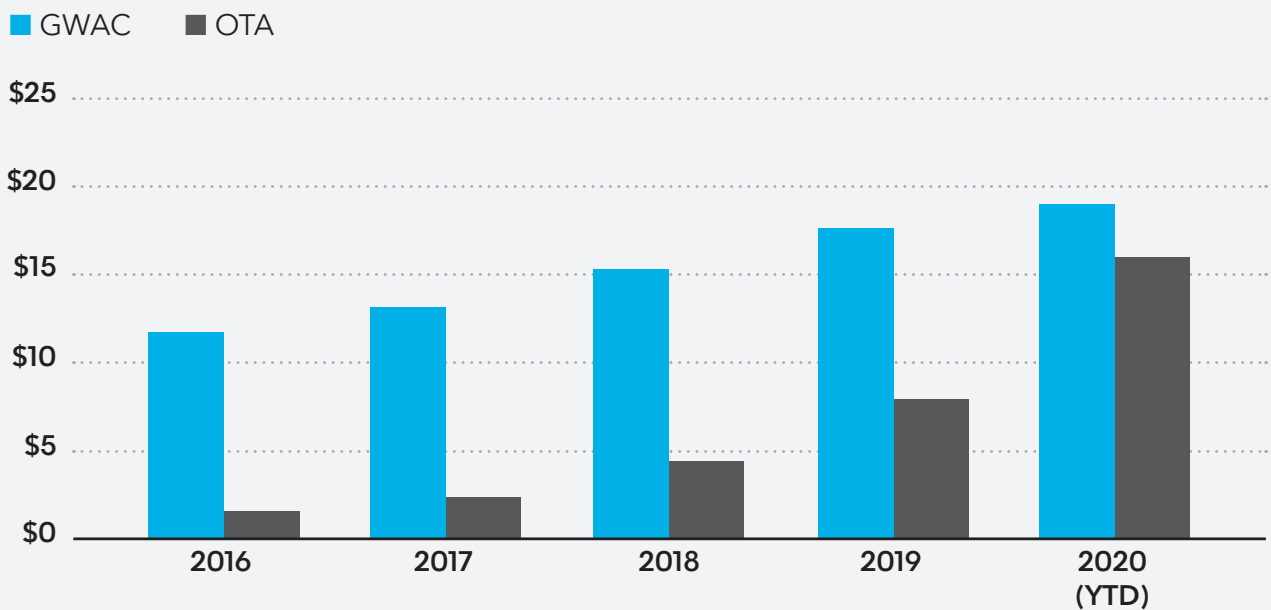
At General Services Administration, the agency added hundreds of companies to its existing [small business](#) and [unrestricted](#) contract for One Acquisition Solution for Integrated Services (OASIS), while giving up on efforts to resolve protest disputes that contested awards for the \$15 billion Alliant 2 Small Business.

Federal agencies continued to show preference toward multiple-award contracts. For example, spending on governmentwide acquisition contracts (GWACs) – a form of contracts exclusively covering information technology purchases – has surpassed all previous years and now totals \$18.5 billion year to date in fiscal 2020. About two-thirds of that fiscal 2020 GWAC spending is concentrated in three vehicles: NASA’s SEWP V (\$6.4 billion), GSA’s Alliant Large Business (\$4.4 billion), and HHS’s CIO-SP3 (\$2 billion).

The government also continued to show an inclination for innovative acquisition methods to award contracts more quickly. The use of other transaction authority (OTA) has reached a record of \$16 billion reported spending year to date, and BGOV projections suggest it could near \$20 billion once data is fully reported.

## GWAC and OTA Spending Surge

Dollars in billions; fiscal years 2016 through 2020 (year to date)



**Notes:** GWAC: Governmentwide Acquisition Contract. OTA: Other Transaction Authority.

**Source:** Bloomberg Government data as of Oct. 2020.

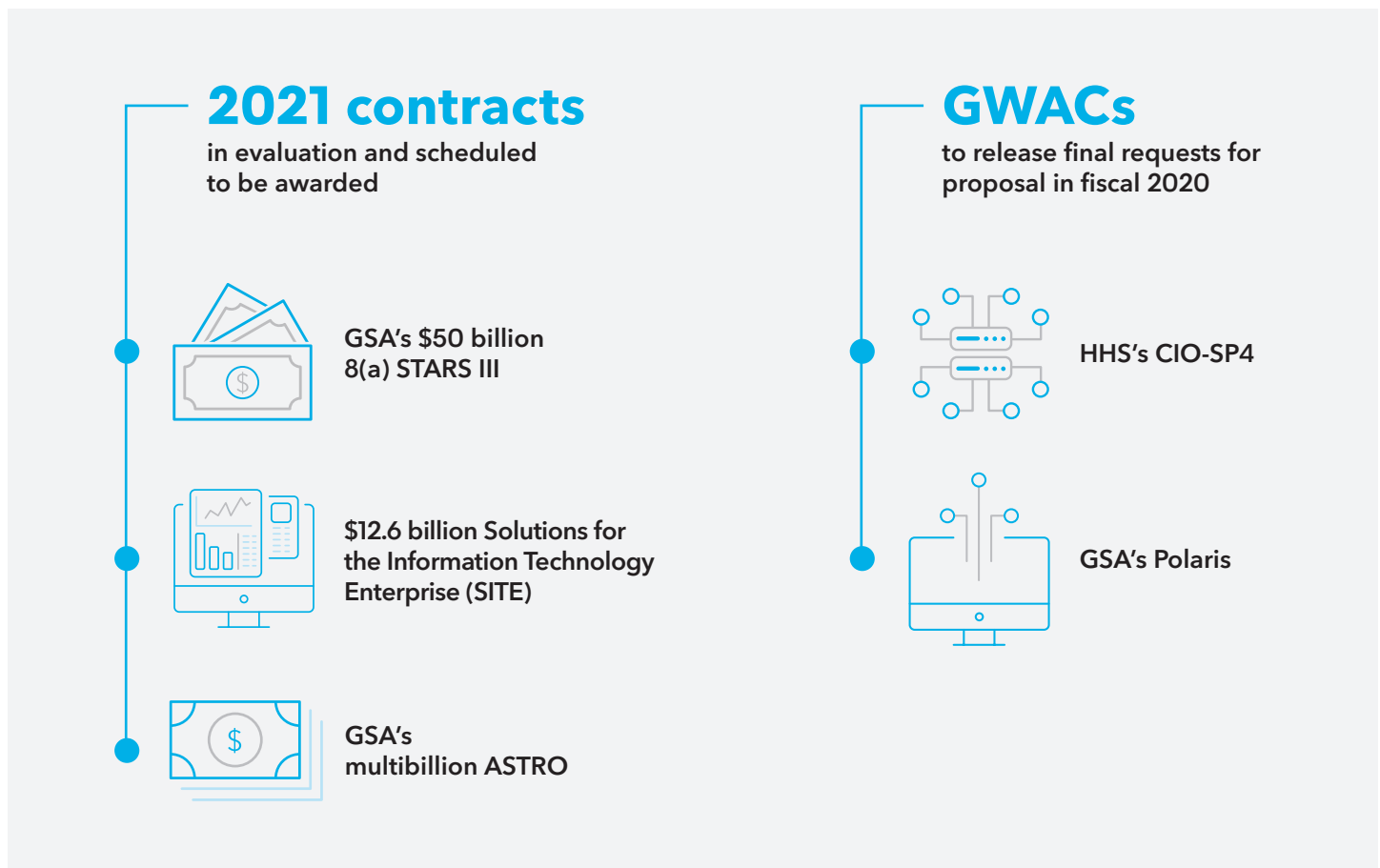
## Fiscal 2021: What's Ahead

The budget outlook for fiscal 2020 remains in limbo. The fiscal year began under a continuing resolution that funds agencies through Dec. 11, and many of the issues surrounding a budget approval remain unresolved.

Bloomberg Government expects a competition for major GWACs, including HHS's CIO-SP4 and GSA's Polaris, to release final requests for proposal in fiscal 2020.

A number of contracts - including GSA's \$50 billion 8(a) STARS III, GSA's multibillion ASTRO, and the Defense Intelligence Agency's \$12.6 billion Solutions for the Information Technology Enterprise (SITE) - are in evaluation and scheduled to be awarded this fiscal year.

Many of the acquisition trends that could unfold in fiscal 2021 will likely be impacted by the election. Many existing contracting initiatives - such as IT modernization, category management, shared services, and interagency collaboration - are likely to receive bipartisan support. Any potential change in administration is unlikely to have an immediate consequence on agency initiatives until at least the second quarter of fiscal 2021. Government contractors should be mindful of meeting the needs of existing agency requirements and fulfilling ongoing contractual agreements.



# Five Trends That Will Shape Federal Contracting in FY 2021

The federal government is implementing policies that will shape contracting priorities throughout fiscal 2021. Bloomberg Government breaks down the five trends in federal contracting that are likely to have the most impact in the fiscal year that began Oct. 1.

## 1. Covid-19 Spending Will Drive Agency Budgets

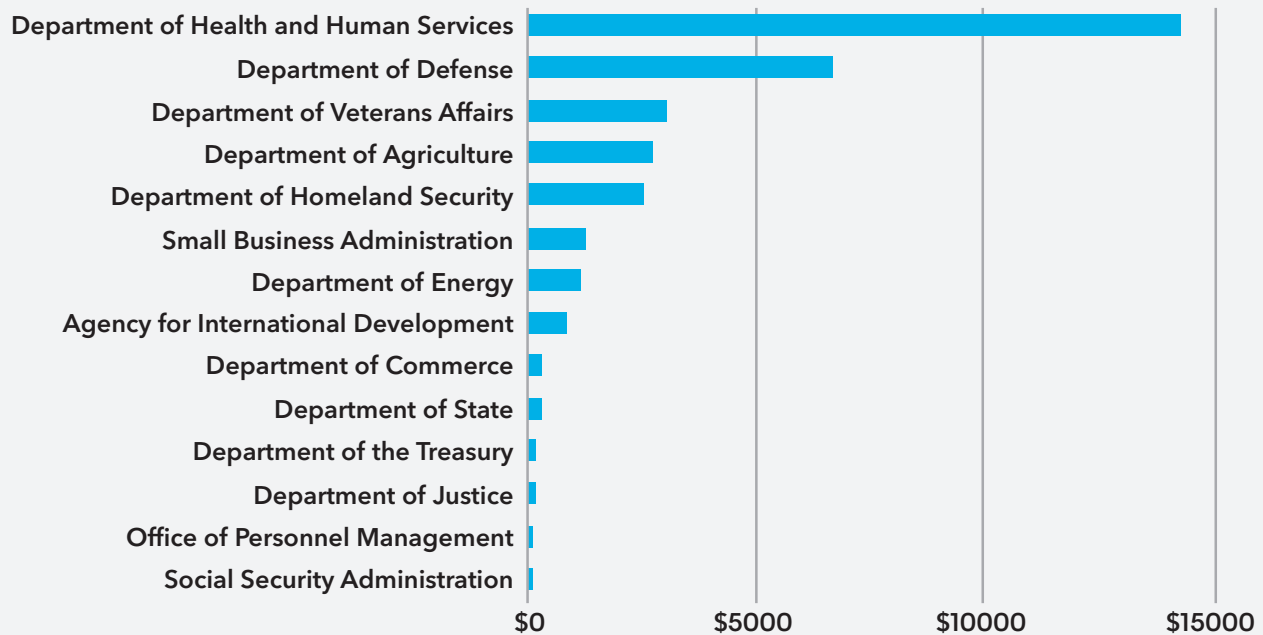
Continued efforts to combat the Covid-19 pandemic are likely to drive increases in agency contract spending throughout fiscal 2021. In fiscal 2020, civilian agency contract spending reached a record high of about \$228 billion, a \$33.5 billion or 17% increase over fiscal 2019. About 44% of that increase was due to an increase in Covid-19-related spending at the Department of Health and Human Services.

Significant upticks at the Department of Veterans Affairs and the Small Business Administration were a result of the pandemic. Bloomberg Government's coronavirus market definition shows a total of \$34 billion in reported Covid-19-related spending in fiscal 2020. The data, pulled as of October 2020, excludes the total DOD figures, which are not final until about January 2021 and will boost that number higher.

While much of the current spending is related to vaccine development, fiscal 2021 could play out as a transition to production and deployment activities resulting from a potential vaccine. In addition, legislators are considering future economic stimulus spending that could replenish disbursement to select agencies such as the Small Business Administration.

### Top 15 Covid-19 Funding Agencies

Obligations by funding agency, dollars in millions



**Notes:** Based on BGOV's Covid 19 market definition using identified classification codes, contracts, and keywords.

DOD reports data on a 90-day delay.

**Source:** Bloomberg Government data as of Oct. 2020.

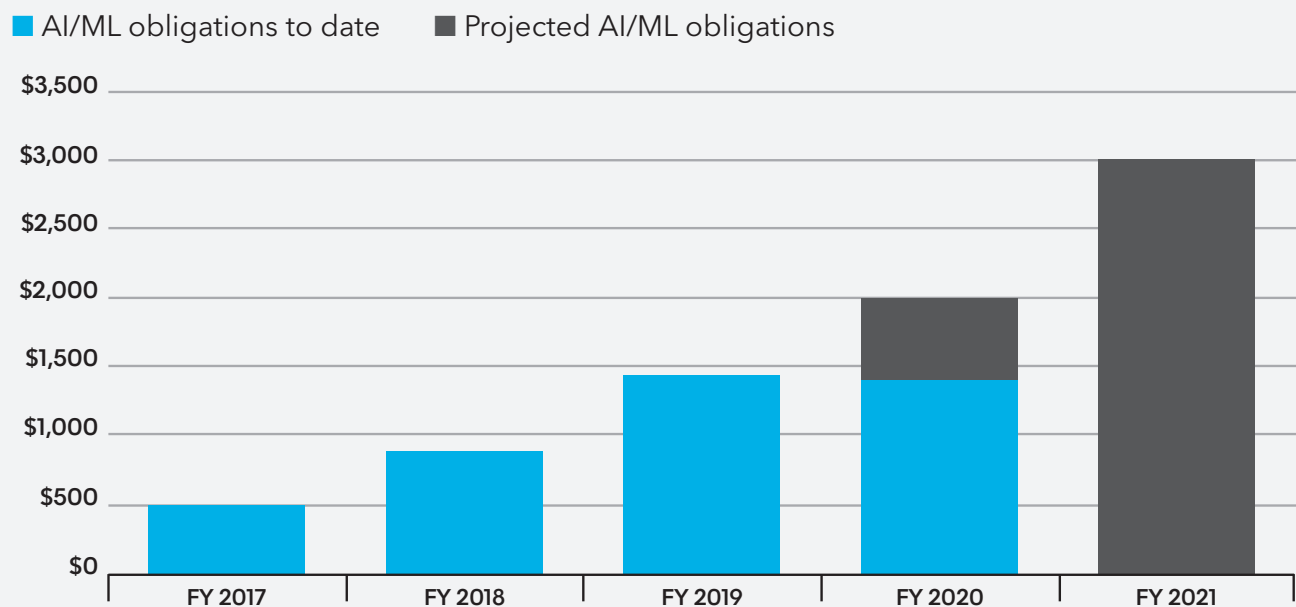
## 2. AI-Focused Government Initiatives Will Multiply

In the less than two years since the White House published its executive order Maintaining American Leadership in Artificial Intelligence, federal budgets and contract spending obligations on artificial intelligence and machine learning (AI/ML) technologies have accelerated sharply.

The federal government is preparing to invest more than \$6 billion in AI-related research and development projects in fiscal 2021. The GSA's AI Center of Excellence and the Pentagon's Joint AI Center (JAIC) are aimed at speeding the adoption of AI technologies by civilian and defense agencies, respectively, while the Departments of Energy and Veterans Affairs have opened AI research offices. Meanwhile, federal contract spending on AI is on pace to grow by almost 50%, according to BGOV projections, reaching \$3 billion in fiscal 2021.

### Artificial Intelligence Obligations

Dollars in millions; fiscal years 2017 through 2021 (projected)



**Note:** Artificial intelligence is a BGOV analyst-defined market. FY 2020 features projections for Q4 DOD's 90-day reporting lag.

**Source:** Bloomberg Government data as of Oct. 2020.

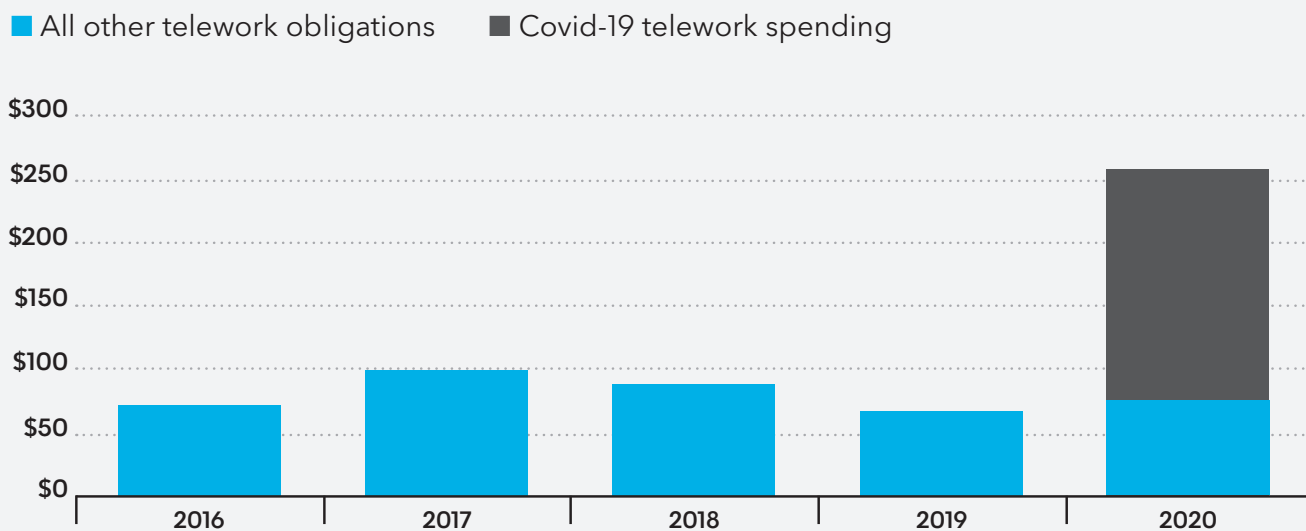
### 3. Telework Is Here to Stay

Covid-19 forced federal agencies to allow a large portion of their workforce to work remotely, and agencies quickly adapted by purchasing products to make teleworking secure and effective, such as laptops and virtual private networks. Prior to fiscal 2020, agencies [spent](#) between \$70 million and \$100 million annually on telework-related products and services, but this year [spending has tripled](#) to more than \$250 million, \$180 million of which was spent in response to the pandemic.

With much of the [IT stimulus money](#) available until the end of this fiscal year, heightened telework-related spending is expected again in fiscal 2021 but not at fiscal 2020 levels, since agencies have likely purchased much of the hardware and software needed to work remotely. After fiscal 2021, telework spending will likely remain high as the pandemic subsides. Since agencies have now worked out the logistics, invested in the necessary IT, and accepted video calls as a status quo, agencies will likely offer telework as an option indefinitely to provide employees more flexibility, achieve cost savings, expand the recruitment pool, and better accommodate employees with disabilities.

#### Telework Market Triples From Fiscal 2019 to 2020

Telework contract obligations, dollars in millions



**Notes:** Fiscal 2020 data is incomplete because the Pentagon reports on a 90-day lag.

**Source:** Bloomberg Government data as of Oct. 2020.

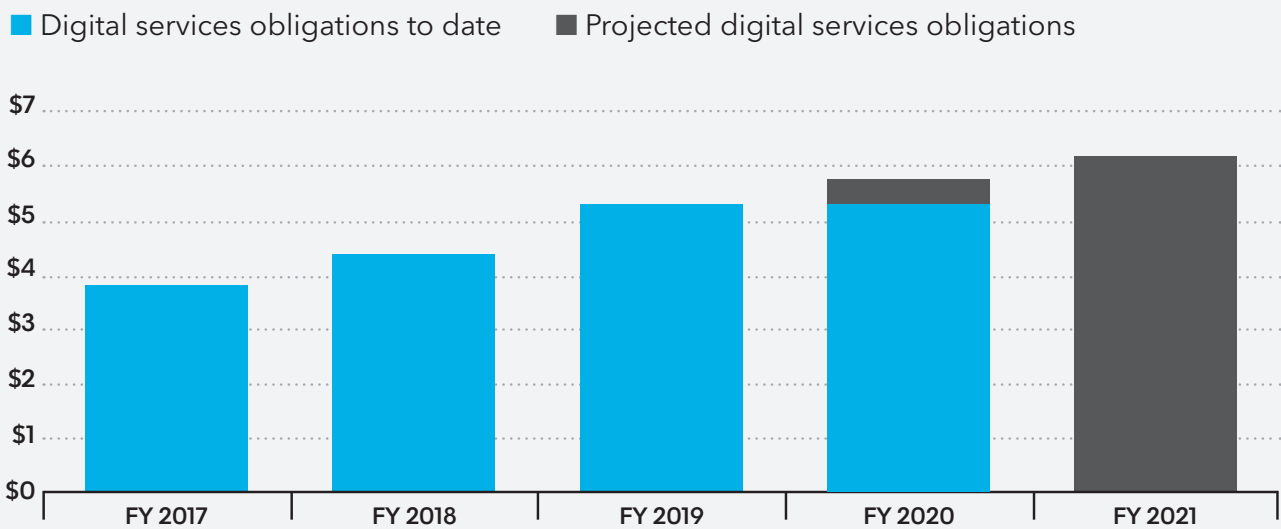
## 4. Covid-19 Will Accelerate Digital Services Spending

Even before the Covid-19 pandemic, federal agencies were focused on expanding and improving the quality of public services available online. The pandemic only heightened the urgency to roll out new digital services.

Bloomberg Government projects that federal agencies will invest close to \$5.8 billion in fiscal 2020 and \$6.2 billion in fiscal 2021, according to current spending trends. The Veterans Affairs Department, which received close to \$2.2 billion in CARES Act funding for IT modernization, was responsible for more than \$1.4 billion of that spending in fiscal 2020. In addition to the VA, the departments of Homeland Security, Education, and Treasury are slated for large-scale IT modernization-related acquisition programs in fiscal 2021.

### Digital Services Obligations

Dollars in billions; fiscal years 2017 through 2021 (projected)



**Note:** Fiscal 2020 data is incomplete because the Pentagon reports on a 90-day lag.

**Source:** Bloomberg Government data as of Oct. 2020.

## 5. Reimbursement Via CARES Act 3610 Will Trickle

Federal agencies were provided authority to [reimburse](#) contractors impacted by Covid-19 by statutory authority vested in the [CARES Act](#).

### CARES Act 3610

Stimulus money is estimated to take about six months to distribute.



Company applies for stimulus



Two to three months collecting company data



DOD estimates the funding for reimbursements ranges from \$10 billion to \$20 billion

The next stimulus [package](#) is held up by [differences](#) between the White House, Republican-controlled Senate, and Democratic-controlled House, but if an agreement is reached, it likely won't result in payments flowing quickly. Agencies must ensure that claims are legitimate and treat contractors equitably, which will necessitate time for due diligence. The Pentagon estimates any stimulus money doled out by Congress will take about six months to distribute, with two to three months of that devoted to collecting the company data. DOD estimates the funding for reimbursements could range from \$10 billion to \$20 billion.

Defense Department acquisition chief Ellen Lord said in September, "we want to look at all of the proposals at once. It isn't going to be a first-in, first-out, and we have to rationalize using the rules we've put in place, what would be reimbursable and what's not."

# Top 20 Federal Contracting Opportunities in FY 2021

## Executive Summary

Bloomberg Government has identified 20 major fiscal 2021 opportunities worth as much as \$214 billion

- All final requests for proposal (RFPs) are likely to be issued in fiscal 2021
- Opportunities are based on Bloomberg Government's Top 20 Opportunities dashboard, which is updated weekly

Defense agencies account for 12 opportunities; civilian agencies have 8

- The Navy and Army Department lead with three opportunities each
- The majority of the top 20 programs are indefinite-delivery/indefinite-quantity (IDIQ) multiple-award contracts (MACs)
- Six of the upcoming contracts are new requirements, while the 14 remaining are follow-on deals

BGOV analysts will continue to track all 20 programs throughout the year

- BGOV clients can stay up to date on important developments in new opportunities and existing contracts by setting an alert for BGOV's weekly Top 20 Opportunities update and by subscribing to BGOV's contracting newsletter

Rank	Title	Agency	Estimated Value (\$ in billions)
1	Seaport NxG Onramps	Navy	\$50.0
2	Chief Information Officer - Solutions and Partners 4	HHS	\$40.0
3	Training Systems Acquisition	Air Force	\$25.0
4	Global Health Next Generation Supply Chain	USAID	\$16.4
5	Defense Enclave Services	DISA	\$11.7
6	Mission Partner Command and Control and Intelligence Information Sharing	DOD	\$10.0
7	FirstSource III - IT Hardware and Software	DHS	\$10.0
8	Information Technology Enterprise Solutions 4 - Hardware	Army	\$10.0
9	Polaris: Small Business GWAC	GSA	\$10.0
10	C5ISR Gateway to Sustainment	DOD	\$5.0
11	Information Resource Management IT Equipment	State	\$5.0
12	Information technology Enterprise Contract Support	FBI	\$5.0
13	Common Hardware Systems-6	Army	\$4.0
14	Investigative Fieldwork Services	DOD	\$4.0
15	Information Technology Innovation Procurement for Strategic Sourcing	ITIPSS	\$2.0
16	Fielded Training Systems Support V	Navy	\$1.8
17	Integrated Logistics Management System	State	\$1.1
18	Military Health System Enterprise IT Services	DHA	\$1.0
19	Future Integrated Combat System Infrastructure as a Service	Navy	\$1.0
20	Award Eligibility Determination	Education	\$1.0
<b>Total Value of BGOV Fiscal 2021 Top Opportunities</b>			<b>\$214</b>

# 1 Seaport Next Generation (NxG) Onramps

## Description

- Seaport NxG delivers professional services structured through two functional areas: engineering and program management
- The Navy issued a notice in [July 2019](#) stating plans to hold an onramp in the second quarter of fiscal 2021
- When SeaPort NxG was first competed in fiscal 2018, the terms and conditions stated that contractors submitting a SeaPort NxG bid had to show work “in support of the Navy”; to qualify for an award, a company must have some work, as a prime contractor or subcontractor, directly with the Navy
- **BGOV's Take:** The upcoming onramp process is likely to add hundreds of additional slots to companies that have past performance at Navy; of the 1,894 companies that submitted bids previously, 1,871 received awards

Details	
Program	<a href="#">Seaport NxG</a>
Estimated value	\$50 billion
Agency	Navy Department
RFP release date	Q2, FY 2021 (government estimate)
Award date	Q4, FY 2021 (BGOV estimate)
Contract duration	10 years
Incumbents	Seaport NxG <ul style="list-style-type: none"> <li>• 1,871 contracts totaling <a href="#">\$603 million</a></li> </ul>
Classification	R – Professional, administrative, and management support services

# 2 Chief Information Officer - Solutions and Partners (CIO-SP4)

## Description

- CIO-SP4 will continue to be a governmentwide acquisition contract (GWAC) delivering information technology services
- The government released a [draft solicitation](#) in March 2020 outlining details for the self-scoring methodology; a final request for proposal is expected in October
- Proposals will be evaluated in two phases; in the first phase, bidders will be ranked based upon their self-scoring sheet and the highest point values will move to phase two, and in phase two, proposals will be evaluated based on best value
- **BGOV's Take:** NITAAC anticipates 75 to 125 unrestricted awards and 200 to 300 small-business awards (including WOSB, HUBZone, SDVOSB firms), which will include 25 to 75 8(a) awards

Details	
Program	<a href="#">CIO-SP4</a>
Estimated value	\$40 billion
Agency	Health and Human Services
RFP release date	Q1, FY 2021 (government estimate)
Award date	Q1, FY 2022 (government estimate)
Contract duration	15 years
Incumbents	Chief Information Officer - Solutions and Partners 3 <ul style="list-style-type: none"> <li>• 56 contracts totaling <a href="#">\$8.8 billion</a></li> </ul> Chief Information Officer - Solutions and Partners 3 Small Business <ul style="list-style-type: none"> <li>• 307 contracts totaling <a href="#">\$7.4 billion</a></li> </ul>
Classification	D - Information technology

# 3

## Training Systems Acquisition (TSA IV)

### Description

- TSA IV will provide the Air Force with training systems and all training-related acquisitions such as requirements analysis, development and production, and as modifications and sustainment, according to [slides](#) presented at a December 2019 industry day
- The Air Force issued a [July 2020](#) notice outlining proposed evaluation factors; the government plans to issue a statement of objectives (SOO) in November
- BGOV's Take: Despite an increase in the estimated ceiling value on TSA IV to \$25 billion from the \$20.9 billion on TSA III, Bloomberg Government expects a continued spending of about \$2 billion; based on the complexity of the training systems, it's likely that about three-quarters of TSA's IV spending obligations will flow to large businesses

Details	
Program	<a href="#">TSA IV</a>
Estimated value	\$25 billion
Agency	Air Force
RFP release date	Q3, FY 2021 (BGOV estimate)
Award date	Q2, FY 2022 (BGOV estimate)
Contract duration	15 years
Incumbents	Training Systems Acquisition III <ul style="list-style-type: none"> <li>• 12 contracts totaling <a href="#">\$1.3 billion</a></li> </ul> Training Systems Acquisition Small Business III <ul style="list-style-type: none"> <li>• 13 contracts totaling <a href="#">\$250 million</a></li> </ul>
Classification	R - Professional, administrative, and management support services

# 4

## Global Health Next Generation Supply Chain (GHSC)

### Description

- GHSC will improve the capacity of global supply chains and enhance the ability of in-country supply chains to reach end users
- USAID wants vendors that can offer efficient, cost-effective procurement of pharmaceutical, laboratory, essential medicines, and other medical supplies plus strategies for building in-country capacity
- The agency issued an RFI in [May 2019](#); the total estimated value, \$16.4 billion, is based on the aggregate of maximum value listed on the USAID page [here](#)
- [BGOV's Take](#): USAID is seeking to implement commercial best practices to establish efficiencies in managing the health supply chain; once released, the single-award GHSC evaluation is likely to favor large businesses with proven past performance

Details	
Program	<a href="#">GHSC</a>
Estimated value	\$16.4 billion
Agency	U.S. Agency for International Development
RFP release date	Q1, FY 2021 (government estimate)
Award date	Q3, FY 2021 (government estimate)
Contract duration	10 years
Incumbents	Global Health Supply Chain-Commodities <ul style="list-style-type: none"> <li>• 6 contracts totaling <a href="#">\$5.7 billion</a></li> </ul>
Classification	R - Professional, administrative, and management support services

# 5 Defense Enclave Services

## Description

- Defense Enclave Services would merge a number of IT functions at the Pentagon’s civilian-led agencies, collectively known as the “[fourth estate](#)”; the proposed contract calls for consolidating IT services, such as network management, IT infrastructure, cloud computing, and help desk services
- According to details of a [July 2020](#) industry day, the agency plans to release a final RFP in September and award contracts in the first quarter of fiscal 2022
- [BGOV’s Take](#): The DES contract is already drawing comparisons to the contentious [Joint Enterprise Defense Infrastructure](#) (JEDI) cloud computing contract, another single-award acquisition valued at a maximum of \$10 billion over 10 years; DES’s \$11.7 billion ceiling value, its single-award status, and its use of screening criteria, including use of the CMMC, will probably invite similar interest and scrutiny from the industry

Details	
Program	<a href="#">DES</a>
Estimated value	\$11.7 billion
Agency	Defense Information Systems Agency
RFP release date	Q1, FY 2021 (BGOV estimate)
Award date	Q1, FY 2022 (government estimate)
Contract duration	10 years
Incumbents	New requirement
Classification	D - Information technology

# 6 Mission Partner Command and Control and Intelligence Information Sharing

## Description

- The C2 IIS contract will consolidate and replace the Air Force’s expiring information sharing systems contracts
- The Secretary of the Air Force Concepts, Development, and Management Office is seeking information on technical support related to its [Mission Partner Environment](#), which seeks to expand information across federal, state, and local entities
- According to a [June 2020](#) notice, the contract scope will include communications systems that support information sharing and warfighting capabilities such as: systems operations and maintenance, enterprise architecture, and cybersecurity oversight
- [BGOV’s Take](#): Security clearance requirements are likely to factor into bids. Security requirements will be determined at the task order level, but most employees will need a Top Secret/Sensitive Compartmented Information clearance

Details	
Program	<a href="#">C2 IIS</a>
Estimated value	\$10 billion
Agency	Defense Department
RFP release date	Q2, FY 2021 (BGOV estimate)
Award date	Q1, FY 2022 (BGOV estimate)
Contract duration	10 years
Incumbents	C2 IIS combines three separate contracts totaling <a href="#">\$546 million</a> <ul style="list-style-type: none"> <li>• General Dynamics (<a href="#">\$460 million</a>)</li> <li>• SOS International LLC (<a href="#">\$49 million</a>)</li> <li>• Trace Systems (<a href="#">\$36 million</a>)</li> </ul>
Classification	R - Professional, administrative, and management support services

# 7

## FirstSource III

### Description

- FirstSource III will provide commercial IT products and value-added reseller services for a wide variety of applications throughout DHS
- DHS issued a notice on [Aug. 4](#) stating it will increase the ceiling value to \$10 billion on FirstSource III, from \$3 billion on FirstSource II
- FirstSource III will have the same five socioeconomic tracks, or groups of bidders, as FirstSource II: 8(a); Historically Underutilized Business Zone; Service-Disabled Veteran-Owned Small Business; Women-Owned Small Business; and Small Business
- **BGOV's Take:** FirstSource III includes a potential requirement for managed services to let DHS actively monitor equipment and infrastructure performance, giving FirstSource III small vendors a path into IT facilities maintenance

Details	
Program	<a href="#">FirstSource III</a>
Estimated value	\$10 billion
Agency	Homeland Security
RFP release date	Q1, FY 2021 (government estimate)
Award date	Q2, FY 2022 (government estimate)
Contract duration	10 years
Incumbents	FirstSource II <ul style="list-style-type: none"><li>• 41 contracts totaling <a href="#">\$3.5 billion</a></li></ul>
Classification	D - Information technology

# 8

## IT Enterprise Services - 4 Hardware (ITES-4H)

### Description

- ITES-4H will continue to deliver information technology products such as desktop and laptop computers, storage systems, and servers; it's a mandatory source for certain IT hardware purchases
- The contract will be structured with seven product catalogs for IT equipment, according to the [May 21](#) draft statement of work; the categories are servers; workstations, desktops, and notebooks; storage systems; networking equipment; imaging equipment; cables, connectors, and accessories; and video equipment products
- The Army held an industry day in [June 2020](#)
- **BGOV's Take:** ITES-4H will have double the ceiling value and double the period of performance of its predecessor ITES-3H; Bloomberg Government also expects a significant increase in the number of contract awards

Details	
Program	<a href="#">ITES-4H</a>
Estimated value	\$10 billion
Agency	Army Department
RFP release date	Q1, FY 2021 (BGOV estimate)
Award date	Q2, FY 2021 (government estimate)
Contract duration	10 years
Incumbent vendors	ITES-3H <ul style="list-style-type: none"><li>• 17 contracts totaling <a href="#">\$1.8 billion</a></li></ul>
Classification	D - Information technology

# 9 Polaris Small Business GWAC

## Description

- GSA is seeking to establish a new governmentwide acquisition contract (GWAC) for small businesses after canceling Alliant 2 Small Business; the requirements would focus on fulfilling contract slots for women-owned and HUBZone businesses
- The upcoming contract would complement the existing small-business contracts for socioeconomic classification of veteran-owned companies under the VETS and 8(a) companies under STARS
- The GSA held an industry forum to discuss in [August 2020](#) and established a communication line on the [GSA Interact](#) page to solicit industry feedback
- BGOV's Take: The upcoming vehicle would represent GSA's efforts to repair its relationships with small businesses after the failure of A2SB; details on the upcoming contract, including estimated value, structure, and RFP release dates, are minimal at this stage

Details	
Program	<a href="#">GSA SB GWAC</a>
Estimated value	\$10 billion
Agency	General Services Administration
RFP release date	Q4, FY 2021 (BGOV estimate)
Award date	Q4, FY2022 (BGOV estimate)
Contract duration	10 years
Incumbent vendors	New requirement
Classification	D - Information technology

# 10 C5ISR Gateway to Sustainment

## Description

- The GS2 contract will supply standard and nonstandard equipment such as electronic assemblies, radio and navigation equipment, shipping and storage containers, and training aids
- Requirements under the contract will also include test and evaluation, engineering services, design changes, studies and analysis, and systems monitor reporting, according to a [July 2020](#) notice
- The agency is planning for multiple awards, though it will consider making a single award, according to the May 20 [draft solicitation outline](#)
- BGOV's Take: Contractors interested in an upcoming bid should be prepared for frequent catalog changes; DLA will seek to scale and maintain agile contracts that support the fast pace of sustaining rapidly refreshed technologies

Details	
Program	<a href="#">G2S</a>
Estimated value	\$5 billion
Agency	Defense Logistics Agency
RFP release date	Q1, FY 2021 (BGOV estimate)
Award date	Q4, FY 2021 (BGOV estimate)
Period of performance	5.5 years
Incumbent vendors	New requirement
Classification	R - Professional, administrative, and management support services

# 11

## Information Resource Management IT Equipment

### Description

- The IRM contract seeks to centralize oversight of IT acquisition in order to keep the department's IT infrastructure on a regular refresh cycle, according to a [May 2020](#) RFI
- The purpose of the RFI is to gather information on small businesses that are capable of participating in the contract, as well as the number of awards IRM should issue, the contract ceiling, and the ability of existing indefinite-delivery/indefinite-quantity (IDIQ) contracts to meet the requirement
- **BGOV's Take:** The State Department has obligated just shy of [\\$2.5 billion](#) on IT products and hardware since fiscal 2016, according to Bloomberg Government data; a portion of that spending would likely shift to a future IRM contract once awarded

Details	
Program	<a href="#">IRM IT</a>
Estimated value	\$5 billion
Agency	State Department
RFP release date	Q3, FY 2021 (BGOV estimate)
Award date	Q2, FY2022 (government estimate)
Period of performance	5.5 years
Incumbent vendors	New requirement
Classification	D - Information technology

# 12

## Information Technology Enterprise Contract Support

### Description

- ITECS will be a 10-year, \$5 billion multiple-award blanket purchase agreement (BPA) under General Services Administration (GSA) Multiple Award Schedule (MAS) program; the agency will use ITECS to acquire IT services
- ITECS is the follow-on contract to Information Technology Supplies and Support Services (ITSSS)
- The ITECS contract has been delayed since Nov. 2017 because of acquisition restructuring and protest disputes
- **BGOV's Take:** The ITECS contract will be released as an RFQ under the GSA MAS program; it is slated to be released through eBuy by December

Details	
Program	ITECS
Estimated value	\$5 billion
Agency	Federal Bureau of Investigation
RFP release date	Q1, FY 2021 (BGOV estimate)
Award date	Q1, FY2022 (BGOV estimate)
Period of performance	10 years
Incumbent vendors	Approximately \$2 billion in spending obligations has been awarded to 43 companies. <ul style="list-style-type: none"> <li>• Total spending is unavailable because the contract is a BPA under Schedule IT-70</li> </ul>
Classification	D - Information technology

# 13 Common Hardware Systems-6

## Description

- [CHS 6](#) will deliver commercial information technology hardware and support for communications equipment such as rugged laptops, which are designed to work in harsh environments
- In addition to IT hardware, the CHS-6 contract will provide technical assistance to address integration problems, equipment installation, software development, and software and hardware maintenance, according to information released in a February 2020 request for information
- **BGOV's Take:** The incumbent contractor, General Dynamics, has held a stronghold on the five iterations of CHS; the agency has signaled a possible shift to a multiple-award contract, from single award, which would change the competitive dynamic

Details	
Program	<a href="#">CHS 6</a>
Estimated value	\$4 billion
Agency	Army Department
RFP release date	Q3, FY 2021 (BGOV estimate)
Award date	Q2, FY2022 (BGOV estimate)
Period of performance	10 years
Incumbent vendors	CHS-5 <ul style="list-style-type: none"> <li>• 1 contract held by General Dynamics Corp. for <a href="#">\$913 million</a></li> </ul>
Classification	D - Information technology

# 14 Investigative Fieldwork Services

## Description

- The IFS contract would provide the Defense Department with initial investigations, periodic reinvestigations, and continuous evaluation as well as vetting alerts, according to February 2020 [RFI documentation](#)
- The government is interested in ideas that could lead to future contracts in support of continuous evaluation and vetting processes, including automated tools to speed the process and reduce personnel requirements
- **BGOV's Take:** Federal agencies have long considered how high-tech solutions could supplant portions of fieldwork services; despite the assistance technology would provide in reducing the backlog, BGOV anticipates the majority of investigations will require fieldwork services

Details	
Program	<a href="#">IFS</a>
Estimated value	\$4 billion
Agency	Defense Department
RFP release date	Q3, FY 2021 (BGOV estimate)
Award date	Q4, FY2022 (BGOV estimate)
Period of performance	10 years
Incumbent vendors	Background Investigations Fieldwork Services <ul style="list-style-type: none"> <li>• 9 contracts totaling <a href="#">\$2.4 billion</a></li> </ul>
Classification	R - Professional, administrative, and management support services

# 15

## IT Innovative Program for Strategic Sourcing

### Description

- The FAA is creating a new multiple-award contract that consolidates a number of existing contracts administered by their Office of Information and Technology Organization
- The Federal Aviation Administration plans to release a final request for proposal for a 10-year, \$2 billion multiple-award contract that will deliver innovative IT solutions to the agency in third quarter 2021 and award contracts in second quarter 2023, according to the agency's [acquisition forecast](#)
- **BGOV's Take:** The acquisition strategy has not been determined at this time, but in a [Q&A document](#) released in January, FAA admitted that the broad scope of the requirements would likely make ITIPSS too big for a single small or mid-sized company to bid; FAA states that it will consider teaming arrangements

Details	
Program	<a href="#">ITIPSS</a>
Estimated value	\$2 billion
Agency	NASA
RFP release date	Q3, FY 2021 (government estimate)
Award date	Q2, FY2023 (government estimate)
Period of performance	10 years
Incumbent vendors	New requirement
Classification	D - Information technology

# 16

## Fielded Training System Support V

### Description

- FTSS V will provide contractor operation, maintenance, and instructional support for both aircrew and maintenance simulators for submarines, ships, and aircraft; the work sites are located both in the U.S. and overseas
- According to an April 2020 industry day, the Navy plans to release a draft RFP in December, release a final RFP in January, and issue contract awards by the end of fiscal 2021
- The new work will be awarded through a multiple-award indefinite-delivery/indefinite-quantity (MAC IDIQ) contract; the government anticipates at least 19 task orders
- **BGOV's Take:** FTSS V will likely have low-volume or high-value task orders issued under the contract; FTSS IV currently has 21 orders

Details	
Program	<a href="#">FTSS V</a>
Estimated value	\$1.8 billion
Agency	Navy Department
RFP release date	Q2, FY 2021 (government estimate)
Award date	Q4, FY 2021 (government estimate)
Period of performance	8 years
Incumbent vendors	FTSS IV 9 contracts totaling <a href="#">\$236 million</a>
Classification	R - Professional, administrative, and management support services

# 17

## Integrated Logistics Management System

### Description

- The ILMS supports the requisition, procurement, warehousing, distribution, transportation, receipt, and tracking of goods and services in more than 178 countries around the world, according to acquisition [documents](#)
- The U.S. Department of State is considering making one of its largest global supply chain management contracts a small-business set-aside, according to a [sources-sought notice](#) released July 24
- **BGOV's Take:** The agency is currently considering small businesses capable of performing the work, but a decision hasn't yet been finalized; Bloomberg Government expects performance is likely to ultimately include primary performance by large businesses

Details	
Program	<a href="#">ILMS</a>
Estimated value	\$1.1 billion
Agency	State Department
RFP release date	Q1, FY 2021 (government estimate)
Award date	Q1, FY2022 (BGOV estimate)
Period of performance	10 years
Incumbent vendors	Integrated Logistics Management System <ul style="list-style-type: none"> <li>• 1 contract held by Accenture totaling <a href="#">\$1.1 billion</a></li> </ul>
Classification	D - Information technology

# 18

## Military Health System Enterprise IT Services

### Description

- DHA is looking for a single EITS integrator to serve as the focal point for integration and coordination of IT services across the MHS by establishing centralized processes to deliver IT services, monitoring and reporting service levels, and operating the DHA Global Service Center
- The EITS contract will combine six separate contracts into one as it seeks to consolidate its enterprisewide portfolio of information technology programs, according to an [Aug. 18](#) update
- **BGOV's Take:** The government is competing EITS as a BPA under Schedule IT-70; there are more than 500 current contract holders associated with a registration under Special Item Number for [Health IT Services](#) that will be eligible to bid

Details	
Program	<a href="#">EITS</a>
Estimated value	\$1 billion
Agency	Defense Health Agency
RFP release date	Q1, FY 2021 (BGOV estimate)
Award date	Q2, FY 2021 (government estimate)
Period of performance	10 years
Incumbent vendors	EITS combines six contracts <ul style="list-style-type: none"> <li>• Perspecta</li> <li>• KSJ &amp; Associates</li> <li>• NetImpact Strategies</li> <li>• Leidos</li> <li>• STS</li> <li>• Tuknik Government Services</li> </ul>
Classification	D - Information technology

# 19

## Future Integrated Combat System Infrastructure as a Service

### Description

- The U.S. Navy is preparing large-scale investments in ship-mounted cloud computing infrastructure as the backbone of its future strategy for network-centric naval warfare
- The Naval Sea Systems Command is seeking input from industry on a plan to migrate its current systems and data to a shared, decentralized cloud computing environment, according to an August [request for information](#)
- **BGOV's Take:** The idea of deploying miniaturized cloud servers at the [tactical edge](#) aboard ships, on aircraft, and even in [soldiers' backpacks](#) represents a key objective for the Pentagon's [Joint Enterprise Defense Infrastructure](#) (JEDI) cloud program; the FICS RFI would appear to fall within JEDI's scope

### Details

<b>Program</b>	<a href="#">FICS IaaS</a>
<b>Estimated value</b>	\$1 billion
<b>Agency</b>	Navy Department
<b>RFP release date</b>	Q4, FY 2021 (BGOV estimate)
<b>Award date</b>	Q4, FY2022 (BGOV estimate)
<b>Period of performance</b>	10 years
<b>Incumbent vendors</b>	New requirement
<b>Classification</b>	D - Information technology

# 20

## Award Eligibility Determination

### Description

- The AED will replace the agency's aging central processing systems used to calculate the amount of federal student aid prospective borrowers qualify for
- The new system will offer FSA greater flexibility to develop new capabilities and a secure connection with the Internal Revenue Service, which supplies tax information as part of the loan award process, according to the [September 2020](#) request for information
- The Education Dept. is resuming its plan to build a new student loan processing system five months after changes in federal law forced it to abandon the previous attempt
- **BGOV's Take:** The key elements are building a secure data exchange between FSA and IRS and migrating data from a legacy COBOL environment to the cloud

### Details

<b>Program</b>	<a href="#">AED</a>
<b>Estimated value</b>	\$1 billion
<b>Agency</b>	Education Department
<b>RFP release date</b>	Q3, FY 2021 (BGOV estimate)
<b>Award date</b>	Q2, FY2022 (BGOV estimate)
<b>Period of performance</b>	10 years
<b>Incumbent vendors</b>	Application and Eligibility Determination System <ul style="list-style-type: none"><li>• 1 contract held by General Dynamics Corp. totaling \$157 million</li></ul>
<b>Classification</b>	D - Information technology

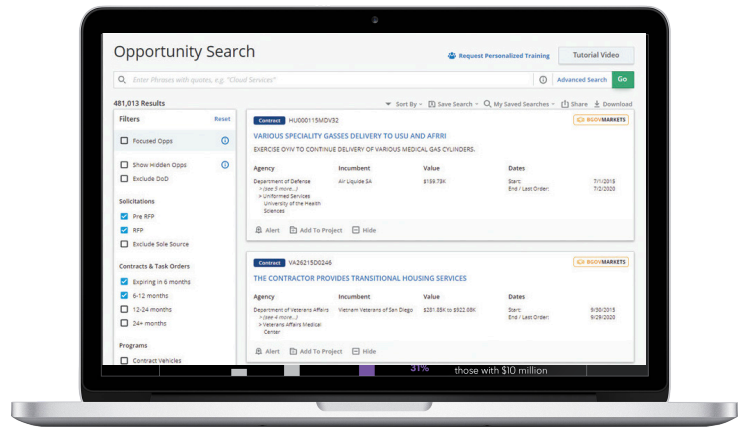
# Three Tools to Help Win New Business

## 1. Opportunity Search

BGOV's Opportunity Search combines task orders, stand-alone contracts, multiple-award contract vehicles, solicitations, and even programs from the federal information technology budget.

Users can now search across all opportunities by value range to easily uncover the most lucrative deals.

We've simplified the interface, adding an advanced search box, which now allows for searching of solicitations by set-aside type, as well as options to filter by agency, vendor, NAICS, and contract type.



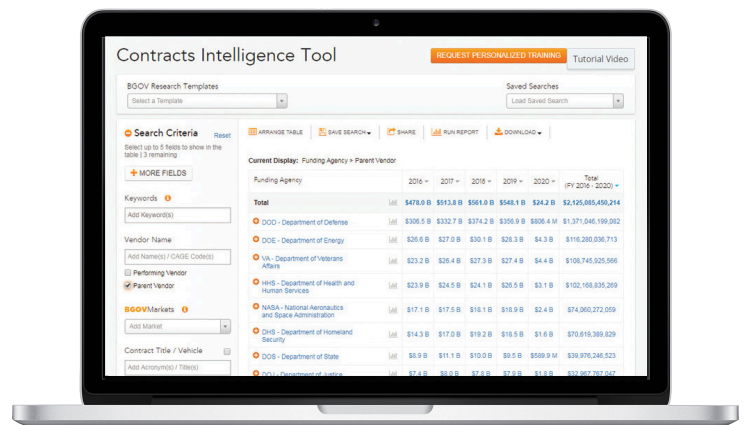
## 2. BGOVMarkets

Need a quick, reliable way to size complex federal markets and find new re-compete opportunities? BGOVMarkets provides access to more than 110 preset market definitions, providing insight into contract vehicles, agency buyers, and incumbents.

## 3. Contracts Intelligence Tool

Bloomberg Government's Contracts Intelligence Tool (CIT) is the best-in-class source for finding and analyzing contracts and task orders. The CIT enables you to see specific details on where money is being spent - right down to the program office - and understand the competitor and vehicle to assess the spending landscape.

Need a formatted report to support your executive meeting or agency customer appointment? The on-demand report function, embedded in CIT, has you covered, with charts sent to you instantly.



## See It in Action

Schedule a demo at [about.bgov.com/demo](https://about.bgov.com/demo)

## About us.

Whether your focus is on sales, strategy, or business development, Bloomberg Government delivers the best-in-class information, tools, and analytics federal contractors need to maximize opportunities and grow business.

## See it in action.

[about.bgov.com](https://about.bgov.com)

Follow us:    



**Bloomberg  
Government**