Fiscal 2023

Government Contracting Playbook

The authoritative guide to success for federal sales teams.

Bloomberg Government

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Five Trends Impacting Federal Contractors in Fiscal 2023

Federal contract spending in fiscal 2022 surpassed $689 billion overall, a new record for federal procurement. Among the notable areas of growth were several of Bloomberg Government's Markets to Watch as well as markets related to federal infrastructure spending and support for the war in Ukraine. Below are five drivers of federal contracting that Bloomberg Government analysts expect to play key roles in 2023.

How to stay ahead of policy-to-procurement impacts?

Know what your agency clients' multi-year strategy calls for…and how Congress is planning to fund those priorities and what the external pressures affecting bidding are likely to be. Keep up with federal buying efficiency efforts, like use of GWACs, BIC contract classification, and the government's migration to cloud computing. Some existing laws and policies that will have an impact on contract requirements are the bipartisan infrastructure law and Buy America rules, the CHIPS and Science Act, and AI guidelines.

How to know if you can provide a solution to the government?

The biggest key here is to understand which agencies have which problems. It's important to monitor the agencies your company already has a foothold in or plans to enter, but tracking the market's forecast for growth will open up opportunities. Look at contract follow-on RFIs that indicate an opening to challenge incumbents or expand the scope of work.

How to find industry partners to win?

Know who's on the big GWACs and other multi-agency vehicles. Make sure your company is prepared to compete on the quickest turnaround to task orders placed on your multiple award contracts. And make sure you know which of your competitors and peers are doing work your company could do better.

Top 5 Trends Impacting Federal Contractors in FY23

1. Threat landscape drives appetite for cutting-edge technology
2. Federal climate and sustainability efforts provide economic opportunities
3. Best-in-class contracts speed up procurement and establish consistent pricing
4. Agencies need more funding and collaboration to overhaul outdated IT
5. Contractors need to prioritize regulations and agency guidance

1. Threat landscape drives appetite for cutting-edge technology

Federal contractors have the answers to the government's questions about how to stay competitive on the world's highest-tech stage.

Solutions to Combat Advanced Hacking Threats will be Invested in

The US defense and national security arenas will need help from vendors to get encryption that can hold up against advanced hacking threats. Unclassified federal contract spending in the cryptography market amounted to more than $630 million in fiscal 2022, according to Bloomberg Government data, primarily from the Pentagon.

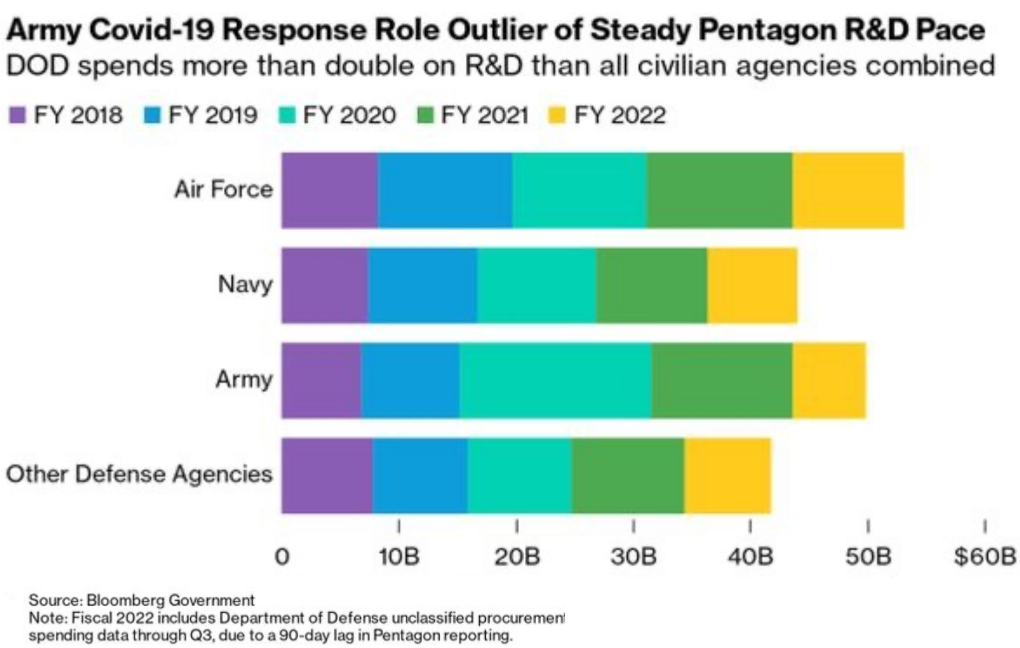
A quantum technology breakthrough will mean files encrypted by—and against—current computers' capabilities could be decoded in a matter of minutes. Hackers today are employing "steal-now, decrypt-later" techniques, obtaining encrypted data, and storing it until they have the tech to access it. Quantum firms are worried that national security officials are preparing regulations to restrict international collaborations out of concern they could boost the Chinese government's efforts to crack the quantum code.

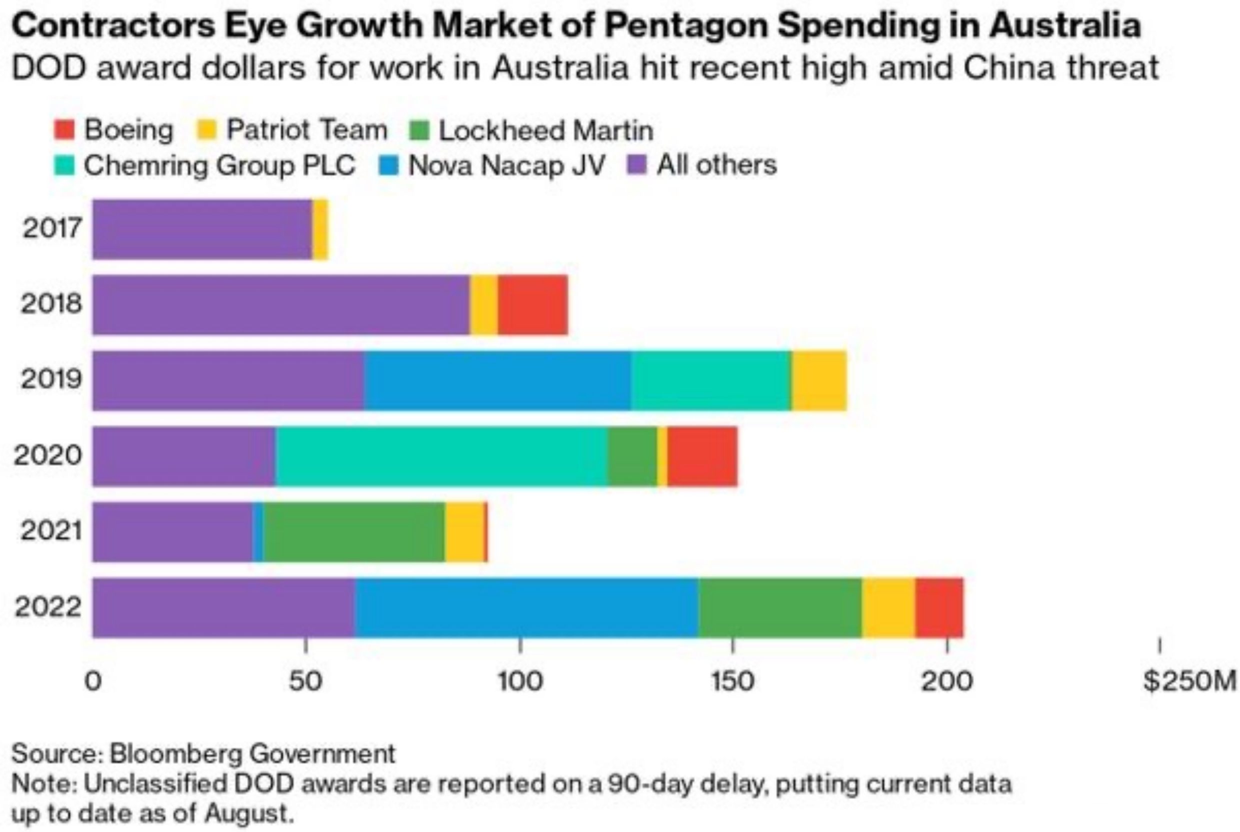
Without export controls, the future of quantum computing remains unclear. Even for those confident of a total quantum breakthrough, it's difficult to know how long it will take. China is already investing in and implementing an additional form of quantum data security called quantum key distribution. It would use quantum technology to protect data as its transferred from place to place, rather than post-quantum encryption which protects the data where it is stored.

Threat Landscape Drives Pentagon Appetite for Technology

Companies with ideas for new technology and tools can expect consistent interest from the Pentagon, which spends tens of billions annually to keep up with near-peer rivals on the world stage. All combatant services and several other groups within the Defense Department spend their procurement budget on research and development projects. DOD outspends all civilian agencies on R&D contracts, having obligated $185 billion on unclassified contracts from fiscal 2017 through fiscal 2021.

DOD research and development spending was unusually high in fiscal years 2020 and 2021 because of the federal response to Covid-19, mainly within Army programs. The Army's $7.6 billion in fiscal 2021 Covid funding included an $8 billion contract to Analytic Services Inc. The Air Force also awarded large contracts related to Covid-19, such as a contract to MIT with a $25 billion ceiling for research center operations. Broad agency announcements allow DOD to solicit scientific study and experimentation from industry instead of acquiring a specific system or technology. These procedures are managed by each department, including DARPA, the Army Research Laboratory, the Air Force Research Laboratory, and the Office of Naval Research. Often, open BAAs solicit white papers addressing a research and development interest, which can turn into a contract down the line.





Safeguard Classified US Tech Against Attempted Theft in Asia

Most attempts at stealing sensitive or classified US technology and information from the defense industry originated from countries in the East Asia and Pacific regions or the Near East region, according to the Pentagon.

Entities in the Asia Pacific and Near East regions collectively accounted for 61% of threats reported from companies that work on sensitive technology, a designation that requires various levels of security clearances.

Pentagon Contractors Follow Increasing DOD Spending in Australia

Defense Department spending on contracts in Australia is rising as continued concerns about China spark heavy US military investments in the Pacific arena overall.

Well-established prime vendors as well as emerging players in the defense market are chasing opportunities to boost their business in support of a key Pentagon alliance.

The five vendors with the most revenue in contracts performed in Australia last fiscal year are Boeing Co., Patriot Team, Lockheed Martin, Chemring Group PLC, and Nova Nacap JV. This group has made up the bulk of Australia-based awards for the last four years.

The trilateral defense alliance of Australia, the US, and the UK includes among its focus areas development of artificial intelligence and autonomous systems. Contractors in the business of large weapons systems are also finding ways to get involved and have announced expansions and new business with DOD in Australia and with the Australian government.

2. Federal climate and sustainability efforts will provide growing economic opportunities

Congress, and federal agencies across the Defense Department and General Services Administration are all positioning themselves to tap into cutting edge industry technologies for climate preparedness and sustainability efforts.

Satellite Integration to Fight Climate Threats

Within the Senate science panel, there's a push to better integrate the government's satellite earth observation capabilities and the private sector's to respond to climate threats and coordinate tech innovations. Over the last few years, satellite data has monitored and responded to wildfires, droughts, floods, and other natural disasters across the country.

Satellites can also leverage a variety of different sensors to watch broader shifts in the climate and environment and detect things like greenhouse gas emissions and water vapor. Commercial applications can then forecast weather impacts on crops and detect locations of potential mineral deposits.

Every year, cutting-edge tech companies are finding new ways to monitor both disasters and look for economic opportunities. They can also assess the underlying trends that contribute to each event.

Russia's invasion of Ukraine put satellite imaging capabilities of companies on display. On the civilian side, federal support of the 50-year-old Landsat program are leveraging these tools to better manage natural resources and disasters.

Low-Carbon Construction Materials of Federal Purchases

The federal government's central purchaser, the General Services Administration, is learn more about the availability of low-carbon construction materials that are made in America.

The materials GSA is seeking information on include concrete, steel, flat glass, asphalt, aluminum, insulation, roofing materials, gypsum board, and structural engineered wood. GSA recently started a new working group that will advise the agency toward buying lower-carbon materials. Since they are the nation's biggest property owner, with more than 253,000 buildings—GSA has set a goal of transitioning all its buildings to 100% renewable electricity by 2025.

The federal Buy Clean Task Force will deliver instructions to agencies on how to buy low-carbon types of steel, concrete, asphalt, and flat glass, according to the White House.

One preliminary idea, raised by working group member Antonio Doss, deputy associate administrator of government contracting at the Small Business Administration, is to work closely with small companies because "the industrial base is on the decline."

Military Microgrids and Electric Chargers to Reduce Greenhouse Emissions

The Army isn't in a strong enough position to respond to a changing climate or on track to reach its 2050 climate goals without careful planning.

The Army's plan, which spans fiscal 2023 to 2027, lays out a series of detailed steps the military will take to deliver on its 2022 climate strategy, ranging from the development of electric chargers that can be used on battlefields to the buildout of microgrids on bases. Overall, the plan is expected to cost nearly $7 billion through 2027.

A failure to execute the strategy could also prevent conflict preparedness involving fossil fuel supplies and jeopardize the Army's ability to respond to crisis.

Some of those steps laid out in the plan include developing 20 microgrids at Army installations by 2024 and increasing its microgrid coverage to 30% of critical mission demand on all installations by 2027. The Army also wants to complete at least three on-site carbon-free power generation projects by 2023.

Other parts of the plan include cutting carbon emissions from the Army's property portfolio by 40% and switching to 100% zero-emission, light-duty non-tactical vehicles, both by 2027.

3. Best-in-class contracts will speed up procurement cycles and establish consistent pricing strategies

Best-in-class (BIC) contracts chip away at agencies' procurement silos. They also speed up procurement cycles and establish consistent pricing strategies, making them attractive for both agencies and vendors. Awardees of contracts like CIO-SP4 will enter a federal procurement arena increasingly focused on governmentwide vehicles categorized as "best in class."

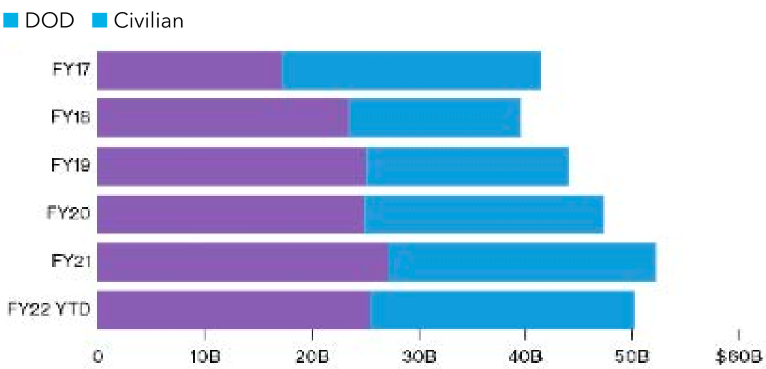
Federal contractors can continue to see an increase as overall BIC spending in all markets is up by a third over the last five years, hitting nearly $52 billion in fiscal 2022.

This includes a 15% increase at the Department of Defense.In fact, combined defense and civilian BIC spending is rising slightly faster than overall contract spending, though Pentagon BIC spending growth was two and a half times higher than overall DOD spending growth in the fiscal 2017–2021 period.

This continued agency adoption of BICs augurs well for IT services vendors used to the predecessor versions of NITAAC's vehicle.

Overall Federal Government Best-in-Class Contract Spending

CIO-SP4 To Arrive Amid Growing BIC Adoption Across Government
Overall BIC spending up 26%, DOD up 57%, FY17-FY21



Note: Includes all reported, unclassified IT and non-IT BIC spending. Full FY 2022 DOD spending becomes available in January, 2023.

Source: Bloomberg Governmnet

- DOD BIC spending growth was 2.5 times higher than overall DOD spending growth, FY17-FY21
- Overall BIC spending grew two percentage points higher than overall federal contract spending, FY17-FY21
- 36 active IT and non-IT contract vehicles account for $50 billion in BIC spending FY22 year-to-date

4. Government agencies need more funding and industry collaboration to overhaul outdated IT

The Technology Modernization Fund (TMF) is helping to fuel the massive modernization efforts that the federal government needs to tackle. Back in 2021, President Joe Biden's pandemic relief stimulus law injected a billion dollars into the TMF intended to provide funding for complex IT needs, but annual appropriations processes can't match the speed needed.

When it comes to IT modernization, there's 24 major government agencies all of which have their own unique needs – this needs industry input and collaboration, and most importantly funding.

In fact, agencies spend $100 billion on IT each year, with 80% of that money going toward operating existing systems. Relic IT systems present an exorbitant maintenance cost, vulnerable cybersecurity postures, and customer assistance from federal agencies.

The fund is designed to ensure solvency, lending money to agencies with a five-year reimbursement timeline. But it's been slow in disbursal and agencies have been slow in repayment.

Currently, the TMF Board transfers piecemeal sums to agencies. The agencies need to reimburse the fund with savings generated from the upgrades before proposing additional projects.

5. Federal Contractors will need to prioritize regulations and agency guidance

As technology advances, global threats to supply chain increase, and contractors face more risks with climate change – new and proposed regulations and agency guidance could shake up federal government contracting by raising the costs of doing business.

Evaluate Climate-Related Risksts

Large and mid-sized federal contractors will be required to report their greenhouse gas emissions under a rule proposed by President Joe Biden touted at the COP 27 climate conference in Egypt.

Contractors will need to evaluate their climate-related risks, including vulnerability to litigation or potential supply chain disruptions caused by extreme weather events, as part of their annual financial filing and reporting.

The White House fact sheet released with the proposed rule linked this effort with the administration's larger sustainability plan, including priorities directly affecting procurement goals and supply chain transparency.

The proposed rule would apply most broadly to contractors earning more than $50 million annually in federal contract revenue. Any vendors bringing in more than $7.5 million from the federal government would have reporting obligations as well.

Contractors would be asked to calculate their emissions using a tool provided by the Greenhouse Gas Protocol, which provides a global standard for accounting and sector guidance. Once companies evaluate their emissions, they would then be required to set science-based targets to reduce those emissions.

Assess Risks of Foreign Influence

New requirements for federal agencies to assess risks of foreign influence in a small-business contracting program will have a chilling effect on some startups and university researchers. That's a trade-off to ensure China won't steal US technology.

The program's changes come after the Pentagon found that China is profiting off the federal program. In one instance, a company operating in the US dissolved itself after winning federal awards to develop spacecraft and drone technology and is now working with the Chinese defense agency.

With the potential for foreign actors to abuse the US's open innovation system, the government needs to put safeguards in place and raise awareness among academia and the private sector—neither group has those issues top of mind, said Sujai Shivakumar, director for the Center for Strategic and International Studies' Renewing American Innovation Project.

Comply with New National Cybersecurity Standards

Software companies doing business with the US government will have to attest that their products comply with new national cybersecurity standards under White House rules.

The guidance has been expected since President Joe Biden signed an executive order in May 2021 to improve the nation's cybersecurity, following a string of damaging hacks including SolarWinds and an attack that shut down the Colonial Pipeline Co. system.

But the OMB rules immediately drew criticism from some cybersecurity experts who regard the requirements as too weak. Under the memo, producers of critical software must "self-attest" to federal agencies that they are in compliance with the new development standards.

Julie Dunne, former commissioner of the US General Services Administration's federal acquisition service, and now at lobbying firm Monument Advocacy, said the rules place a "pretty significant compliance burden" on vendors. "All the big ones will be affected," she said.

She cautioned that although the requirement focused on "self-attestation," companies could still be liable for their products. "It's going to be an important kind of quality assurance," she added.

The guidance also requires federal agencies to conduct inventories to ensure third-party software on government information systems complies with standards set by the National Institute of Standards and Technology.

Launch your workflow to stay ahead

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PUBLIC SECTOR SALES LEADERS

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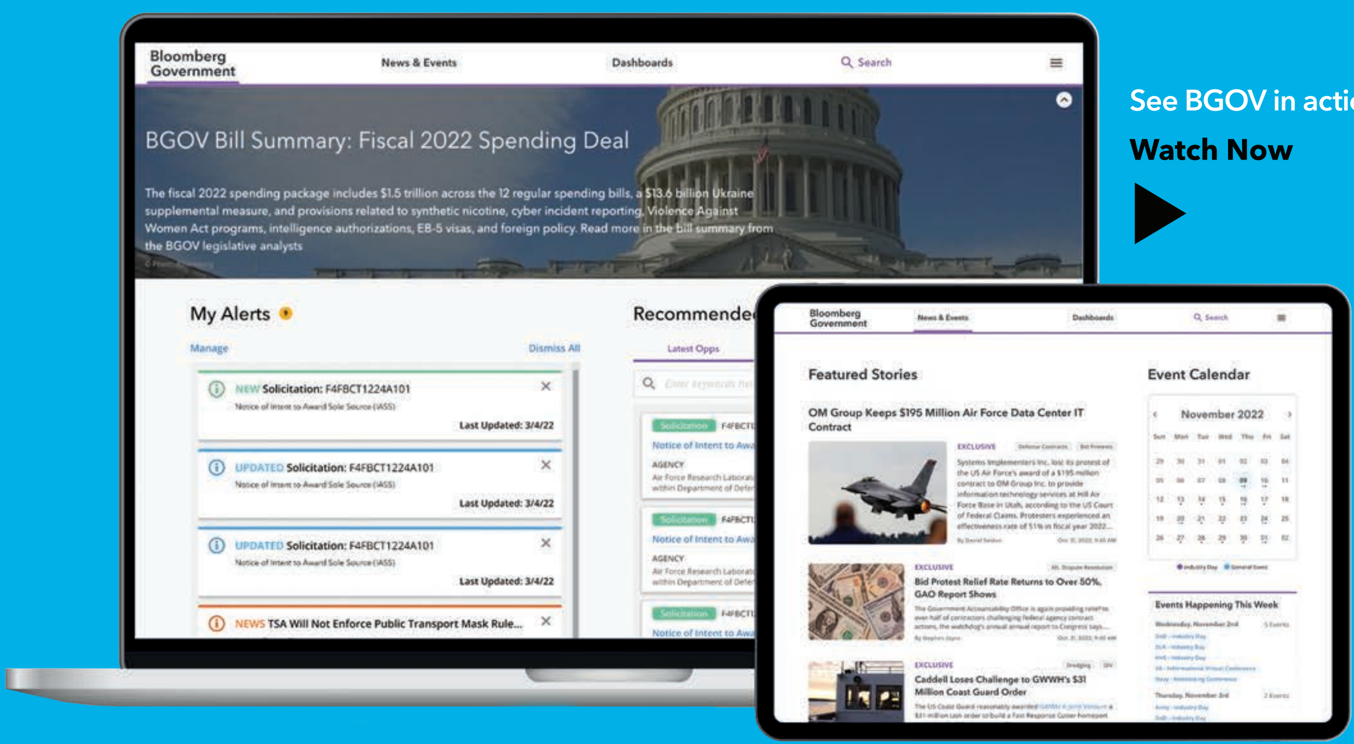
Bloomberg Government for Government Contractors



See BGOV in action.

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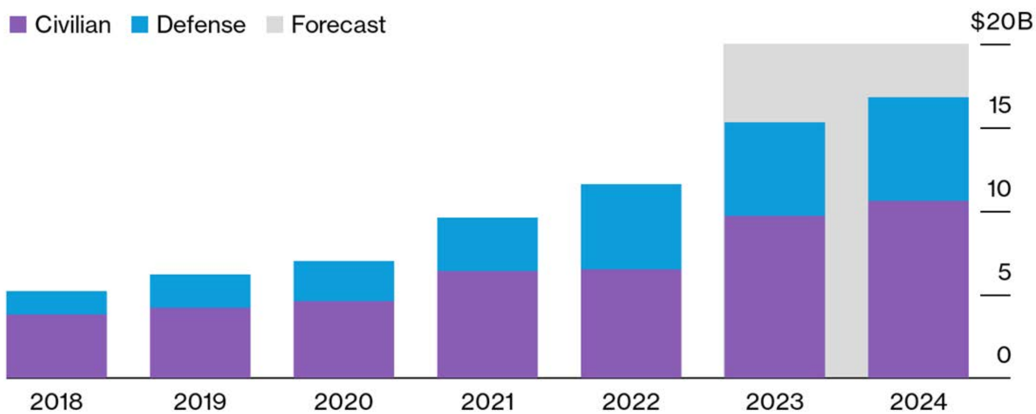
Top Growth Markets

More than one in four federal procurement dollars is spent in six federal markets. Gain the business intelligence to drive decision-making.

1. Cloud Computing:

Security, efficiency, cost-saving initiatives driving rapid cloud expansion.

Technical, Policy Initiatives Driving Transition to Cloud
Pentagon moving faster since FY 18 but cloud needs are government-wide

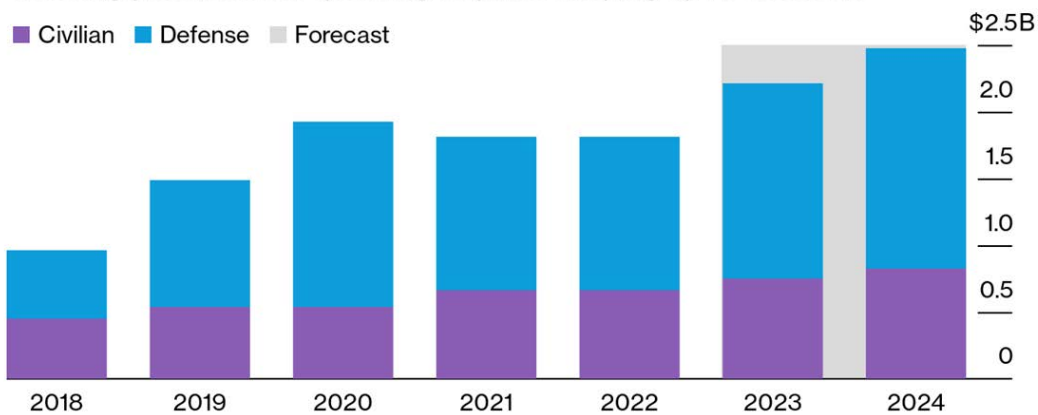


Source: Bloomberg Government
Note: Based on BGOV analyst-defined market for cloud services. DOD data are reported on a 90-day lag due to national security reasons

2. Artificial Intelligence and Machine Learning:

Focused on development & prototyping for defense, cybersecurity, health care, climate.

Artificial Intelligence Market Projected to Grow
Tracking procurement spending requires keeping up AI evolution



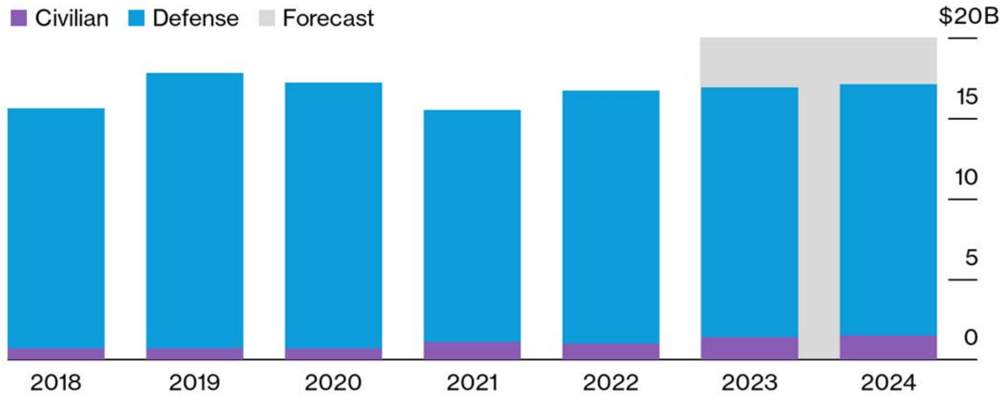
Source: Bloomberg Government
Note: Based on BGOV analyst-defined market for AI and Machine Learning. DOD data are reported on a 90-day lag for national security reasons.

3. Base Operations and Logistics:

Market dominated by Department of Defense – five-year trend up, small FY 2021 spending decline should recover with NATO buildup.

Logistics Services Procurement Could Pivot With Strategic Transitions

Major programs dominate market, are dominated by shrinking pool of firms



Source: Bloomberg Government
Note: Based on BGOV analyst-defined market for base operations and logistics; excludes market category 4.4. DOD data are reported on a 90-day lag for national security reasons.

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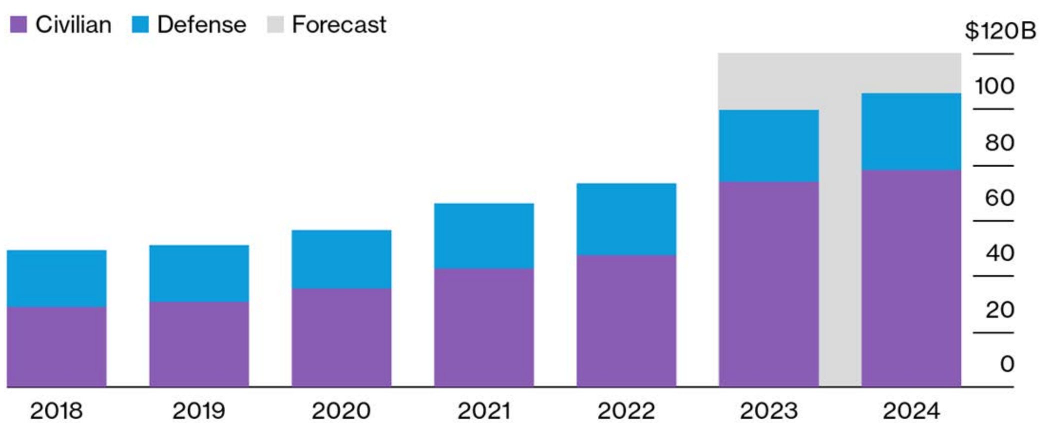
4. Business, Management, and Financial Services:

Market accounts for one of every 10 federal contract dollars, five-year trend is up.

Federal Policy, Procurement Efforts Underline Efficiency Goals

Management & advisory services subcategory boosted fiscal 21 spending



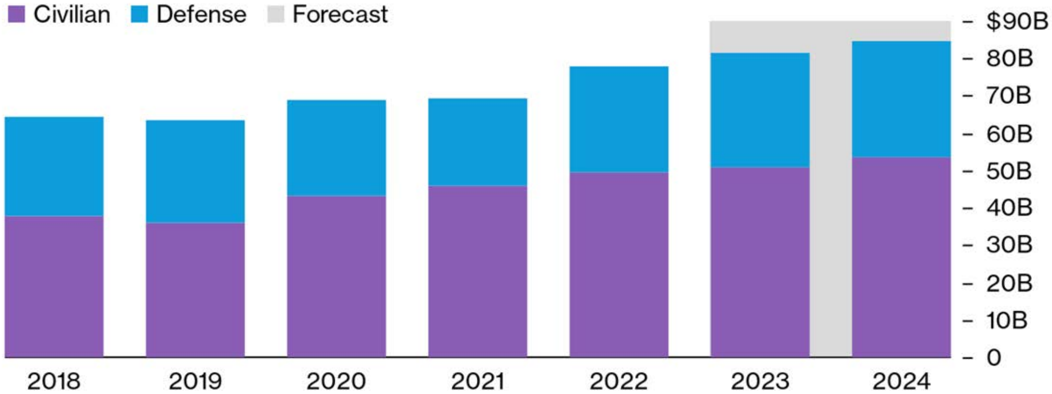
Source: Bloomberg Government
Note: Based on Category Management for professional services 2.1, 2.3, and 2.9. DOD data are reported on a 90-day lag for national security reasons.

5. Facilities Services:

Facilities Services spending has averaged 11% of total contract obligations since FY 2017. Modernization, consolidation initiatives underway that could significantly raise spending.

Facilities Maintenance, Upgrades Keep Market Scope Dynamic

Largest contracts lead to significant subcontracting across varied tasks



Source: Bloomberg Government
Note: Based on Category Management 4.4 facilities-related services market definition. DOD data are reported on a 90-day lag due to national security.

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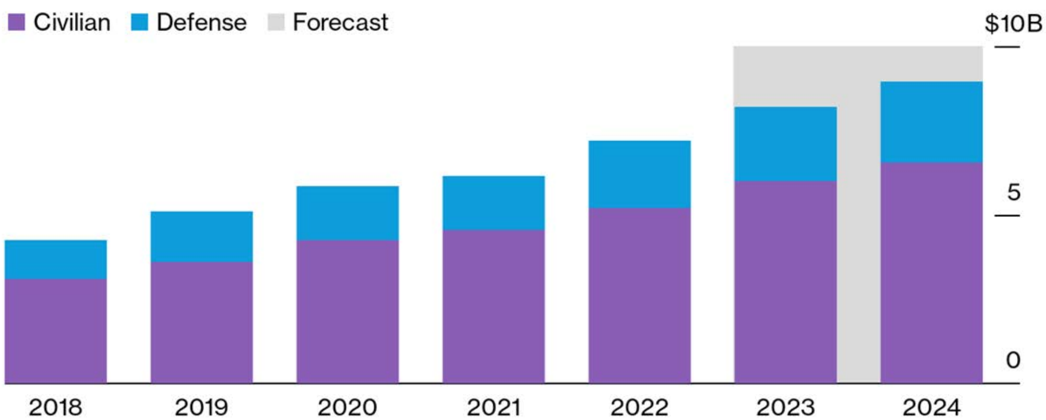
6. Digital Services:

Civilian agencies, particularly ones with large client-facing missions, dominate

Digital Services Contract Spending Grows, So Does Government Need

Modernization push likely to require continued focus on usability, efficiency



Source: Bloomberg Government
Note: Based on BGOV analyst-defined market for digital services. DOD data are reported on a 90-day lag for national security reasons.

Cut down on the time of insights-to-action

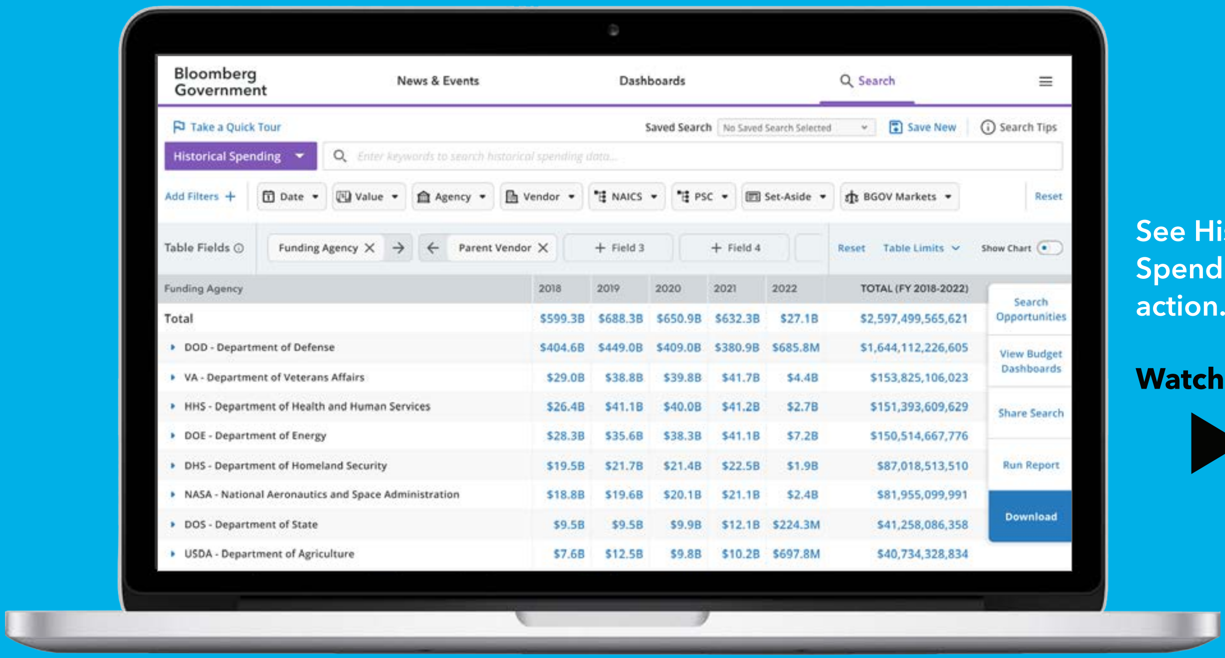
With Bloomberg Government's Historical Spending, government contracting teams can leverage spending data fields to create real-time visualizations.

MARKET STRATEGISTS

It can be challenging to conduct competitive analysis for new work when the data around agency requirements and historical spending trends is buried.

Discover how Bloomberg Government provides unmatched contract intelligence, market developments, and quickly surfaces agency requirements like place of performance, security clearance details, and set-aside status.

Historical Spending



See Historical Spending in action.

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Key Agencies to Watch

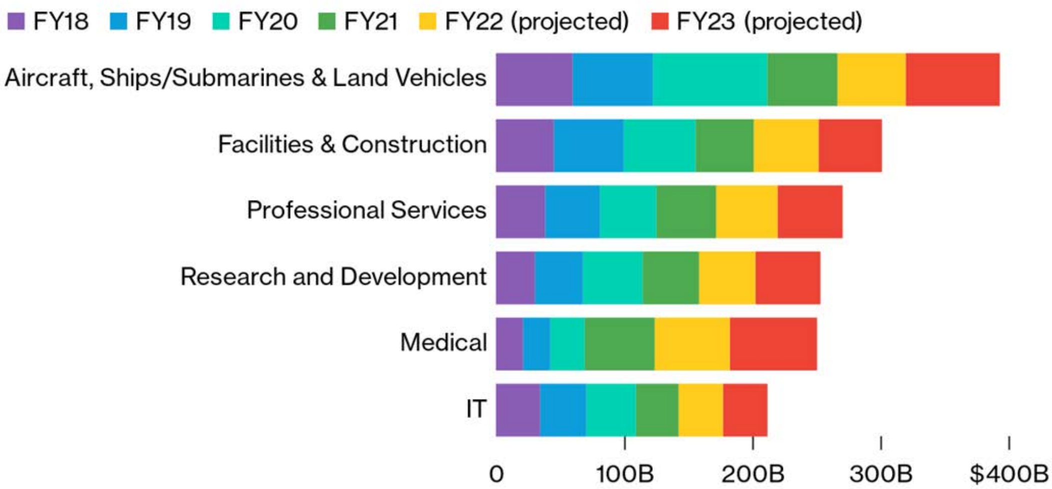
Rapid acquisition of critical technology and climate- and sustainability-related advances are recurring themes across the federal agencies responsible for the highest volume of procurement.

1. Department of Defense:

Vehicles lead top DoD procurement categories. Medical had big boost from Covid-19 spending. The largest federal agency requires the most diverse and highest quantity of goods and services.

Vehicles Leads Top DOD Procurement Categories

Medical had big boost from Covid-19 spending



Source: Bloomberg Government
Note: DOD procurement data are reported on a 90-day lag for national security reasons.

Department of Defense

- The largest federal agency requires the most diverse and highest quanitity of goods and services

Market Trends

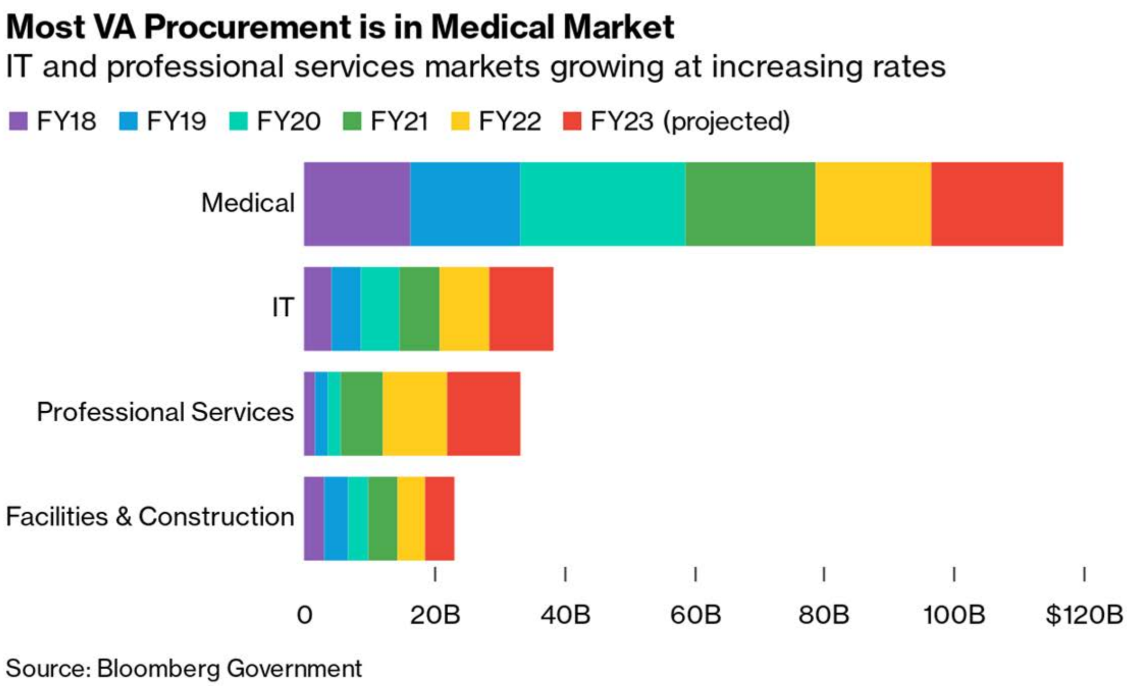
- Between 2018 and 2022, spent 64% of all unclassified procurement dollars
- Transportation is the DODs largest procurement category, $54.7 billion in fiscal 2021
- Notable research and development growth FY18-FY22, will continue to expand
- Large surge in FY20 and 21 from Covid-19 response; that spending likely to slow in FY23
- Software applications subcategory makes up most IT spending

Priorities and Budget

- DOD Strategic Plan FY22-FY26
  - Technology investments, adaptability, workforce, and management
- 2023 NDAA Bill: $857.9 billion
  - Air, sea, and land power; R&D, climate change
- DOD National Defense Strategy
- Joint All Domain Command and Control (JADC2) Strategy (March 2022)
- GAO high risk list (inc. DOD contract management)
- GAO DOD Quicklook

2. Department of Veterans Affairs:

Most VA procurement is in medical market. IT and professional services markets growing at increasing rates. Mostly buys goods and services in the medical field; future focus on improving IT systems.



Veterans Affairs

- Mostly buys goods and services in the medical field, future focus on improving IT systems

Market Trends

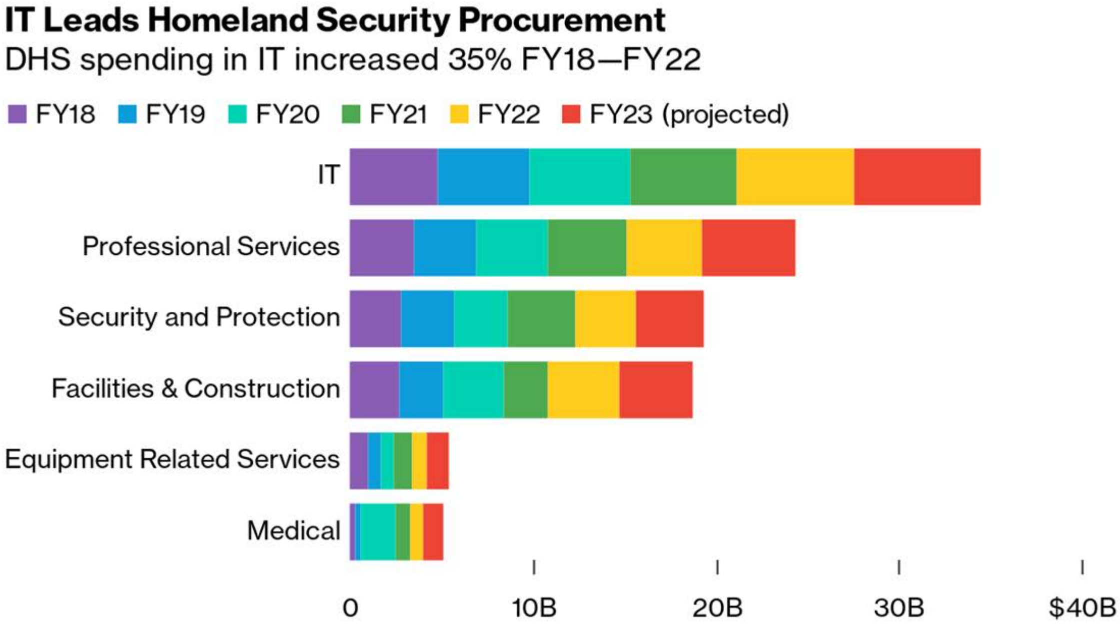
- VA has been one of the top three civilian contracting agencies for the last decade
- Medical market split mostly evenly between pharmaceuticals, health care services, and medical equipment
- Health care service spending expanded in 2020 due to Covid-19
- Large-scale efforts (EHRM and Community Care Network) contribute to increasing spending in IT and financial services

Priorities and Budget

- VA Strategic Plan FY22-FY28
  - Delivering effective and high-quality care; improving communication; delivering state of the-art systems
- Fiscal 2023 budget request: $301.4 billion
  - Most of the budget (61% in FY22) goes to direct payments
- GAO High Risk List (inc. VA acquisition management)

3. Department of Homeland Security:

IT leads Homeland Security procurement. DHS spending in IT increased 35% FY18-FY22. Diverse components support the agency's overall mission.



Source: Bloomberg Government

Department of Homeland Security

- Diverse components support the agency's overall mission

Market Trends

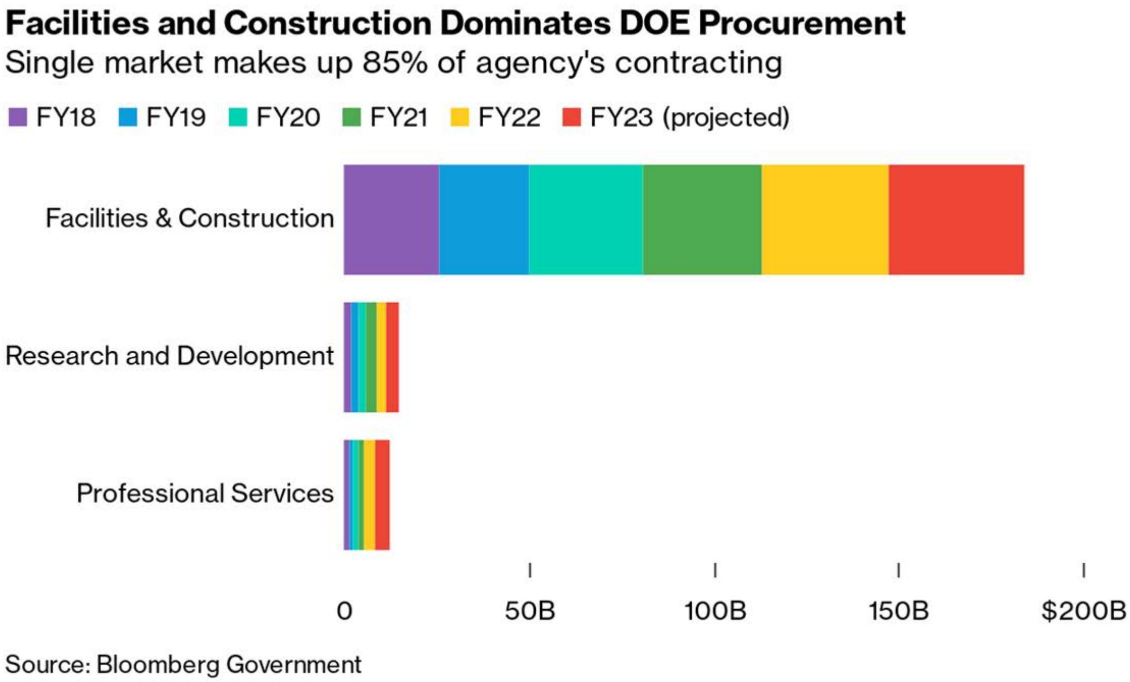
- Most awards got to U.S. Customs and Border Protection
- IT spending increased 35% fiscal 2018 through fiscal 2022
- FEMA buys the most professional services
- DHS procures more security and protectionthan any other agency

Priorities and Budget

- DHS Strategic Plan FY20-FY24
  - Counterterrorism, border security, preserving economic security
- DHS FY23 budget request: $97.29 billion
  - Border security, immigration, IT modernization, climate, transportation security, disasters
  - $3.8 million reserved for procurement
- GAO 2022 DHS Quicklook
- DHS Acquisition Planning Forecast System

4. Department of Energy:

Facilities and construction dominates DOE procurement. Facilities market makes up 85% of agency's contracting. Mostly contracts in facilities management, but procurement of research and development goods and services on the rise.



Department of Energy

- Mostly contracts in facilities management, but procurement of research and development goods and services on the rise

Market Trends

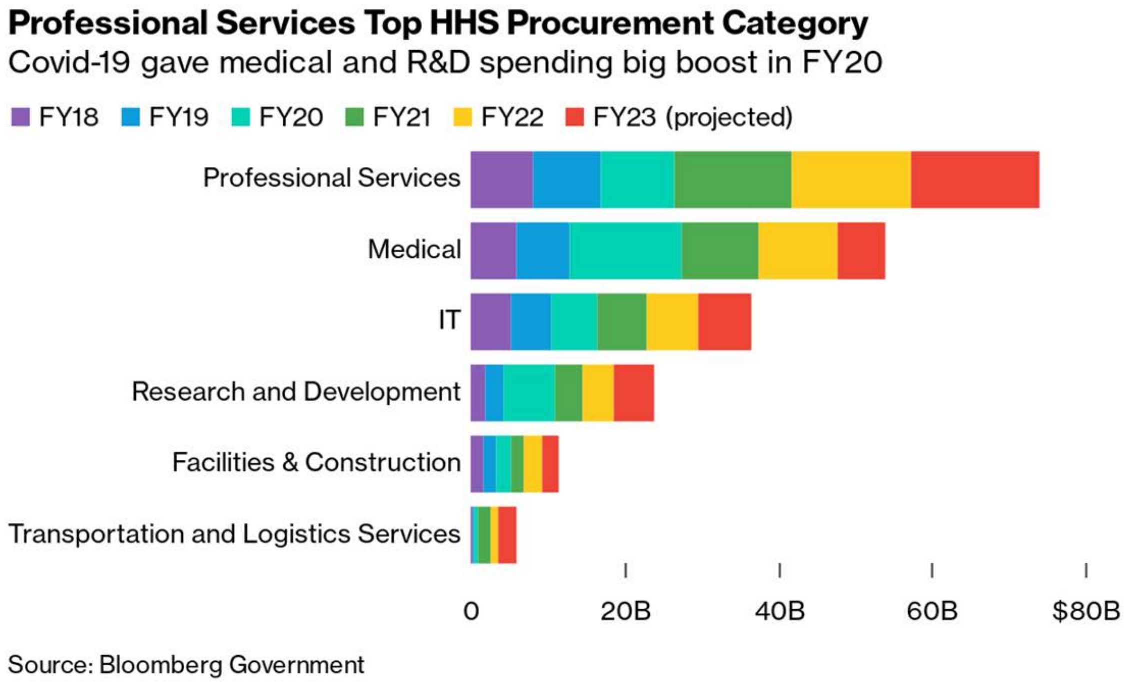
- 80% of annual budget spent on contracts
- 85% of procurement dollars spent on facilities and construction
- Research and development grew 58% FY18 through FY22, projected to rise additional 11% in FY23

Priorities and Budget

- DOE Strategic Plan FY20-FY25
  - Health and environment, information, retirement, sustainability, safety, engagement
  - Commitment to clean up waste and contamination with environmental remediation program
- 2023 DOE budget request: $48.2 billion
  - DOE spends 90% of it's annual budget on laboratories, engineering and production facilities, and environmental restoration site operations

5. Department of Health and Human Services:

Professional services top HHS procurement category. Covid-19 gave medical and R&D spending big boost in FY20. Pushing for innovative research and development in the medical field.



Department of Health and Human Services

- Pushing for innovative research and development in the medical field

Market Trends

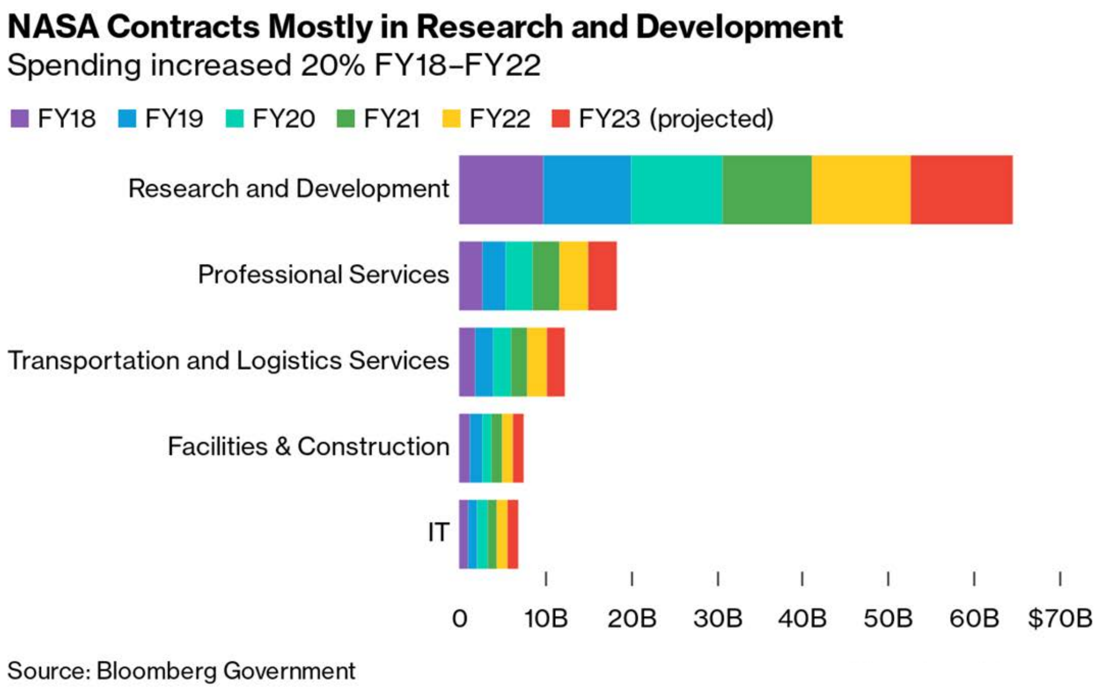
- HHS has been one of the top three civilian contracting agencies for the last decade and was first in 2020 and 2021
- Covid-19 spending comprised 34% of all HHS procurement in FY20 and 23% in FY21
- Professional services is top procurement category; spending increased 90% from FY18 through FY22

Priorities and Budget

- HHS Strategic Plan FY22-FY26
  - Improve nation's healthcare system, protect American health, strengthen well-being, foster scientific advancement, promote management and stewardship
- HHS 2023 budget request: $1.7 trillion, 84% of which is set aside for Medicaid and Medicare
  - New drugs, caring for unaccompanied minors

6. National Aeronautics and Space Administration:

NASA contracts mostly in research and development. Spending increased 20% FY18-FY22. National aeronautics and space administration. Smallest of the bunch, but lots of contracting opportunities.



National Aeronautics and Space Administration

- Smallest of the bunch, but lots of contracting opportunities

Market Trends

- Research and development is NASA's largest procurement category, over 50% of it's annual contract spending
- Professional services spending increased 24% FY18 through FY22

Priorities and Budget

- NASA FY22 Strategic Plan
  - Discover, explore, innovate, advance
  - Return to space-based missions
- NASA Fiscal 2023 budget request: $25.97 billion (up from FY22 $24 billion)
  - Lead the effort to address climate change, emerging aeronautics tech, return to the moon, ISS, growth of LEO economy
- GAO 2022 NASA Quicklook
  - Cost and schedule problems for major projects

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Bloomberg Government's Upcoming Opportunities search enables you to manage opportunities - through pursuit to capture - as easily as your email inbox.

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You don't have time to find opportunities and then dig through endless solicitation documents to qualify a lead.

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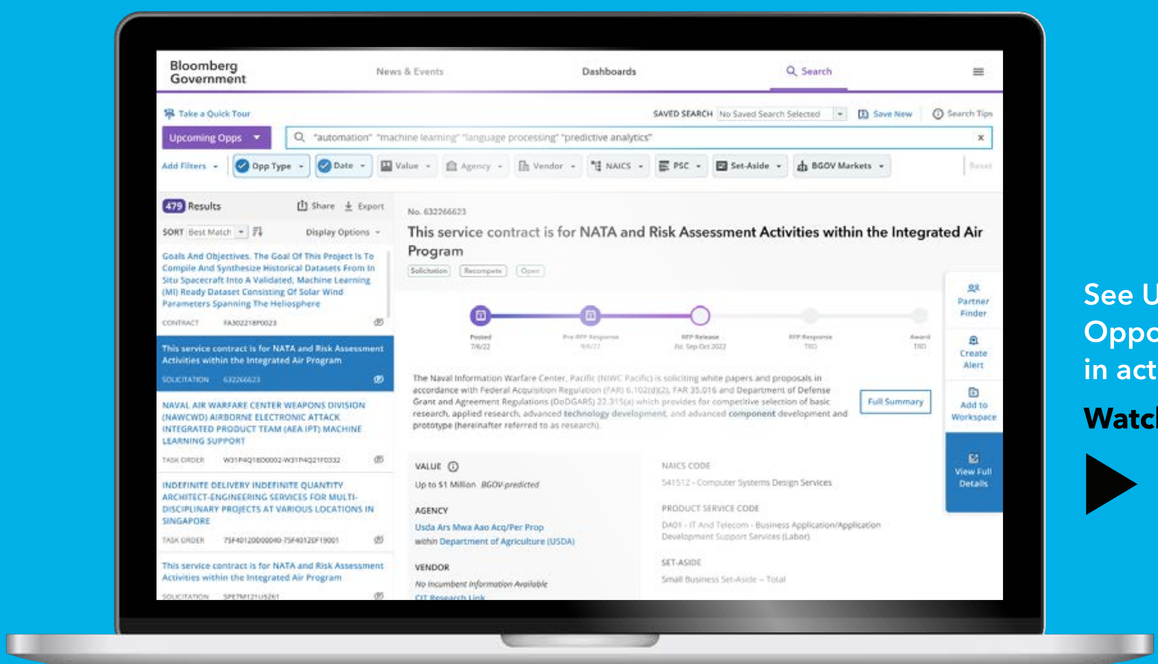
Easily determine the federal opportunities worth your time.

Upcoming Opportunities



See Upcoming Opportunities in action.

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Top Opportunities

Contractors that can provide tested, proven technology or efficient, cost-saving professional services to federal agencies in fiscal 2023 will be able to bid for billions on key contracts in growing markets. A vendor that can offer both is even better for agencies.

All listed opportunities are in the pre-RFP stage. Programs in earliest planning stages include:

- GSA's Alliant 3
- GSA's OASIS+
- NASA's SEWP VI

Currently in-play portions of multiple solicitations, staggered over a period of months and years, in the same program or program area include:

- GSA's OASIS+
- NOAA's Protech 2.0 Fisheries Domain

Markets, contract types, and components:

- The Top 20 consist primarily of multiple award contracts, and several consolidated multiple incumbent vehicles.
- Most opportunities fall in the IT, professional services, and R&D markets.
- Small business components are described as applicable.
- Solicitations for large weapons programs and construction are generally excluded.

Top 20 List

Fiscal 2023 Top Opportunities

Opportunities Nos. 1–10

Rank	Title	Agency	Estimated Value (in billions)
1	Alliant 3	GSA	$75
2	One Acquisition Solution for Information Services+ (OASIS+)	GSA	*60
3	Medical Q-Coded Support and Services Next Generation (MQS2-NG)	Defense Health Agency	43
4	Solutions for Enterprise-Wide Procurement VI (SEWP VI)	NASA	*20
5	Mission Partner Environment (MPE)	Air Force	10
6	Evolve	State	8
7	Protech 2.0 Fisheries Domain	DOC	**8
8	Common Hardware Systems-6th Generation (CHS-6)	Army	7.9
9	DLA JETS 2.0	Defense Logistics Agency	*6
10	VA Supply Chain Modernization	VA	5

Opportunities Nos. 11-20

Rank	Title	Agency	Estimated Value (in billions)
11	GSA Ascend	GSA	*$5
12	Access	State	5
13	Missile Defense Agency (MDA) Integration & Operations for Enterprise Solutions (MIOES)	Missile Defense Agency	4.6
14	Army TADSS Maintenance Program 2 (ATMP2)	Army	4
15	NASA Agency Logistics Support Services	NASA	3.1
16	NextGen Procurement Service Agent-HIV (PSA HIV)	USAID	3
17	SITEC Enterprise Operations and Maintenance	Special Operations Command	*3
18	Support Which Implements Fast Transitions (SWIFT) 6	USAID	2.8
19	NextGen Procurement Service Agent-Lab, Diagnostics and Molecular (PSA Diagnostics)	USAID	2.5
20	Operations and Science Support to the US Antarctic Program	NSF	2.5

Other Opportunities in Pre-Solicitation or Early Planning Stages

Title	Agency	Estimated Value (in billions)	Description
Integrated Mission Operations Contract III	NASA	$1.3	Follow-on to NASA IMOC II
Cloud Hosting Solutions III	Interior	1	DOI enterprise cloud hosting services
RFI-DLA Strategic Transformation and Enterprise Project Support (STEPS)	DLA	TBD	Modernize DLA operations
DeCA Enterprise Facility Engineering Management Information System	DeCA	TBD	Modernize DOD Commissary
Space Force Range Contract (SFRC)	Space Force	TBD	Build "range of the future"
Indian Health System Modernization	IHS	TBD	Modernize IHS medical services
Army Training Information System (4)	Army	TBD	Army global on-demand training
Medical/Surgical Prime Vendor-GenZ	VA	*$15	Supply chain modernization

Breakdown of Each Opportunity

Fiscal 2023 Top Opportunities

No. 1: Alliant 3 Unrestricted

Impact

> Government-wide indefinite delivery / indefinite quantity (IDIQ) best-in-class (BIC) contract used especially for the acquisition of advanced IT services, artificial intelligence, distributed ledger technology, robotic process automation, and other types of emerging information technology

> GSA currently conducting preliminary Alliant 3 market research; plans for a Q1 FY 2023 draft RFP reiterated in Aug. 17 announcement of a $25 billion ceiling increase to Alliant 2

> Follow-on to Alliant 2 Unrestricted, which has a base period expiration of June 2023 and a five-year option

> Primary NAICS for Alliant 2 Unrestricted is 541512 – Computer Systems Design Services

BGOV Take: The increase of Alliant 2's contract ceiling to $75 billion gives agencies more run room while GSA prepares the new solicitation. The increased size and a new generation of advanced IT services requirements pending in the draft RFP could represent stiff competition to other GWACs like CIO-SP4, GSA's Multiple Award IT Schedule, and VA's T4NG. Read more from BGOV.

At-a-Glance	
Program	Alliant 3 Unrestricted
Estimated Value	$75 billion+ (based on GSA's Aug. 2022 ceiling update)
Agency	General Services Administration (BGOV agency details)
RFP Release Date	FY 2026 (BGOV estimate)
Award Date	FY 2027 (BGOV estimate)
Duration	10 years (BGOV estimate)
Incumbents	Alliant 2 Unrestricted: 41 awardees, $12.2 billion in obligations against a $75 billion ceiling
Market	D: Information Technology

No. 2: One Acquisition Solution for Integrated Services "+"

Impact

> Government-wide indefinite delivery / indefinite quantity (IDIQ) contract designed to provide flexible and innovative solutions for complex professional and engineering services spanning multiple professional service disciplines and contract types

> Combines three professional services multi-agency vehicles: OASIS; OASIS Small Business; Human Capital and Training Solutions (HCaTS); and Building, Maintenance, and Operations (BMO)

> Includes between nine and 15 related functional areas ("domains") aligned with NAICS and GSA category management markets but with some specialized domains based on specific agency needs

> Contracts planned in six socioeconomic categories: unrestricted; 8(a); HUBZone; service-disabled veteran-owned small business (SDVOSB); total small business; women-owned small business

BGOV Take: This is an important contract for experienced professional services companies. Several factors tie together: the consolidation of OASIS & OASIS SB with HCaTS and BMO; minimum scoring; flexible bidding terms; and best-in-class (BIC) status. Read more from BGOV.

At-a-Glance	
Program	OASIS+
Estimated Value	$60 billion+ (BGOV estimate; GSA to award contract with no ceiling)
Agency	General Services Administration (BGOV agency details)
RFP Release Date	FY 2023 (GSA estimate)
Award Date	Continuous submissions and awards
Duration	TBD
Incumbents	OASIS Unrestricted: 365 awardees, $27.4 billion; OASIS SB: 656 awardees, $20.8 billion; HCaTS: 87 awardees, $876 million; BMO: 147 awardees (Zones 1–6), $446 million
Market	R: Professional Services

No. 3: Medical Q-Coded Support and Services Next Generation (MQS2-NG)

Impact

> Nationwide supplemental and full-service medical staffing, laboratory, and related health support services for Defense Health Agency, along with analytics-driven planning, purchasing, and decision-making

> Consolidates two large medical services indefinite delivery / indefinite quantity (IDIQ) comprising 62 small business contracts onto a single vehicle with unrestricted and small business bidding tracks

> Indicates major change in DHA's medical services buying strategy from a facilities-specific to a market-oriented approach aggregating requirements across large geographic regions

> Larger $43 billion contract ceiling to fund an anticipated 5 contracts in each of two vendor pools (unrestricted and small business) in each of the five geographic areas of responsibility, with multiple on- and off-ramps expected over the 10-year life of the new vehicle

BGOV Take: Early notices signal adoption of category management-like procurement practices. It will be a major opportunity for medical and professional services companies, with strong support roles likely for IT contractors as DOD continues the buildout of its MHS GENESIS Electronic Health Record system. DHA is issuing MQS2-NG through DOD's Procurement Integrated Enterprise Environment web portal.

At-a-Glance	
Program	MQS2-NG
Estimated Value	$43 billion (DHA estimate)
Agency	Defense Health Agency (BGOV agency details)
RFP Release Date	Q4 FY 2022 (DHA estimate)
Award Date	Q2 FY 2023 (DHA estimate)
Duration	10 years (DHA estimate)
Incumbents	60 incumbents / 62 contracts, $3.5 billion
Market	Q: Medical Services; R: Professional Services

No. 4: Solutions for Enterprise-Wide Procurement VI (SEWP VI)

Impact

> Advanced IT hardware and software for NASA centers and other government agencies; heaviest users of SEWP V in fiscal 2022 were the departments of Defense ($1.9 billion) and Veterans Affairs ($1.5 billion), as of Sept. 28

> NASA currently conducting early market research, with limited public information available

> Follow-on to SEWP V, which expires in April 2025; SEWP V is designated a best-in-class (BIC) contract, and SEWP VI likely to retain that designation

> 88% of SEWP V purchases in NAICS 541519 – Other Computer Related Services; NAICS 334111 – Electronic Computer Manufacturing accounts for 12%

BGOV Take: Product service code analysis shows SEWP V services purchases increased more than five times from FY 2017 through FY 2021, a trend that could bring it into increasing competition with other GWACs—Alliant, Polaris, CIO-SP4, GSA Multiple Award IT Schedule, VETS 2. Small businesses have accounted for 82% of SEWP V spending. SEWP VI will likely continue to be a significant vehicle for IT small and service-disabled veteran-owned small businesses (SDVOSB). Read more from BGOV.

At-a-Glance	
Program	SEWP VI
Estimated Value	$20 billion+
Agency	NASA (BGOV agency details)
RFP Release Date	FY 2024 (BGOV estimate)
Award Date	FY 2025 (BGOV estimate)
Duration	10 years (BGOV estimate)
Incumbents	SEWP V: 146 awardees (FY 2021), $41.7 billion obligated since FY 2015 against a $20 billion ceiling per contract
Market	70 & D: Information Technology equipment and related services

No. 5: Mission Partner Environment (MPE)

Impact

> Enterprise-level, worldwide interoperable command, control, and intelligence (C2I) information-sharing capabilities for mission partners at all levels of government and for private-sector organizations and allies

> Expected contract ceiling higher than three incumbent contracts' combined maximum value of $6.7 billion, indicates additional requirements will be incorporated into the new contract

> Four requirements pillars: operation, maintenance, and sustainment; architecture, engineering, and integration (AE&I); transformative effort; and independent verification and validation

> Air Force hasn't announced the number of awards, BGOV expects one separate contract for each pillar; AE&I draft performance work statement released March 2022, other requirements updates pending

> More than 120 interested vendors as of February 2022

BGOV Take: A May posting announced leadership changes to MPE program leadership, which is pushing review of industry's response to the March AE&I requirement posting and other MPE milestones into FY 2023. Updates will be posted as Air Force makes them available.

At-a-Glance	
Program	MPE
Estimated Value	$8 billion–$10 billion
Agency	Air Force (BGOV agency details)
RFP Release Date	Q1 FY 2023 (Air Force estimate)
Award Date	Q2 FY 2024 (Air Force estimate)
Duration	5 years (BGOV estimate)
Incumbents	General Dynamics Corp.: $777 million; SOS International LLC: $143 million; Trace Systems Inc.: $91 million
Market	D: Information Technology and Telecommunications

No. 6: Evolve

Impact

> State Department IT infrastructure, telecommunications, end-user device management, application development and maintenance, cybersecurity, and IT support services globally

> Will replace one of State's largest IT contracts, Vanguard 2.2.1, and 22 other existing contracts and task orders with as many as 34 awards on a new multiple award, indefinite delivery / indefinite quantity (IDIQ) contract

> Requirements: IT management (four full-and-open IDIQs, four small business set-asides); cloud & data center (two full-and-open IDIQs, four small business set-asides); application development (four full-and-open IDIQs, four small business); networks & telecom services (six full-and-open IDIQs); customer & end user services (six full-and-open IDIQs)

> FedRAMP compliance for cloud services, CMMC compliance for cyber

> Plans for 20% of Evolve's total prime award value and 42% of Evolve's subcontract value awarded to small businesses; 8(a) out of scope

BGOV Take: Evolve is a transformative contract for State's IT services. Preferred industry partners are those with experience managing IT projects in remote, challenging environments—e.g., in politically unstable countries like Iraq and Afghanistan or under extreme conditions, such as undersea trans-oceanic cable repair. Currently more than 630 companies are listed as interested in Evolve. Read more from BGOV.

At-a-Glance	
Program	Evolve IDIQ
Estimated Value	$8 billion–$10 billion (DOS estimate)
Agency	Department of State (BGOV agency details)
RFP Release Date	Q1 FY 2023 (BGOV estimate)
Award Date	Q1 FY 2023 (DOS estimate)—Category 1 will be awarded first
Duration	5-7 years (DOS estimate)
Incumbents	Science Applications International Corp. ($12.5 billion on Vanguard 2.2.1); Directviz Solutions LLC ($41 million on ITESS)
Market	D: Information Technology Services

No. 7: Protech 2.0 Fisheries Domain

Impact

- Mandatory-use contract for professional, scientific, and technical services for NOAA and DOC agency-wide where applicable; underlying science for sustainable, ecosystem-based fisheries management supporting NOAA's Fisheries Climate Science Strategy
- One of four multiple award indefinite delivery / indefinite quantity (IDIQ) opportunities in National Oceanic and Atmospheric Administration's Protech 2.0 contract portfolio; Fisheries, Satellites, Oceans, and Weather will share an $8 billion contract ceiling across the four vehicles
- Protech 2.0 more than double incumbent contract's $3 billion ceiling, and period of performance is lengthened from five to 10 years
- Will implement innovative data collection and management technology
- DOC announced Sept. 7 that Protech 2.0 Fisheries will be a total small business set-aside

BGOV Take: Combination of mandatory use by DOC, focus on climate science, and set-aside assignment make this one of the largest small business professional services opportunities over the next decade. Read more from BGOV.

At-a-Glance	
Program	Protech 2.0 Fisheries Domain
Estimated Value	$8 billion (shared ceiling across four Protech 2.0 vehicles)
Agency	Department of Commerce (BGOV agency details)
RFP Release Date	Q1 FY 2023 (BGOV estimate)
Award Date	Q4 FY 2023 (DOC estimate)
Duration	10 years (BGOV estimate)
Incumbents	16 Protech Fisheries contracts: $173 million
Market	R: Professional Services

No. 8: Common Hardware Systems-6th Generation (CHS-6)

Impact

- Mandatory-use contract to deliver Army commercial IT and telecom hardware, commercial-off-the-shelf items, IT services
- Supports 120 Army and DOD program offices, offers 75,000-100,000 hardware items, includes logistics and repair services
- Stated program goals for CHS-6 include "interoperability and commonality" in IT products, which aligns with the Defense Department-wide Joint All-Domain Command and Control (JADC2) initiative's mission
- Government responses from a March 2022 Q&A response document indicate "the CHS-6 Prime Vendor will begin the contract with a 'clean slate'" and "no work, warranty, or storage will be transferred from the CHS-5 to the CHS-6 contract"

BGOV Take: Acquisition milestones have slid into FY 2023. Incumbent risks competition from other large Army IT suppliers, such as Leonardo SPA, World Wide Technology Holding Co., CDW Corp., and Dell Technologies Inc. There have been more than $660 million in subawards on CHS-5, with L3 Harris Technologies the top subcontractor. Read more from BGOV.

At-a-Glance	
Program	CHS-6
Estimated Value	$7.9 billion (Army estimate)
Agency	Army (BGOV agency details)
RFP Release Date	Q1 FY 2023 (BGOV estimate)
Award Date	Q2 FY 2023 (BGOV estimate)
Duration	10 years (Army estimate)
Incumbents	General Dynamics Corp.: $1.5 billion
Market	D: Information Technology

No. 9: Defense Logistics Agency JETS 2.0 (DLA JETS 2.0)

Impact

- Multiple award indefinite delivery / indefinite quantity (IDIQ) offering full range of IT, technical, and management services supporting 50+ systems and business functions across DLA, including IT program offices and DLA Information Operations (J6) Office
- Follow-on to DLA's JETS suite of contracts: J6 Enterprise Technology Services, JETS Group A (Small Business), and JETS Group B (8(a)); JETS 2.0 set-aside plans are TBD
- Requirements: IT R&D, application and software development, hardware support, O&M, cybersecurity, cloud services, program management, business systems management
- Seven of 12 task areas are: network and telecom services; technology services; enterprise service delivery; defense business systems; cybersecurity; cloud hosting services; data analytics
- Will support DLA's participation in the Small Business Innovative Research program (SBIR)

BGOV Take: Plans indicate this will be DLA's primary IT services and operations vehicle for the next 10 years and may consolidate stand-alone IT requirements. Ordering by other DOD agencies will be allowed. Information about small business participation and total number of awards is still emerging.

At-a-Glance	
Program	DLA JETS 2.0
Estimated Value	$6 billion (BGOV estimate)
Agency	Defense Logistics Agency (DOD) (BGOV agency details)
RFP Release Date	Q1 FY 2023 (BGOV estimate)
Award Date	Q3 FY 2023 (BGOV estimate)
Duration	10 years (DLA estimate)
Incumbents	JETS: 24 incumbents, $1.1 billion; JETS SB (Group A): 14 awardees, $398 million; JETS 8(a) (Group B): 16 awardees, $676 million
Market	D: Information Technology Services

No. 10: VA Supply Chain Modernization

Impact

- Comprehensive, integrated supply chain solution for the flow of goods, services, and information between all stakeholders—VA, suppliers, service providers, and veterans—following a series of critical reports documenting gaps in the agency's inventory management system
- VA plans for a single award offering an "out of the box," state-of-the-art solution compliant with various privacy regulations and that integrates with its Cerner electronic health record software platform
- Work will affect multiple supply chains covering prosthetics, pharmaceuticals, IT, medical equipment and supplies, facilities, burial and benefit supplies, and SCM administration
- Support more than 300 warehouses, 4,000 facilities, 170 hospitals
- Vendor proposals of performance metrics evaluated using "best value" criteria

BGOV Take: This will be a total overhaul of VA's much-criticized supply chain. VA will put commercial solutions through a prototyping phase prior to a full system acquisition. The size, scope, and duration of its adopted solution will depend on the thoroughness of VA's evaluation of proposed alternatives and Congress's willingness to fund a new modernization effort. Read more from BGOV.

At-a-Glance	
Program	VA Supply Chain Modernization
Estimated Value	$5 billion
Agency	Department of Veterans Affairs (BGOV agency details)
RFP Release Date	Q1 FY 2023 for prototypes (VA estimate)
Award Date	Q3–Q4 FY 2023 (BGOV estimate)
Duration	10 years (VA estimate)
Incumbents	This is a new requirement that may comprise parts of VA's Pharmaceutical Prime Vendor, Medical Surgical Prime Vendor, Defense Medical Logistics Supply Service (DMLSS), and other supply chain initiatives
Market	R: Professional Administration & Management Support Services

No. 11: GSA Ascend

Impact

> New multiple award cloud contract, open to all federal agencies, to support acquisition of cloud and cloud-related IT professional services for infrastructure, platforms, software

> Ascend—formerly referred to as GSA Governmentwide Cloud BPA—will consolidate hundreds of cloud-related contracts into a single vehicle

> GSA plans awards in phases based on three pools: Pool 1–IaaS and PaaS (MAS SINs 518210C and OLM); Pool 2–SaaS (MAS SINs 518210C and OLM); and Pool 3–Cloud Professional Services (MAS SINs 518210C, 54151S, and OLM)

> Each pool independently evaluated and awarded based on that pool's evaluation criteria for each pool

> Federal agencies spent $9.9 billion on cloud services in full fiscal year 2021, including $4.4 billion with small businesses

BGOV Take: The Multiple Award Schedule SIN 518210C is already one of the leading ways agencies acquire cloud services. BGOV expects cloud spending through the GSA Ascend BPA to reach $1 billion annually. Read more from BGOV.

At-a-Glance	
Program	GSA Ascend
Estimated Value	$5 billion (BGOV estimate)
Agency	General Services Administration (BGOV agency details)
RFP Release Date	TBD (GSA estimate)
Award Date	TBD (GSA estimate)
Duration	10 years
Incumbents	More than 2,800 cloud vendors with contracts and task orders totaling $9.9 billion in FY 2021, including 342 BPA holders, 270 GWAC holders and 536 GSA/VA Schedule holders.
Market	D: Information Technology

No. 12: Access

Impact

> New multiple award blanket purchase agreement for IT hardware and related services supporting State Department's Global IT Modernization (GITM, or "git em") initiative

> Majority of State's IT hardware and software purchases flowed through SEWP V in fiscal 2021—$357 million of a total $656 million; task order holders on other IT vehicles could be at risk if work shifts to Access

> Requirements on more than 70 line-items (CLINS) include: networking equipment, servers, and storage; hyperconverged infrastructure, including hybrid cloud and edge computing hardware; identity management and biometric hardware and software; laptop and desktop computers; smartphones and tablets; video teleconferencing equipment; computer peripheral equipment; and commercial off-the-shelf (COTS) software

> Total small business set-aside BPA requiring access to a GSA Multiple Award Schedule contract for IT

BGOV Take: A market-defining contract for small IT vendors over the next decade. If Access becomes the State Department's strategic sourcing contract for IT hardware and software, it could consolidate hundreds of incumbent task orders from other IT vehicles, including those held by large and mid-sized businesses ineligible for Access. Read more from BGOV.

At-a-Glance	
Program	Access
Estimated Value	$5 billion
Agency	Department of State (BGOV agency details)
RFP Release Date	Q1 FY 2023 (BGOV estimate)
Award Date	Q3 FY 2023 (BGOV estimate)
Duration	5-year base period, 5 one-year options plus an additional 6-month option period (10.5 years)
Incumbents	280 IT/telecom products and task orders totaling $501 million FY 2021-FY 2022
Market	70: Information Technology

No. 13: Missile Defense Agency Integration & Operations for Enterprise Solutions (MIOES)

Impact

> War-gaming support for Missile Defense Integration and Operations Center located at Schriever Space Force Base in Colorado Springs

> Re-compete of Jacobs Engineering's Integrated Research and Development for Enterprise Solutions (IRES) contract

> MDIOC serves as a 24/7/365 operations center, a test range, and a hub for MDA's network infrastructure, RDT&E, data operations, cybersecurity, and real-world event support

> Requirements include RDT&E and operational support for tech designed to prevent ballistic missile attacks; solicitation notices listed under six IT, R&D, and professional services NAICS markets, reflecting diverse technical capabilities requirements

BGOV Take: MDA is engaging industry early; ordering on Jacobs' IRES contract runs through Aug. 2025. MDA seeks input on industry best practices, procurement processes, and new technology that can fulfill the requirement. MDA estimates one year to develop its acquisition strategy. Multiple RFPs are possible. Competition will be intense, and teaming will be important—Jacobs has issued more than 400 subcontracts worth $150 million to date. Read more from BGOV.

At-a-Glance	
Program	MIOES
Estimated Value	$4.6 billion (Space Force estimate)
Agency	Missile Defense Agency (Space Force) (BGOV agency details)
RFP Release Date	Q4 FY 2023 (BGOV/MDA estimate)
Award Date	FY 2024 (BGOV estimate)
Duration	5 years (BGOV estimate)
Incumbents	Jacobs Engineering Group Inc.: $1.5 billion
Market	R: Professional Administration & Management Support Services

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No. 14: Army TADSS Maintenance Program 2

Impact

> Single award contract for Army worldwide support services covering Training Aids, Devices, Simulators, and Simulations (TADSS), live-fire and digital range operations

> Re-compete of ATMP contract held by Lockheed Martin since 2018 (expiration scheduled for April 30, 2025); Lockheed has $1.1 billion in ATMP obligations against $3.5 billion ceiling, more than 4,800 subcontracts

> Requirements include broad range of equipment maintenance, training, and related TADSS services at more than 400 staffed and unstaffed sites; includes support for Army live, virtual/gaming, and constructive training environments, sustainment of 250,000 TADSS devices, web-based 24/7 management information system

> Supported systems include helicopter flight and maintenance simulators, the Synthetic Training Environment (STE) Instrumentation System, and video games for training

> Army still considering ATMP2 small business strategy

BGOV Take: Army is getting a head start on ATMP2, slated to start July 1, 2025. This will be one of DOD's largest engineering services contracts over the 2025–2035 period. Small vendors will likely play a significant role. Read more from BGOV.

At-a-Glance	
Program	ATMP2
Estimated Value	$5 billion (Army estimate)
Agency	Army (BGOV agency details)
RFP Release Date	Q2 FY 2023 (BGOV estimate)
Award Date	Q2 FY 2024 (BGOV estimate), with up to nine-month phase-in period
Duration	10 years (Army estimate)
Incumbents	Lockheed Martin Corp.: $1.1 billion
Market	R: Professional and engineering services

No. 15: NASA Agency Logistics Support Services (ALSS)

Impact

- Full range of logistics support services in support of NASA's scientific, technology, aeronautics, and space exploration missions
- Core requirements include: supply and materials management; equipment management; property disposal; transportation management (including shipping and fleet management); agency mail management; program and project lifecycle logistics support
- Examples of tasks: warehousing; regional order management; customer service; inventory, equipment, and property management; library management
- ALSS small business strategy is TBD; $456 million of $1.9 billion in incumbent logistics contracts went to small businesses

BGOV Take: NASA is standardizing and consolidating agency logistics acquisition around a series of local contracts coordinated by Marshall SFC and the Office of Strategic Infrastructure. Competition will be stiff—more than 100 organizations responded to the RFI. NASA plans four awards in mid-late FY 2023.

At-a-Glance	
Program	NASA Agency Logistics Support Services (ALSS)
Estimated Value	$3 billion (NASA estimate)
Agency	NASA (BGOV agency details)
RFP Release Date	Q1 FY 2023 (BGOV estimate)
Award Date	Q3-Q4 FY 2023 (NASA estimate)
Duration	10 years (BGOV estimate)
Incumbents	Nine incumbents, $1.9 billion
Market	D: Information Technology

No. 16: NextGen Procurement Service Agent-HIV (PSA HIV)

Impact

- Global procurement and associated supply chain delivery and logistics services for HIV/AIDS health commodities, with goal of building self-sustaining pharmaceutical industries in areas of need
- Reconfiguration of Chemonics International Inc.'s Global Health Supply Chain contract into several more-focused NextGen procurements; Chemonics has held GHSC since April 2015 with a $9.5 billion ceiling and end date in November 2023
- Excludes HIV/AIDS diagnostic and lab commodities encompassing required procurement functions of a supply chain (e.g., category management, strategic sourcing, supplier management, demand planning and procurement delivery)
- PSA HIV requires coordination with other NextGen awardees

BGOV Take: Significant, steady USAID funding is anticipated over the next decade for what will be an important opportunity for companies with international logistics and medical supply chain management experience. Read more from BGOV.

At-a-Glance	
Program	PSA HIV
Estimated Value	$3 billion–$5 billion
Agency	US Agency for International Development (BGOV agency details)
RFP Release Date	Oct. 31, 2022 (USAID estimate)
Award Date	May 31, 2023 (USAID estimate)
Duration	10 years (USAID estimate)
Incumbents	Chemonics International Inc.: $7.6 billion
Market	R: Professional Services

No. 17: SITEC Enterprise Operations and Maintenance

Impact

> Operation and maintenance of USSCOM IT network infrastructure, common end user device support, change, license and asset management, IT training

> Follow-on to Jacobs Solutions' $779 million Alliant Large Business task order (SITEC II) awarded February 2017; subsequent protests by CACI and General Dynamics eventually denied by GAO in January 2018

> Current plans for a task order to be issued on GSA's Alliant 2 government-wide IT vehicle, administered by GSA's FEDSIM division, which assists agencies with IT acquisitions

> Assigned NAICS 541519 – Other Computer Related Services

BGOV Take: FEDSIM and USSOCOM have indicated this award will be issued, under a performance-based acquisition strategy, to a large business holding an Alliant contract, pointing to some small business contract potential at the sub-award level. Having survived multiple protests on SITEC II, Jacobs is well-positioned for the re-compete.

At-a-Glance	
Program	SITEC EOM (SITEC III)
Estimated Value	$3 billion (BGOV estimate)
Agency	US Special Operations Command (BGOV agency details)
RFP Release Date	Q1 FY 2023 (BGOV estimate)
Award Date	Q2 FY 2023 (BGOV estimate)
Duration	8 years (FEDSIM estimate)
Incumbents	Jacobs Solutions Inc.: Alliant Large Business task order, $871 million
Market	D: Information Technology Services

No. 18: Support Which Implements Fast Transitions (SWIFT) 6

Impact

> Rapidly implement, manage, and transition programs promoting peaceful community-building and self-sustaining economic development in overseas crisis areas

> Incumbents include nine recipients of full-and-open competitive awards and five recipients of total small business set-asides

> Provide start-up program funding, staffing, operations, and logistics for "catalytic" activities designed to transition to host country workers over time; requires on-the-ground coordination with USAID

> More than 86 task orders issued since SWIFT 1 in 1998; average task order worth $50 million with 2+ year duration; some tasks worth as much as $500 million over 5 years

> Partial small business set-aside; full small business strategy details are undisclosed

BGOV Take: USAID is raising the $2.5 billion SWIFT 5 contract ceiling about 12% to $2.8 billion for the sixth iteration of the vehicle, indicating the program's size is projected to remain stable over its potential five-year duration. Three of the nine full-and-open awardees received small business set-aside contracts, indicating potential for significant small business participation as well as M&A activity.

At-a-Glance	
Program	SWIFT 6
Estimated Value	$2.8 billion (USAID estimate)
Agency	US Agency for International Development (BGOV agency details)
RFP Release Date	April 4, 2023 (USAID estimate)
Award Date	Aug. 1, 2024 (USAID estimate)
Duration	TBD
Incumbents	11 active SWIFT 5 vendors: $329 million
Market	R: Professional & Engineering Services

No. 19: NextGen Procurement Service Agent-Lab, Diagnostics and Molecular (PSA Diagnostics)

Impact

> Procurement and supply chain services for HIV/AIDS commodities encompassing different functions (e.g., category management, strategic sourcing, supplier management, demand planning and procurement) that will transition to local, sustainable management

> Reconfiguration of Chemonics International Inc.'s Global Health Supply Chain contract into several more-focused NextGen procurements; Chemonics has held GHSC since April 2015 with a $9.5 billion ceiling and end date in November 2023

> Requirements for procurement-as-a-service to expand diagnostics and molecular contracts to all PEPFAR countries (US investment in HIV/AIDS relief); manage inventory at customer's location

> PSA Diagnostics requires coordination with other NextGen awardees

> Small business strategy is undisclosed

BGOV Take: PSA Diagnostics is suited for companies with a combination of international technical and logistics experience, particularly if experience includes addressing HIV. Read more from BGOV.

At-a-Glance	
Program	PSA Diagnostics
Estimated Value	$2.5 billion-$2.8 billion
Agency	US Agency for International Development (BGOV agency details)
RFP Release Date	Oct. 31, 2022 (USAID estimate)
Award Date	May 31, 2023 (USAID estimate)
Duration	10 years (USAID estimate)
Incumbents	Chemonics International Inc.: $7.6 billion
Market	R: Professional Services

No. 20: Operations and Science Support to the US Antarctic Program

Impact

> Information, operations, and logistics in support of NSF's Antarctic mission

> Re-compete of Leidos Holdings' Antarctic Support Contract awarded in 2011 and expiring in March 2025

> Requirements include: laboratory services; science support; IT and satellite communications; facilities and construction management; transportation and supply chain management; communication and web services; medical services and occupational safety; tourism and hospitality; vessel operations

> NSF considering fulfilling requirement through an other transaction authority (OTA) award to a consortium management vendor

> Likely to go to a large company with some small business subcontract potential

BGOV Take: Because of the complexity of this requirement, NSF is getting a three-year head start on the re-competition. More than 40 companies have expressed interest in prime or subcontracts. Leidos is also the incumbent on the re-compete of management of the National Cancer Institute's Frederick National Laboratory for Cancer Research. Read more from BGOV.

At-a-Glance	
Program	Operations and Science Support to the US Antarctic Program
Estimated Value	$2.5 billion
Agency	National Science Foundation (BGOV agency details)
RFP Release Date	2023 (NSF estimate)
Award Date	2024 (NSF estimate)
Duration	10 years (BGOV estimate)
Incumbents	Leidos Holdings Inc.: $2.2 billion
Market	M1HA: Operation of Government-owned, Contractor-operated (GoCo) Facilities

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