Leveraging SETI & ENCORE III

The Acquisition Umbrella to Serve Our IT Services Missions

AFCEA Technet Cyber

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Agenda

- Overviews
- Backgrounds
- Performance Areas
- Contract Awardees
- Usage Highlights
- How and Why to Utilize
- Summary
ENCORE III offers the full spectrum of IT services encompassing a wide-range of services to implement, operate, maintain/sustain, incrementally develop, and ultimately retire IT capabilities.

Supports: DISA, DoD, Federal Agencies, and the Intelligence Community


Ceiling Value: $17.5B

Evaluation Methodology: Task orders may utilize LPTA or trade-off approaches

Contract Types: All variations of fixed price and cost-type contracts

Full & Open and Small Business Suites: 20 awardees in each suite (ALL Awardees in both suites have a TOP SECRET FCL)

BLUF: SETI was designed for the development of innovative solutions to new, unique, or complex problems in the IT mission areas; in addition to being able to engineer solutions to existing complex capability gaps in the IT service portfolio.

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ENCORE III Background

**Strategy:**
- Streamlines acquisition lead times and procurements of complex IT services
- Multiple-award IDIQ contracts (Full & Open and Small Business Set-Aside Suites)
- Ordering period: 5-year base and 5 one-year options
- Contract types: Allows all variations of fixed price and cost-type contracts
- Two suites: Maximizes competition among large and small business
- Subcontracting goals: Promotes use of small businesses on the Full & Open Suite
- On/Off-Ramping: Ensures continued highly competitive and quality contractors

**Scope/Ceiling:**
- Similar scope as ENCORE II (full range of IT-related services)
- Added specific language in PWS to address evolving technologies (e.g., Cyber Security & Cloud Professional Services)
- Supports the DoD, Federal agencies, and added the Intelligence Community

ENCORE III Background
How Were ENCORE III Awardees Evaluated?

**Problem Statements**

<table>
<thead>
<tr>
<th>1: TECHNICAL/MANAGEMENT (SB)</th>
<th>1. TECHNICAL/MANAGEMENT (F&amp;O)</th>
<th>2: PAST PERFORMANCE</th>
<th>4: UTILIZATION OF SB</th>
<th>5: COST/PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Integrated Solutions Management – conducting management reviews</td>
<td>- Requirements Analysis - Custom Application Development - Product Integration - Test and Evaluation (T&amp;E) - Operations Support - Assessment &amp; Authorization (A&amp;A), Configuration Management (CM), and Release Management of a software or IT system for a DoD/IC Agency - Operations Support - operational support of a fielded, operational DoD/IC software, and/or IT system - Enterprise IT Policy and Planning</td>
<td>- Based on the offerors actual past experiences (previous performances) - Minimally 3 years recent and relevant work with DoD or Intelligence Community</td>
<td>- All Offerors must submit a Small Business Participation Plan - ONLY Large businesses must submit a Small Business Subcontracting Plan</td>
<td>- Offerors proposed fully burdened labor rates (capped ceiling for FFP) - Total proposed price, using cost realism, used as a basis for comparison</td>
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</table>

**MINIMUM QUALIFICATIONS**

- PgMP or PMP Certified Program Managers
- PMP Certified Project Managers
- One of the following:
  - CMMI Maturity Level 3 or higher
  - ISO 9001 Certification
  - ISO 20000 Certification
  - ISO 27001 Certification
  - Specific education and experience requirements among the 116 LCATs
  - BA/BS w/ at least 3 years
  - MA/MS w/ at least 15 years

Although price was the final determining factor, each contractor had to meet or exceed the high technical standards outlined in the Problem Statements.
## DISA’s History of IT Service Solutions Spans Over 25 years

<table>
<thead>
<tr>
<th>CONTRACT</th>
<th>PERIOD OF PERFORMANCE</th>
<th>CEILING</th>
<th># OF AWARDS</th>
<th>DESCRIPTION OF SERVICES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Defense Enterprise Integration Services (DEIS)</td>
<td>1994-1996</td>
<td>$1.1B</td>
<td>6 Large</td>
<td>Provided IT migration and integration services to facilitate the migration of DoD legacy information systems to Defense Information Infrastructure (DII) Common Operating Environment (COE) compliant migratory systems</td>
</tr>
<tr>
<td>MAC ID/IQ</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DEIS II</td>
<td>1996-2002</td>
<td>$3B</td>
<td>6 Large</td>
<td>Follow-on vehicle to continue the migration of DoD legacy information systems to DII COE compliant migratory systems, the DEIS II contracts provided expanded support for deployment and sustainment services to Federal agencies outside the DoD</td>
</tr>
<tr>
<td>MAC ID/IQ</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ENCORE</td>
<td>2002-2009</td>
<td>$2.5B</td>
<td>9 Large</td>
<td>Provided a full range of IT solutions required by the DoD and other Federal agencies requiring connectivity, interface, and/or interoperability with the DoD or US Government</td>
</tr>
<tr>
<td>MAC ID/IQ</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ENCORE II</td>
<td>2008-2018</td>
<td>$12.225B</td>
<td>21 Large 5 Small</td>
<td>Included 20 Task Areas that provide a full range of IT solutions required by the DoD, other Federal agencies, and other organizations requiring connectivity, interface, and/or interoperability with the DoD or Federal Government.</td>
</tr>
<tr>
<td>MAC ID/IQ</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ENCORE III</td>
<td>Large: 2018-2028</td>
<td>$17.5B</td>
<td>20 Large 20 Small</td>
<td>Includes 19 Performance Areas that provide a full range of IT solutions required by the DoD, other Federal agencies (including the IC), requiring connectivity, interface, and/or interoperability with the DoD or Federal Government.</td>
</tr>
<tr>
<td>MAC ID/IQ</td>
<td>Small: 2019-2029</td>
<td></td>
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</table>
The Systems Engineering, Technology, & Innovation (SETI) contract effort started in 2015 when the Dept. of Defense began exploring ways to procure innovative & technically superior IT solutions for missions when the there was a will to pay more for above threshold requirements.

SETI was and is the only multiple award ID/IQ in the DOD to make Innovation the most important evaluation factor; which inherently redefined how Offerors would be evaluated based on their instilled and proven business culture around Innovation.

SETI has a focused scope to provide new, non-commodity, and innovative solutions to customers with a preponderance of complex engineering and developmental requirements.

Innovative from inception, the SETI team designed and awarded this new 10-year contract to capture and grow the Defense Industrial base by removing barriers and seeking out non-traditional industry partners.
SETI Facilitates the Need for Speed in Contracting

- SETI gives customers the freedom to use different techniques for collaboratively solving capability gaps through a symbiotic relationship with industry; such as:

<table>
<thead>
<tr>
<th>White Papers</th>
<th>Capability Briefings</th>
<th>One-on-One Sessions</th>
<th>Collaborative Brain-Trust</th>
</tr>
</thead>
<tbody>
<tr>
<td>Provides stakeholders with a <strong>no-cost and low-risk</strong> bi-lateral avenue for idea exchange and capability assessment.</td>
<td>Stakeholders benefit from observing firsthand, a <strong>technical solution matched to real scenarios</strong> with a live Q&amp;A.</td>
<td>Stakeholders have a <strong>direct communication venue</strong> with each other in their mission space to collaborate on problems.</td>
<td>SETI vendors are contractually obligated to share ideas to determine best courses-of-action for national security.</td>
</tr>
</tbody>
</table>

- Users can also pursue a wide variety of unique acquisition types that can be adapted to individual requirements; including:

- Rapid Technology Prototyping
- Advisory Down-selects
- Oral Presentations
- Milestone-based Competitions
- Contract Incentives
- Challenge-based Acquisitions

Overviews, considerations, benefits, and use-cases for each tactic can be found in the SETI Innovation Playbook.
## ENCORE III Performance Areas

<table>
<thead>
<tr>
<th>Performance Area</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PA1</strong>-Enterprise IT Policy and Planning</td>
<td>Services to review, analyze, and coordinate processes, policies, and doctrine; Program and Project Management support such as development of management plans, metric collection, and meeting support.</td>
</tr>
<tr>
<td><strong>PA2</strong>-Integrated Solutions Management</td>
<td>Full spectrum of integration support to review requirements to provide effective IT solutions.</td>
</tr>
<tr>
<td><strong>PA3</strong>-Process, Performance, and Strategic Benchmarking</td>
<td>Establish baselining of existing legacy processes, products, and metrics.</td>
</tr>
<tr>
<td><strong>PA4</strong>-Business Process Reengineering</td>
<td>Services to assist in examining organizational goals, objectives, and structures for purpose of a ground-up redesign.</td>
</tr>
<tr>
<td><strong>PA5</strong>-Requirement Analysis</td>
<td>Services to facilitate requirements definition in design, development, V&amp;V testing, and database solutions for enterprise use; Ensures requirements are traceable, complete, consistent, prioritized, validated, and testable.</td>
</tr>
<tr>
<td><strong>PA6</strong>-Market Research and Prototyping</td>
<td>Assists with market research analysis; Define, develop, test, and evaluate prototype solutions.</td>
</tr>
<tr>
<td><strong>PA7</strong>-Information and Knowledge Management</td>
<td>Services for data migration strategies and target architectures.</td>
</tr>
<tr>
<td><strong>PA8</strong>-Custom Application Development</td>
<td>Development of new systems.</td>
</tr>
<tr>
<td><strong>PA9</strong>-Product Integration</td>
<td>Seamless functions to integrate into existing systems/platforms.</td>
</tr>
<tr>
<td><strong>PA10</strong>-Test and Evaluation</td>
<td>Technical support to developmental testing, interoperability evaluations, cybersecurity testing, early operational assessments, operational testing, and evaluation of Information Technology (IT) and National Security Systems (NSS).</td>
</tr>
<tr>
<td><strong>PA11</strong>-Asset Management</td>
<td>Asset inventory, tracking, maintenance, and support to the entire asset lifecycle. Includes IT Systems and Hardware and IT support equipment such as VTCs.</td>
</tr>
<tr>
<td><strong>PA12</strong>-Network Support</td>
<td>Network design, policy, performance monitoring, and fault management.</td>
</tr>
<tr>
<td><strong>PA13</strong>-Cyber Security Assessment, Authorization and Implementation</td>
<td>Planning, designing, and testing of C2 communications, firewalls, and intrusion detection systems.</td>
</tr>
<tr>
<td><strong>PA14</strong>-Information Communications Technology</td>
<td>Design and installation of wireless and microwave technology to provide for a more efficient storage and retrieval of telecommunications systems.</td>
</tr>
<tr>
<td><strong>PA15</strong>-Computer-Telephony Integration</td>
<td>Use of computers to manage telephone calls.</td>
</tr>
<tr>
<td><strong>PA16</strong>-Web Services</td>
<td>Various web design and maintenance activities.</td>
</tr>
<tr>
<td><strong>PA17</strong>-Operations Support</td>
<td>Services for all aspects of installing and operating approved COTS/GOTS applications/systems.</td>
</tr>
<tr>
<td><strong>PA18</strong>-IT Support Services</td>
<td>Specific service elements may include configuration management, performance monitoring and tuning, system backup and recovery, storage management, and help desk support.</td>
</tr>
<tr>
<td><strong>PA19</strong>-Cloud Professional Services</td>
<td>Services required to transition, deploy, operate, maintain, and safeguard applications that will migrate to a Cloud solution.</td>
</tr>
</tbody>
</table>

*Plus 78 subtasks which form the basis for providing ENCORE III IT services and solutions*
SETI’s Performance Task Areas

1) Systems Engineering
Establish the framework for delivering material capabilities.

2) Design Analysis
Analyze & Refine requirements throughout the system’s lifecycle.

3) Systems Architecture
Develop the EA, ensure standards conformance, and perform assessments.

4) Software Development
Design, develop, integrate, and modernize systems to enhance the mission.

5) Systems Integration
Integrate component subsystems to produce an interoperable final system.

6) Test & Evaluation
Demonstrate performance in an operational environment with realistic T&E events.

7) Lifecycle Engineering
Effectively deploy & manage the lifecycle of a system into its intended environment.

8) Special Engineering
Support specialized DoD environments; Network, Satellite, Spectrum, Cloud, AI, Cloud, etc...

Logical Flow Through the Systems Engineering “V” Model Processes

Task Area 1: Systems Engineering
Task Area 2: Design Analysis Engineering
Task Area 3: Systems Architecture
Task Area 4: Software Systems Design & Development
Task Area 5: Systems Integration
Task Area 6: Systems Test & Evaluation
Task Area 7: Systems Deployment & Lifecycle Engineering

TA8: Special Systems Engineering Requirements
1. Network Engineering
2. Satellite Communications Engineering
3. Spectrum Engineering
4. Cybersecurity Engineering
5. Cloud Engineering
6. Information & Knowledge Engineering
7. Mobility
8. Cognitive Computing
9. Emerging Technologies
ENCORE III Awardees

**Full and Open Suite**
Ordering Period: Mar 2018 – Mar 2028

1. 22nd Century Technologies
2. AASKI Technology
3. Ace Info Solutions
4. ActioNet
5. Amentum XNet (Formerly AECOM XNet)
6. Booz Allen Hamilton
7. By Light (Formerly Phacil)
8. CACI, Inc - FEDERAL
9. ECS Federal
10. General Dynamics Information Technology (Formerly CSRA)
11. General Dynamics One Source
12. IAP C4ISR
13. IndraSoft
14. Leidos
15. ManTech International
16. NetCentrics
17. Next Tier Concepts
18. Peraton (Formerly Solers)
19. Qbase
20. Trace Systems

**Small Business Suite**
Ordering Period: May 2019 – May 2029

1. Amyx
2. ASRC Communications
3. CompQsoft
4. Credence Management Solutions
5. Data Computer Corporation of America
6. Defense Solutions Group
7. Encore III Partners
8. FEDITC
9. Global Consulting International
10. Innovations JV
11. Integral Consulting Services
12. Integrated Computer Solutions
13. Madian IT Solutions
14. Mission Services
15. New Generation Solution
16. Riverside Engineering
17. Siertek-Peerless JV
18. Superior Government Solutions
19. Team CSI JV
20. VSolvit
SETI Awardees

Full and Open Suite
Ordering Period: Jul 2019 – Jul 2029

1. Accenture Federal Services
2. BAE Systems Solutions
3. Booz Allen Hamilton
4. Deloitte Consulting
5. GDIT (formerly NES Associates)
6. IBM Corporation
7. Jacobs Technology (formerly KeyW Corporation)
8. Leidos Innovations
9. LinQuest Corporation
10. MAG Defense Services (dba AASKI Technology)
11. Northrop Grumman
12. Parsons
13. Peraton (formerly Harris)
14. Perspecta (Vencore)
15. Solers*

Small Business Suite
Ordering Period: Jun 2020 – Jun 2030

1. A Square Group (ASG)
2. Affinity Innovations
3. Applied Systems Engineering (ASE)
4. Bluestone Logic
5. BCMC
6. Credence Management Solutions
7. DHPC Technologies*
8. Incadence Strategic Solutions*
9. Innoplex
10. Innovation Evolution Technologies (IETEK)
11. Innovative Government Solutions (IGS)
12. Integrated Systems (ISI)
13. Interactive Process Technologies (IPT)
14. Mission1st
15. Mission Support LP*
16. Netcentric Technology
17. RedTeam Engineering
18. Riverside Engineering
19. Semper AASKI Alliance
20. Superlative Technologies (SuprTek)
21. Synaptek Corporation
22. Synergy Business Innovation
23. Tiber Creek Consulting
24. ValidaTek
25. Metric 8 (formerly Volant Associates)

*Indicates an original awardee that has been off-ramped due to an acquisition
ENCORE III Contract Vehicle Business Activity

<table>
<thead>
<tr>
<th></th>
<th>Task Orders Issued</th>
<th>Total Lifecycle Cost (LCC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>DISA Executed Orders</td>
<td>78</td>
<td>$1.285B</td>
</tr>
<tr>
<td>Decentralized Orders</td>
<td>7</td>
<td>$98.2M</td>
</tr>
<tr>
<td><strong>Total Awarded</strong></td>
<td><strong>85</strong></td>
<td><strong>$1.383B</strong></td>
</tr>
</tbody>
</table>

- Task order awards started for Full & Open Suite in Summer 2018 and Small Business Suite in Fall 2019
- Task Orders Issued includes the required 40 minimum guarantee orders
- LCC includes base period, exercised options, and unexercised options
- Values through Fiscal Year 2021, compiled from FPDS-NG reporting, DITCO system data, and Quarterly Report Deliverables

**ENCORE III Ceiling is $17.5 Billion Across Both Suites**
ENCORE III Usage Data

Competition
- 45 awarded task orders: 31 (69%) were solicited using Fair Opportunity
- An average of 3.6 proposals received of the 31 competitively solicited awards

Contract Types
- Firm fixed price: 31 (69%)
- Cost plus fixed fee: 13 (29%)
- Cost reimbursement (no fee): 1 (2%)

Customer (regardless of contracting office)
- DISA: 29 (64%)
- Non-DISA: 16 (36%)
  - Defense Commissary Agency (DeCA)
  - Defense Microelectronics Activity (DMEA)
  - Department of Defense Education Activity (DODEA)
  - Department of the Army
  - Department of the Air Force
  - Department of the Navy
  - Joint Chief of Staff
  - Office of the Inspector General (DoDIG)
  - Washington Headquarters
  - United States Transportation Command

Data used is based on reporting from FPDS-NG through Fiscal Year 2021
## SETI Contract Vehicle Business Activity

<table>
<thead>
<tr>
<th></th>
<th>Task Orders Issued</th>
<th>Total Lifecycle Cost (LCC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Awarded Orders</td>
<td>54</td>
<td>$304M</td>
</tr>
</tbody>
</table>

- Task order awards started for in 2021 due to post award protests
- All awarded orders are currently DISA executed
- Task Orders Issued includes the required 40 minimum guarantee orders
- LCC includes base period, exercised options, and unexercised options
- Values through Fiscal Year 2021 from FPDS-NG reporting

**SETI Ceiling is $7.5 Billion Across Both Suites**
SETI Usage Data

**Competition**
- 14 awarded task orders: 12 (86%) were solicited using Fair Opportunity
- An average of 2.9 proposals received of the 12 competitively solicited awards

**Contract Types**
- Firm fixed price: 8 (57%)
- Cost plus fixed fee: 6 (33%)

**Current DISA Customers**
- Digital Capabilities & Security Center (DCSC)
- Cyber Security & Analytics (ID)
- DCSC Defense Spectrum Organization (DSO)
- DCSC Joint Enterprise Services (SD)
- Joint Artificial Intelligence Center (JAIC)

Data used is based on reporting from FPDS-NG through Fiscal Year 2021
HOW TO UTILIZE DISA PREMIER CONTRACTS
### Ordering Process Information for Requiring Activities

**Internal Ordering Fees**
- 2.25% DITCO Fee
  - *(DITCO procures and administers requirement)*

**External Ordering Fees**
- 1% Decentralized Ordering Fee
  - *(Other Contracting Activity procures requirement)*

**PALTs**
- **LPTA**: ~157cd (<$10M) | ~203cd (> $10M)
- **BVTO**: ~169cd (<$10M) | ~210cd (> $10M)

**How to Optimize PALTs?**
- Ensure acquisition package is complete.
- Coordinate any questions with DITCO as soon as known in order to clarify any inconsistencies and resolve concerns.
- Request DITCO involvement in acquisition planning phase to reduce rework.

**Fees** are not negotiable, but are subject to change.

**PALTs** are tailorable based on acquisition and methodology used.

**Dates** do not include DITCO review of draft packages or sources sought timeframe.
Additional Ordering Process Information

• **Guides and Templates available to assist customers with package development process for internal ordering**
  – Information Technology & Telecommunications Acquisition Package Submission & Ordering Guide Website: [https://www.ditco.disa.mil/contracts/IT_instruct.asp](https://www.ditco.disa.mil/contracts/IT_instruct.asp)
  – “Interactive Wizard tool” and “Summary of documentation” spreadsheet assist in determining documentation required to complete an acquisition package
  – “Document Templates” link provides current templates for each of the required documents
  – Use of these guidelines streamlines processing times by ensuring documentation is complete and information is present for a more consistent product
  – “Requirements Package Preparation Guide” contains information on policies, processes, and a more detailed description of required documents

• **Listing of projected acquisition lead times (PALT) with breakdown details**
  – PALT begins with receipt of a **complete** Acquisition Package
  – Does not factor timeframes for market research or acquisition planning
  – Includes assumptions such as one round of Evaluation Notices, no more than five proposals, no protests, etc.
  – Only applies to orders placed by DITCO (internal orders), not decentralized (external) orders
Available Contract Types

- SETI and ENCORE III offer all variations of fixed price and cost-type contracts, *which includes*:
  - **Fixed-price**
    - Firm-fixed-price (FFP)
    - Fixed-price with economic price adjustment
    - Fixed-price incentive contracts
    - Fixed-ceiling price contracts with retroactive price redetermination
    - FFP level-of-effort
  - **Cost-reimbursement**
    - Cost-reimbursement without fee
    - Cost-sharing
    - Cost-plus-incentive-fee
    - Cost-plus-award-fee
    - Cost-plus-fixed-fee

- SETI also includes Time & Materials (T&M) / Labor Hour (LH)

- Ceiling rates only apply to FFP and T&M / LH line items
Contract Type Considerations

• **Fixed Price Contracts**
  – FFP
    • FAR preference to be utilized to the maximum extent practicable; all other contract types include limitations and require further analyses/approval prior to utilization
    • Payment is typically tied to performance, milestones, and/or specific deliverables; payment should typically not be based solely upon monthly status reports or hours used
  – Other fixed-price contract arrangements may be considered when aspects of requirement lend itself to fixed pricing, but may be appropriate to include for specified levels of effort and potential adjustment(s) for profit/cost incentives, price adjustments, etc.

• **Cost Type Contracts**
  – Utilized when requirement cannot be accurately defined, uncertainties exist such that the Government cannot estimate with sufficient accuracy the level of effort and costs to use any type of fixed-price contract
  – Requires an Acquisition Plan and Determination & Findings
  – Labor categories must still be in line with the titles and descriptions on contract
  – Cost proposals must be submitted IAW FAR 52.215-20

• **Hybrid**
  – Mixture of contract types (e.g., FFP and Cost)
  – May be appropriate to consider multiple contract types when entire requirement does not fit one particular selection
• Joint decision between the requirement owner and contracting office based upon requirements and risks

• Best Value Trade Off (BVTO)
  – For competitively negotiated contracts and allows for a tradeoff between non-cost factors and cost/price in order for the Government to award to other than the lowest priced proposal or other than the highest technically rated proposal to achieve a best-value contract award
  – BVTO evaluations may be used in situations where the Government would realize a value from a proposal exceeding the Government’s minimum technical or performance requirements (example: acquisitions of non-commercial or complex services)

• Lowest Priced Technically Acceptable (LPTA)
  – For competitively negotiated contracts where best value is expected to result from selection of the technically acceptable proposal with the lowest evaluated price
  – Used in situations where the Government would not realize any value from a proposal exceeding the Government’s minimum technical or performance requirements (e.g., acquisitions of non-complex services that are clearly defined and expected to be low risk)
  – Does not permit tradeoffs between price and non-cost/price factors
  – Streamlines the evaluation process
  – Determination and Findings required for use of LPTA
## Tactics to Streamline Acquisition Timelines

### Pre-solicitation Phase:
- Submit complete requirements packages
- Conduct comprehensive market research
- Consolidate similar requirements; where applicable
- Avoid requirements changes after package submission
- Know when Acquisition Plans are required
- Ensure funding is submitted on time (*RFP may not be posted until funding or commitment letter is received.*)
- Generate well-defined evaluation criteria
- Clearly state requirements to avoid non-compliant proposals / omissions / errors

### Solicitation Phase:
- Identify resources in advance to respond to questions received from industry
- Allocate adequate time for addressing questions
- Allow time for solicitation amendments as a result of industry feedback
- Prepare for possible extensions to proposal due date

### Evaluation Phase:
- Validate evaluation team is properly trained and experienced
- Ensure evaluation team has dedicated time & resources
- Keep evaluation teams small
- Plan for additional lead time if more than 5 proposals received
- Adhere to specified evaluation criteria
- Use evaluation teams in similar time zones or physical locations
- Account for additional time for >1 round of Evaluation Notices
- Perform cost realism analysis in close proximity to technical evaluation; where applicable

### Pre-award Phase:
- Expect a high level of document scrutiny in protest environment
- Prepare for multiple tiers of reviews and approvals
- Account for Subcontracting & Small Business Participation Plan reviews
WHY UTILIZE DISA PREMIER CONTRACT VEHICLES
<table>
<thead>
<tr>
<th>Benefit</th>
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<tbody>
<tr>
<td>Broad scope covering the full spectrum of IT services</td>
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<tr>
<td>Aligned to DISA’s Strategic Goals – long history of proven success with an innovation-seeking approach for solving new problems</td>
</tr>
<tr>
<td>Proven experience – awardees possess recent and relevant experience with DISA, DoD and the Intelligence Community</td>
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<tr>
<td>Competitively established pricing – promotes cost avoidance through Strategic Sourcing and Better Buying Power</td>
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<td>Flexible evaluation methods – can choose between BVTO or LPTA based on nature of requirement</td>
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<td>Higher protest thresholds – task orders under $25M are not protestable</td>
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<td>Supports DISA’s socio-economic goals – capability to set-aside requirements for small businesses under SETI and ENCORE III</td>
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<tr>
<td>Fewer fees – DITCO’s fee for service is 2.25%; no additional fee for use of DISA vehicles (e.g., GSA contract access fees include an additional 0.75%)</td>
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<tr>
<td>On/Off Ramp capability ensures robust small business participation and competition for the life of the contract</td>
</tr>
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</table>
Additional Ordering Information Available at the Below Sites

ENCEORE III Website: https://www.ditco.disa.mil/ENCEORE3.asp
ENCEORE III Full & Open Suite site: https://www.ditco.disa.mil/contracts/?vc=ENCOR3FO
SETI Full & Open Suite site: https://www.ditco.disa.mil/contracts/?vc=SETI_FO
ENCEORE III Small Business Suite site: https://www.ditco.disa.mil/contracts/?vc=ENCOR3SB
SETI Small Business Suite site: https://www.ditco.disa.mil/contracts/?vc=SETI_SB

Where customers should send completed requirements package → https://www.ditco.disa.mil/contracts/WhereSendOrders.asp

*CAC-authentication Required

Contact Our Contracting Groups:
ENCEORE III Mailbox: disa.scott.ditco.mbx.encore3@mail.mil
SETI Mailbox: disa.meade.PLD.mbx.seti-requirement@mail.mil