The top of the slide features a graphic of the American flag, showing the stars and stripes in a slightly wavy, draped manner. Below this graphic is a solid blue horizontal bar.

IT Schedule 70 Continuous Diagnostics and Mitigation (CDM) Tools SIN

**Industry Day Session
April 17, 2017**



Agenda

- Overview of IT Schedule 70
- Overview of Continuous Diagnostics and Mitigation (CDM) Tools SIN
- Information for New Industry Partners & Existing Industry Partners on adding the CDM Tools SIN
- Frequently Asked Questions (FAQs)
- Links and Resources



Overview – IT Schedule 70

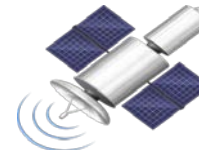
- Largest IT contract vehicle in the government
 - Govt-wide solution reduces contract duplication
 - Over \$15 billion in procurements annually
 - Over \$7.5 million products and services
 - Over 4600 contractors (over 80% are small businesses)
- Potential 20 year Period of Performance (POP) (5yr base + three 5yr options)
- Offers agencies a fast and efficient way to buy
- Not only open to all Federal agencies, but also State, local, regional, and tribal agencies through the Cooperative Purchasing Program



Overview – IT Schedule 70

- The solicitation on FebBizOpps is open continuously (vendors can submit an offer or modification any time to add products or services)
- Flexibility to adapt to the changing market needs
- Participation by new and innovative vendors
- Customers may place orders or establish Blanket Purchase Agreements (BPAs) for ordering to save time & costs
- Currently 30 Special Item Numbers (SINs) or Categories of services and products

IT Schedule 70 Structure



Hardware/Products

132-3: Leasing of Products

132-4: Daily/Short Term Rental

132-8: Purchase of New Equipment

132-9: Purchase of Used or Refurbished Equipment

132-12: Maintenance of Equipment, Repair Services and/or Repair/Spare Parts

Software

132-32: Term Software License

132-33: Perpetual Software License

132-34: Maintenance of Software as a Service

Services

132-40 – Cloud Services

132-45A – Pen Testing

132-45B – I R

132-45C –Cyber Hunt

132-45D- RVA

132-50: Training Courses

132-51: Information Technology Professional Services

132-52: Electronic Commerce and Subscription Services

132-53: Wireless Services

132-56: Health IT Services

COMSATCOM

132-54: COMSATCOM Transponder Capacity

132-55: COMSATCOM Subscription Services

Identity, Credential, and Access Management (ICAM)

132-60A: Electronic Credentials, Not Identity Proofed

132-60B: Electronic Credentials, Identity Proofed

132-60C: Digital Certificates, Incl. ACES

132-60D: E-Authentication Hardware Tokens

132-60E: Remote Identity and Access Managed Svc.

132-60F: Identity and Access Mgt. Prof. Svc.

132-61: PKISSP Program

132-62: HSPD-12 Product and Svc. Components

NEW 132-XX CDM TOOLS SIN

132-100: Ancillary Supplies and/or Services

132-99: Introduction of New IT Services and/or Products



Acquisition Strategy

- Explore a new IT Schedule 70 SIN for CDM
- Provide rapid access to CDM approved commercially available tools & associated services; increase visibility of CDM offerings for government-wide use, flexibility in contract durations, cost efficiencies in data management, and streamlined ordering
- [RFI](#) posted on FedBizOpps March 22, 2017 and closed on April 5, 2017.
- Many BPA holders, known partners, & manufacturers responded

Draft CDM Tools SIN Excerpt

SIN	Description
132-XX Continuous Diagnostics and Mitigation	<p>The Continuous Diagnostics and Mitigation (CDM) tools SIN supports the Department of Homeland Security (DHS) CDM Program. The products under this SIN undergo a DHS product qualification process in order to be added to the CDM Approved Products List (APL). The full complement of CDM subcategories includes tools and the associated services for the tools (maintenance, quick start training). The SIN is grouped by subcategories that provide agencies with CDM capabilities . Items may be in more than one subcategory.</p> <p>The 5 subcategories are tools to manage what is on the network; who is on the network; how is the network protected; what is happening on the network; and emerging tools and technology.</p>



SIN Timeline

- RFI and Industry Day - April 2017
- New SIN Draft Solicitation Update Posted to GSA Interact – Estimate June 2017
- Publish New SIN and add current vendors on SIN – Early Summer
- New Vendors Added to SIN - On-Going



IT Schedule 70 Vendor On-Boarding Support

- Dedicated teams to support offers/modifications
- Frequent vendor training sessions (www.gsa.gov/schedule70)
- Updates will be on GSA Interact - IT Schedule 70 Group
- Making it Easier (MIE) Initiatives
 - Springboard
 - FAST Lane (CDM is FAST Lane eligible)
 - Plain Language Roadmap (Guide to submitting an offer)



CDM SIN Technical Evaluation & FASt Lane

- Specific instructions can be found in the Solicitation: SCP-FSS-001 & SCP-FSS-004
- New Vendors submitting an offer for a contract and the CDM SIN: (1) Corporate Experience, (2) Past Performance (3) Quality Control and CDM SIN Specific Factor (4) Product Qualification Requirements (DHS CDM Approved Products List (APL) process).
- Existing Vendors Adding the New SIN: SIN Specific Technical Factor of Product Qualification Requirements (DHS CDM APL).



CDM SIN Technical Evaluation & FASt Lane

- If found technically acceptable, DHS notifies the offeror/vendor via email their products have been approved and added to the APL
- Notification includes courtesy copy to GSA FASt LANE with instructions to the vendor to submit a modification (existing vendors) or an offer (new vendors) to add the SIN
- GSA reviews requests to add the SIN for contract compliance to include having an approved End User License Agreement (EULA) and Letter of Supply (LOS) if not the manufacturer



CDM SIN Technical Evaluation & FASt Lane

- With FASt Lane, after the products are determined technically acceptable through DHS APL approval:
 - Offers submitted may be awarded a contract as quickly as 45 days
 - Modifications submitted may be issued within 2 days with approved EULAs
- The assigned GSA contracting officer reviews and provides any necessary feedback and vendors are prepared to respond quickly
- A streamlined process is anticipated for items already on contract and approved under the CDM BPAs, which will be the starting APL (the price, EULA, LOS would already be approved for a quick add of the SIN)



TIPS TO ASSIST

- Work with GSA to assist and review documents
- If not already approved on your contract, send new End User License Agreements for review as soon as possible and obtain letters of supply (if not manufacturer)
- On any IT Schedule 70 SIN, vendors are encouraged to preposition a broad offering to be able to respond to requirements



RFI Frequently Asked Questions

➤ SIN Scope

Q: Is it both tools and service offerings included in the SIN (such as installation and maintenance support services that are typically sold with the tools)?

A: Yes, it's both.

➤ SIN Subcategory

Q: Does the Emerging Tools and Technology subcategory also cover existing cyber security technical solutions that do not fit cleanly into one of the other subcategories.

A: Yes



RFI Frequently Asked Questions

➤ SIN Subcategories

Q: What happens when a SKU maps to multiple subcategories? The SIN description does not state explicitly that a vendor's tools could meet and be placed in multiple subcategories if they met the technical requirements.

A: An item can be in multiple subcategories under the SIN if it meets the technical requirements.



RFI Frequently Asked Questions

➤ SINs

Q: Can we have the same products on more than one IT 70 SIN?

A: Yes, there is no prohibition on having the identical product on multiple SINs (same manufacturer part number).

Links and Resources

➤ FASt Lane Support

- www.gsa.gov/fastlane
- POC: FAStLane@gsa.gov
- Put CDM SIN in subject line

➤ Springboard

- www.gsa.gov/springboard

➤ Plain Language Roadmap

- www.gsa.gov/schedule70roadmap
- Guide to Submitting an offer

➤ IT Schedule 70

- www.gsa.gov/schedule70
- POC: itschedule70@gsa.gov
- Call (855) ITAID4U (482-4348)

➤ Vendor Support Center

- <https://vsc.gsa.gov/>
- <https://eoffer.gsa.gov/>

➤ Interact Post (forthcoming)

- <https://interact.gsa.gov/group/it-schedule-70>