



U.S. General Services Administration

Federal Acquisition Service

Alliant 2 GWAC Program & Acquisition INDUSTRY DAY

John Cavadias

Greg Byrd

Alliant 2 (Unrestricted & Small Business)

Procurement Contracting Officers

GSA GWAC Division

3 November 2014

Washington, D.C.

Alliant 2 Industry Day Agenda

- ✓ Welcome IT Industry Representatives & Team Introductions
 - ✓ *Today's Ground Rules – Industry Day Purpose/Objectives – Quick Facts – Introduction of Alliant 2 Acquisition Team (in attendance)*
- ✓ GWAC Program Objectives & Initiatives of Alliant 2 – PMO
- ✓ Scope of Alliant 2 - GWAC Senior Technical Lead
- ✓ A2 Panel Non-attributed Review of Common Questions
- ✓ GSA Sustainability Presentation
- ✓ GSA Cybersecurity Requirements Presentation
- ✓ A2 Panel Q&A from Questions submitted at Session
- ✓ Closing Remarks

Welcome IT Industry Representatives

GROUND RULES

“Questions?”

During Session: Submit in writing on index cards.

At Your Office: Email only to Alliant2@gsa.gov.

Welcome IT Industry Representatives

GROUND RULES

No “Selling” to Alliant 2 Acquisition Team

The logistics of this forum does not allow for it.

Reserve “selling” to the Proposal.

There will be one-on-one phone time & maybe “face time” opportunities before the RFP release.

Thank You

Welcome IT Industry Representatives

PURPOSE & OBJECTIVES OF INDUSTRY DAY

Present GSA's plans for Alliant 2 GWACS' future procurement to representatives from Industry.

Solicit Industry comments into the RFP development process.

Welcome IT Industry Representatives

PURPOSE & OBJECTIVES OF INDUSTRY DAY

Ultimately reduce the gap between
Government IT Service Requirements
and
Industry Capabilities so to Supply the Demand

Welcome IT Industry Representatives

QUICK “GOOD-TO-KNOW” FACTS

As an Interagency Contract, GSA seeks to represent all Federal Agencies’ IT Services Solutions Procurement Requirements (PRs) under the Alliant 2 Scope of Work.

Therefore, the Alliant 2 Acquisition Team is not only performing Market Research on the Industry Community, but also conducting Customer Research on multiple agencies where the demand for PRs originate.

Welcome IT Industry Representatives

QUICK “GOOD-TO-KNOW” FACTS

**The published RFI document
is NOT the Draft RFP**

All proposed sections of the RFI have NOT been “set in stone.” However, some requirements are unwavering to GSA, e.g. Cost Accounting System.

The Alliant 2 Acquisition Team is still developing the Solicitation/Contract.

Welcome IT Industry Representatives

QUICK “GOOD-TO-KNOW” FACTS

Alliant 2 is not OASIS!

Alliant 2 ≠ not OASIS!

Alliant 2 is not OASIS!

Alliant 2 is the follow on Master Contract to Alliant (Unrestricted) and Alliant SB

Welcome IT Industry Representatives

QUICK “GOOD-TO-KNOW” FACTS

Alliant 2 is not OASIS!

SCOPE DIFFERENCE: Alliant 2 is an IT Services GWAC, one NAICS 541512 (no pools) with an ancillary Professional Services component. OASIS is a Professional Services MAC, 28 NAICS/seven pools with an ancillary IT Services component.

Welcome IT Industry Representatives
QUICK “GOOD-TO-KNOW” FACTS
How to Stay Current on Alliant 2

Rely on the official Government Point of Entry (GPE)
Federal Business Opportunities,

And

The GSA Interact website (Agency Blog) for Alliant 2 news,
open discussions, and updates.

Otherwise, don't trust everything you “hear” or read
about the Alliant 2 Procurement.

Welcome IT Industry Representatives

The Alliant 2 Acquisition Team

- ✓ **John Cavadias, Procuring Contracting Officer**
- ✓ **Greg Byrd, SB Procuring Contracting Officer**
- ✓ **Casey Kelley, Program Manager**
- ✓ **Richard Blake, Senior Lead Technical Advisor**
- ✓ **Paul Bowen, Solutions Architect**
- ✓ **Paul Martin, Division Contracts Branch Chief**

Welcome IT Industry Representatives

The Alliant 2 Acquisition Team

- ✓ **Matt Verhulst, SB Division Contracts Branch Chief**
- ✓ **Lee Tittle, SB Lead Business Management Specialist**
- ✓ **Tiffany Worthington, Program/Acquisition Support**
- ✓ **Dana Arnold, Sustainably Advisor**
- ✓ **Emile Monette, Cybersecurity Advisor**

Top Down or Bottom Up Scope Determination

- Scope IS FEA
- PSC and LCATS amplify scope – they do not define scope
- Leading Edge Technologies are a “snapshot” of perceived current state of need
- Very fluid and dynamic over the life of contract
- A web solution for example

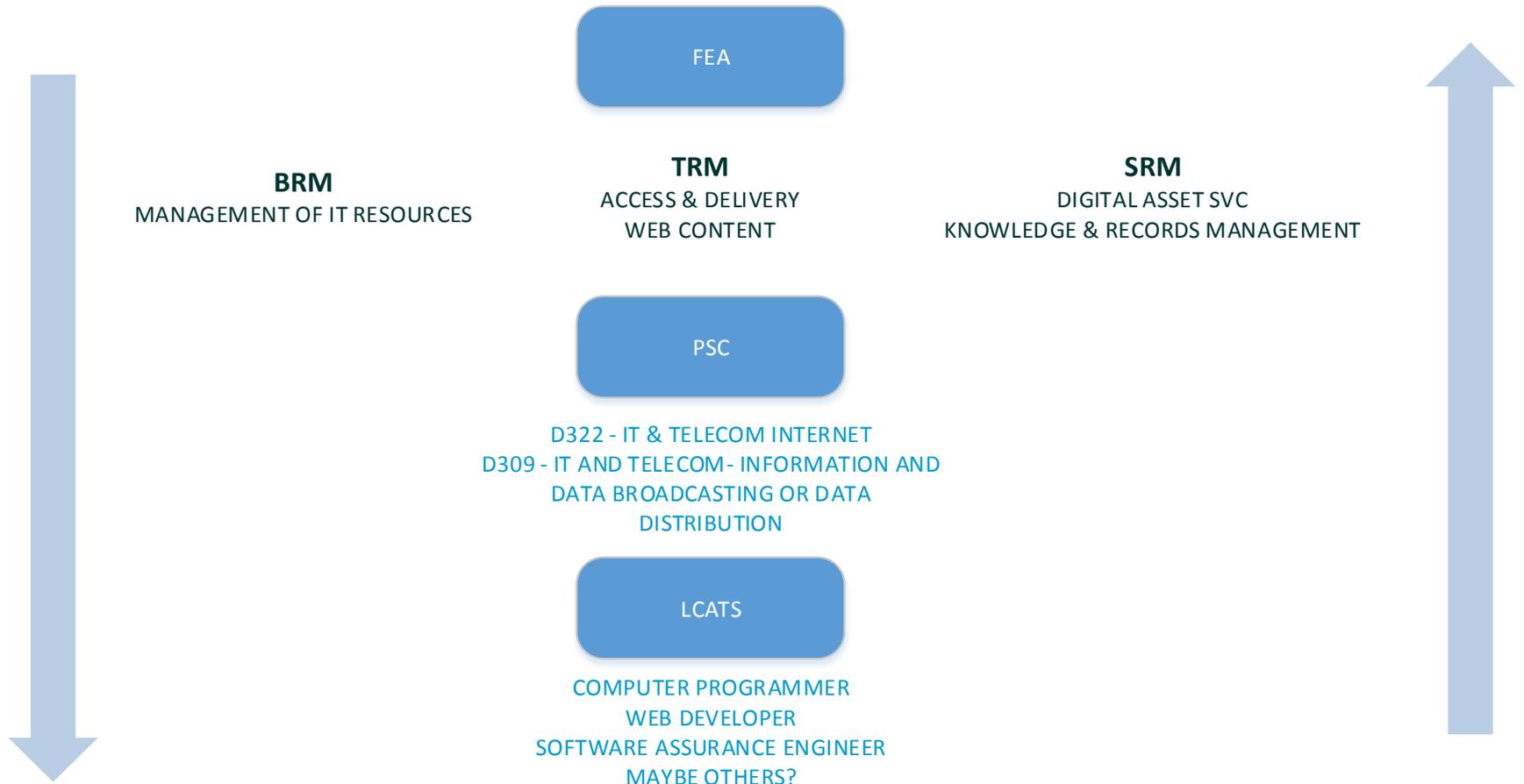
A2/ASB2 Scope Determination Model

- Define Requirement
- Supported by Federal Enterprise Architecture (FEA)?
 - Well Defined Business Case
 - Met by Technology
 - Reference Models Work
- Applicable Product Service Code (PSC)?
 - Interact Review & Comment
 - SIG Review & Comment
- Labor Categories to Support Effort?
 - IT Services are Labor
 - Everything Else is Supportive, Integral or Ancillary



Federal Acquisition Service

CREATE WEB APPLICATION TO PROVIDE INFORMATION TO CITIZENS





Federal Acquisition Service

ALLIANT 2 GWAC INDUSTRY DAY

Sustainability

Dana Arnold

FAS Sustainability Lead

Director, Program Analysis Division

FAS Office of Acquisition Management

November 3, 2014

“Sustainable”

To create and maintain conditions, under which humans and nature can exist in productive harmony, that permit fulfilling the social, economic, and other requirements of present and future generations of Americans.

- E.O. 13514, *Federal Leadership in Environmental, Energy, and Economic Performance*, October 8, 2009

What Are We Trying to Accomplish?

- All Federal agencies purchase goods and **services**, operate buildings, own or lease fleet vehicles, and use **IT equipment**.
- These four activities create significant environmental and energy impacts.
- As part of Federal sustainability efforts, Federal agencies are reducing their energy and environmental footprint, including through acquisition.

Why Sustainable Acquisition?

Executive Order 13514:

Sec. 8: Agencies shall establish an **integrated** agency strategy for sustainability, including **reducing GHG emissions**, within the Federal government in order to lead by example and achieve a clean energy economy

80% of Federal GHG emissions are from the supply chain

“Sustainable Acquisition”

- Green purchasing
- Supply chain greenhouse gas emission inventory and reduction
- Other sustainability provisions

Why Sustainable Acquisition?

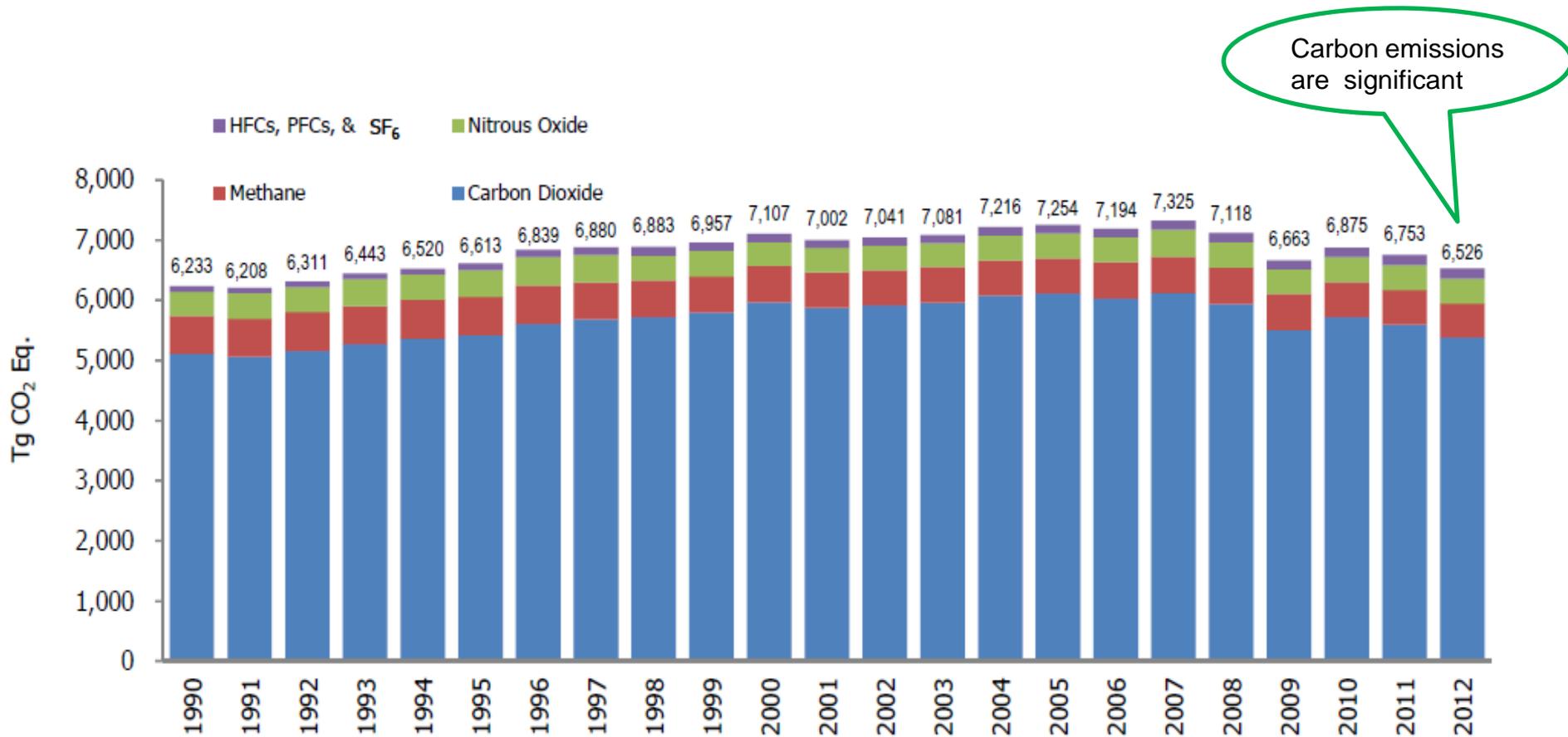
Executive Order 13514:

Sec. 13: GSA to provide recommendations regarding the feasibility of requiring contractors to provide supply chain related greenhouse gas information.

Why Sustainable Acquisition?

Simply put: agencies are reducing their environmental impacts, including the carbon pollution that contributes to climate change

U.S. Greenhouse Gas Emissions by Gas (U.S. EPA, April 2014)

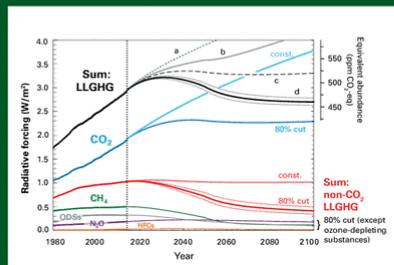


World Meteorological Organization GHG Bulletin (WMO, Sept. 9 2014)



No. 10 | 9 September 2014

ISSN 2075-0796



The WMO Global Atmosphere Watch (GAW) coordinates observations of the most important contributors to climate change: long-lived greenhouse gases (LLGHG). In the figure, their radiative forcing (RF) is plotted along with a simple illustration of the impacts on future RF of different emission reduction scenarios. Analysis of GAW observations shows that a reduction in RF from its current level (2.92 W m⁻² in 2013)^[1] requires significant reductions in anthropogenic emissions of all major greenhouse gases (GHGs).

Long-lived GHGs (carbon dioxide (CO₂), methane (CH₄), nitrous oxide (N₂O), substances that deplete stratospheric ozone, and remaining gases listed under the Kyoto Protocol to the United Nations Framework Convention on Climate Change (sulphur hexafluoride (SF₆), hydrofluorocarbons (HFCs) and perfluorocarbons (PFCs)) are the main drivers of climate change, and WMO GAW monitors them all. WMO GAW atmospheric measurements of these gases are used to inform climate policy in two ways: (1) The observations are compared with determinations of LLGHG atmospheric abundances from pre-industrial times (usually 1750) from ice cores to calculate RF (defined as the change in Earth's net radiative flux); (2) For gases that do not exchange rapidly between the atmosphere and ocean or biosphere, the observations are combined with estimates of LLGHG lifetimes to

quantify their emissions. The figure above uses both pieces of information. It shows the increase in RF above its pre-industrial level for the major LLGHGs from 1980 through 2013 (see plots of data and their descriptions in this bulletin) and their sum (in black), and it illustrates the change in RF that would occur from 2014–2100 based on emission reductions as follows: (a) emissions held constant at 2013 levels, (b) constant CO₂ emissions and 80% reduction in anthropogenic non-CO₂ GHG emissions, (c) 80% reduction in CO₂ emissions while non-CO₂ GHG emissions are held constant, and (d) 80% reductions in all LLGHG emissions. The projections are not based on realistic emissions scenarios; they merely illustrate that achieving reductions in RF will require significant decreases in anthropogenic emissions of both non-CO₂ LLGHGs and CO₂. The figure and description are based on an update of Montzka et al. (2011).

Executive summary

The latest analysis of observations from the WMO Global Atmosphere Watch Programme shows that the globally averaged mole fractions of CO₂, CH₄ and N₂O reached new highs in 2013, with CO₂ at 396.0±0.1 ppm^[2], CH₄ at 1824±2

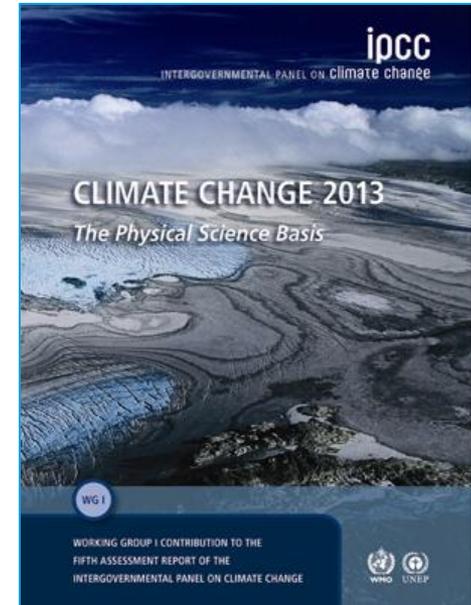
ppb^[3] and N₂O at 325.9±0.1 ppb. These values constitute, respectively, 142%, 253% and 121% of pre-industrial (before 1750) levels. The atmospheric increase of CO₂ from 2012 to 2013 was 2.9 ppm, which is the largest year to year change from 1984 to 2013. For N₂O the increase from 2012 to 2013 is smaller than the one observed from 2011 to

Levels of heat-trapping carbon dioxide in the atmosphere rose at a record-shattering pace last year, a new report shows, a surge that surprised scientists and spurred fears of an accelerated warming of the planet in decades to come.

- *The Washington Post*, 9/9/2014

Current Climate Science

- In the Northern Hemisphere, 1983-2012 was likely the warmest 30-year period of the last 1,400 years
- Each of the last three decades has been successively warmer



“The effects [of climate change] will persist for many centuries even if emissions of carbon dioxide stop.”

Feeling the Effects

- Temperatures and sea levels are rising
- Precipitation patterns are changing
- Extreme weather events are becoming more common and more intense



Extreme Weather Comes at a Cost



\$30 BILLION
U.S. DROUGHT/HEATWAVE
ESTIMATED ACROSS THE U.S.



\$1 BILLION
WESTERN WILDFIRES
ESTIMATED



\$65 BILLION
SUPERSTORM SANDY
ESTIMATED

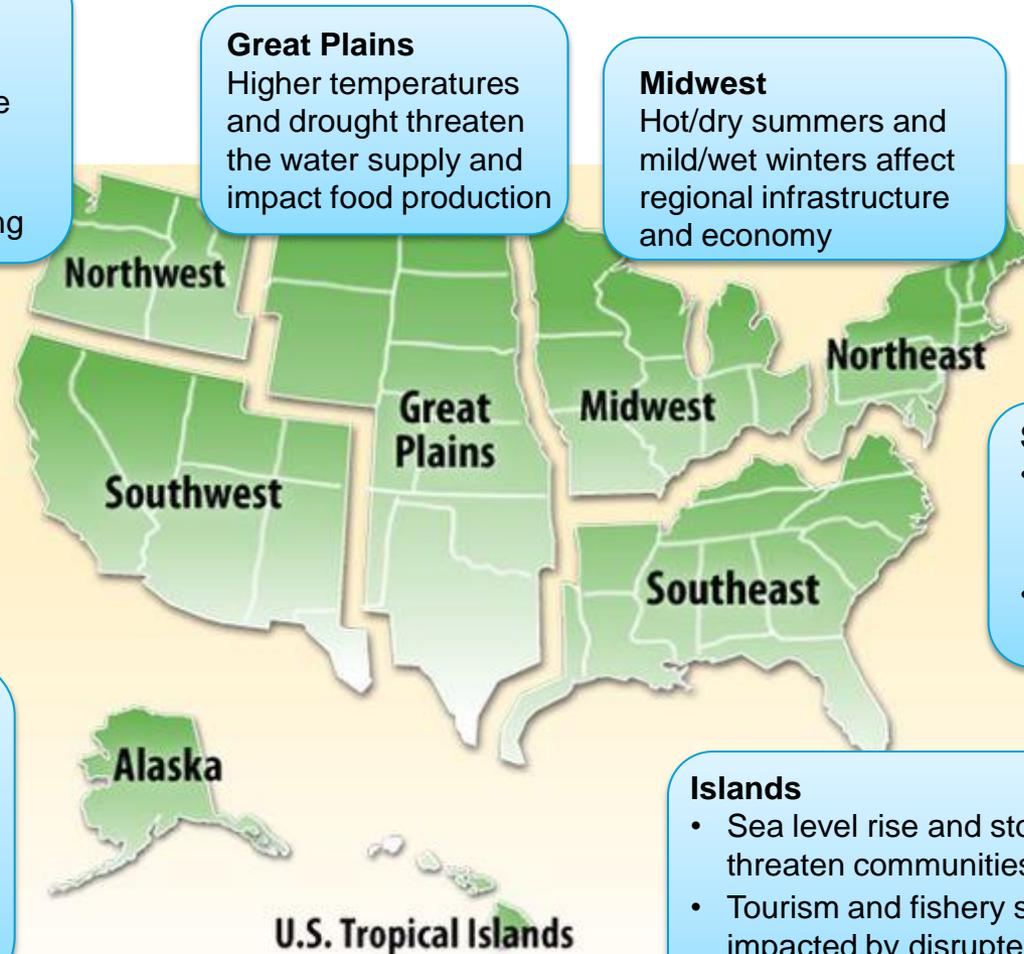


\$2.3 BILLION
HURRICANE ISAAC
ESTIMATED



\$11.1 BILLION
COMBINED SEVERE WEATHER
ESTIMATED FOR INCIDENTS ACROSS THE U.S.

Climate Risks Vary by Region



Northwest

- Higher temperatures threaten salmon populations; and increase pests and disease
- Heavy rainfall and early snowmelt leads to flooding

Southwest

- Higher temperatures and drought impact:
- Water supply
 - Infrastructure
 - Agriculture
 - Economy
 - Wildfires

Alaska

- Hot/dry summers increase wildfires and insect problems
- Permafrost thawing damages infrastructure

Great Plains

- Higher temperatures and drought threaten the water supply and impact food production

Midwest

- Hot/dry summers and mild/wet winters affect regional infrastructure and economy

Northeast

- Extreme heat impacts health
- Sea level rise increases flooding
- Less productive farms and fisheries

Southeast

- Sea level rise, hurricanes, and storm surge damages buildings and roads
- Higher temperatures impact crop productivity

Islands

- Sea level rise and storms threaten communities
- Tourism and fishery sectors impacted by disrupted marine ecosystems

2013 GAO High Risk List

GAO

United States Government Accountability Office
Report to Congressional Committees

February 2013

HIGH-RISK SERIES

An Update

This year, GAO has added two areas.

- *Limiting the Federal Government's Fiscal Exposure by Better Managing Climate Change Risks.* Climate change creates significant financial risks for the federal government, which owns extensive infrastructure, such as defense installations; insures property through the National Flood Insurance Program; and provides emergency aid in response to natural disasters. The federal government is not well positioned to address the fiscal exposure presented by climate change, and needs a government wide strategic approach with strong leadership to manage related risks.

To access this report electronically, scan this QR Code.
Don't have a QR code reader? Several are available for free online.



G A O

Accountability • Integrity • Reliability

European Union Directive

- Sept. 29, 2014 -- the European Council voted to adopt a Directive requiring certain companies to begin publicly reporting on environmental and social strategies, actions, policies and programs.
- Companies are expected to begin reporting as of financial year 2017.
- The Directive applies to large “public-interest” companies with more than 500 employees and a balance sheet of \$25.3 million and higher, or a net turnover of \$50.7 million or more.
 - Includes American companies listed on a European stock exchange.

What's causing GHG emissions in services?

- From GSA's "hotspots" study of federal expenditures, the following are major sources of GHG emissions within the Management Consulting sector:
 - Electricity (directly consumed and embodied)
 - Waste management services
 - Building services
 - Airline travel
 - Food services
 - Packaging and printing services
 - Shipping services

Possible ALLIANT2 Requirements

- Publicly report information regarding your company-wide environmental impacts and sustainable management practices, using existing, widely recognized third-party sustainability reporting portals and services
 - Global Reporting Initiative (GRI)
 - Carbon Disclosure Project (CDP) – climate change and water disclosure questionnaires
 - B Lab “environment” tab or Green Plus Diagnostic Survey
- Set GHG emissions reduction goals
- 40% of existing ALLIANT contractors already report to CDP, GRI, or elsewhere.

Cost?

- There is no fee to submit a report to GRI, complete the CDP questionnaires, or use the B Lab self-assessment.
- The companies reporting to CDP report finding business efficiencies that off-set any costs incurred to complete the questionnaires.
 - Opportunities to reduce expenditures on electricity, water, waste management, travel, supplies

Benefits

- GHG inventories and reporting are becoming an accepted cost of doing business.
- More than 60 large companies are asking or requiring their supply chain to complete GHG inventories.
- More than 750 investors now require the companies they invest in to complete the CDP questionnaire.

Corporate Responsibility

- Pollution is waste, costing you money
- Are you making your operations more sustainable?
 - Energy efficient office equipment
 - Using conference calls and webinars instead of travel
 - Telework
 - Turn off the lights!
 - Recycle
 - Energy and water efficient buildings
 - Greening your fleet or transportation modes

Questions?

For More Information

<http://www.gsa.gov/sustainability>

<http://www.sftool.gov>

Dana Arnold

FAS Sustainability Lead

Director, Program Analysis Division

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Summary of Questions and Answers from November 3, 2014 Alliant 2 / Alliant 2 Small Business Industry Day

Q. Product Service Code Relevant Experience - Please explain the rationale behind the grouping of PSC into Group I, Group II and Group III.

A. Groupings are based upon GWAC Program's data analytics on actual usage to date under Alliant & Alliant Small Business.

Q. Will GSA accept recommendations for additional Product Service Codes (PSCs) if applicable to the SOW or leading edge technologies?

A. Yes, if industry and/or customers believe that there are other PSCs that should be added to the currently published PSC list, applicable to the scope of the A2/A2SB GWACs, please continue to send PSC suggestions to Alliant2@gsa.gov.

Q. Are the Offeror's required to have service offerings in all domain areas in both the PSC group and Leading Edge Technology (LET) group?

A. Offerors are not required to include service offerings in either the PSC Group or the Leading Edge Technology (LET) Group with their proposals. Offerors may include, up to seven, relevant experience projects in the PSC Group and up to three projects per Leading Edge Technology. However, scoring in as many elements as possible would be beneficial.

Q. Will an Alliant 2 contract award be inclusive of all Alliant PSC Groups (Group I, Group II and Group III) or will there be separate awards in each of the 3 Groups?

A. There are no multiple pools. There will only be 1 pool for each GWAC, Alliant 2 & Alliant 2 Small Business.

Q. Please explain the rationale for not allowing a contract to count for both PSC Group and Leading Edge experience. The PSC Group may contain a vendor's largest and most complex projects, the same projects that are likely to use Leading Edge technology.

A. Based on the feedback from the A2/A2SB Industry Day and other industry feedback, GSA is currently reconsidering changing this to allow a project submitted towards a PSC Group to also be allowed to be used towards no more than one Leading Edge Technology.

Q. Please discuss the overall approach towards Past Performance.

A. Past performance is an important part of the evaluation. Offerors should be prepared to submit past performance on each PSC Relevant Experience project cited. GSA's evaluation of past performance will consider whether the offeror has demonstrated in its proposal that it has an overall positive trend in recent past performance.

Q. Relevant Experience - Please explain the allocation of Relevant Experience to the different PSC Groups (Group I, no more than four (4) Projects, Group II, no more than two (2) Projects, Group III, no more than one (1) project.).

A. Groupings are based upon GWAC Program's data analytics on actual usage to date under Alliant & Alliant Small Business.

Q. Is a Defense Contract Audit Agency (DCAA) audited accounting system required for both the UNRESTRICTED and small business prime bid submission?

A. Yes. Evidencing an adequate CAS is a mandatory proposal requirement for the Alliant 2 Program. The requirement is for the offeror to demonstrate in its proposal on the proposal submission date that it has an accounting system determined to be adequate for federal cost reimbursement contracting by Defense Contract Audit Agency (DCAA) or any other cognizant federal agency per FAR 16.301-3(a)(1). Demonstrating this determination in the offer is mandatory; thus, a go/no go proposal requirement.

Over one-third of the task orders issued on the legacy Alliant and Alliant SB GWACs were of the cost reimbursement contract type; hence, there is an expectation from client agencies that all prime contractors on Alliant 2 and Alliant 2 SB are qualified to compete for cost reimbursement task orders from "day one" of the master contract award date. Considerable client agency demand for the cost reimbursement contract type on the first generation Alliant and Alliant SB GWACs supports this capability requirement on Alliant 2 and Alliant 2 SB. There will be no deviations or waivers granted for this proposal requirement.

Q. Can Offeror's form Joint Ventures solely for this opportunity?

A. No. As described in the published Request for Information (RFI) for Alliant 2 and Alliant 2 SB, relevant experience submissions must be in the name of the Offeror; joint ventures are no exception. This requirement may impact Contractor Teaming Arrangements (CTAs), which for the purposes of these two contracts are defined as two or more companies forming a partnership or joint venture to act as a potential prime contractor. The requirement for relevant experience to be in the name of the Offeror is based on a number of factors, namely customer feedback and experience with joint ventures on existing GWACs. Future Alliant 2 and Alliant 2 SB customers are seeking contractors with experience delivering complex IT solutions, which extends to joint ventures that have successfully performed as a joint venture in the past.

Q. Please confirm whether GSA will sponsor Cost Accounting System (CAS) audits for the purpose of qualifying initial A2/A2SB contract awards?

A. GSA will not sponsor CAS audits.

Q. Do the 31 Standard IT Service labor categories in the RFI replace the 40 IT Service labor categories previously referenced on Interact?

A. Yes, the 31 Standard IT Labor Categories in the RFI have replaced the 40 Standard IT Labor Categories previously announced on the A2/A2SB Interact. Leading Edge Technologies, Information Technology (IT) Service Labor Categories, and Product Service Codes (PSCs) are all subject to change.

Q. Can Offeror's submit proposals for both the Alliant 2 and Alliant 2 Small Business GWAC Contracts?

A. Yes.

Q. What is the deadline to provide feedback to the RFI document posted on FEDBIZOPPS on October 24, 2014?

A. Feedback is always welcome and no deadline has been established.