



U.S. General Services Administration

Federal Acquisition Service

HACS Modernization Pre-solicitation Industry Webinar

November 19, 2018

Highly Adaptive Cybersecurity Services (HACS) Special Item Number (SIN) 132-45

Speakers and POC's

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Agenda

- Introduction/Background
- New HACS SIN Description
- Evaluation Process
- Migration of Current HACS Awardees
- Applying for SIN 132-45
- IT Schedule 70 Overview
- SIN Timeline

Introduction/Background

A “Special Item Number (SIN)” is a group of generically similar (but not identical) supplies or services that are intended to serve the same general purpose or function.

GSA established four (4) SINs on IT Schedule 70, General Purpose Commercial Information Technology Equipment, Software and Services Solicitation, to offer cybersecurity services. The HACS SINs began offering cybersecurity services to agencies on October 1, 2016, and feature high quality cybersecurity vendors that provide the following services:

- 132-45A: Penetration Testing
- 132-45B: Incident Response
- 132-45C: Cyber Hunt
- 132-45D: Risk and Vulnerability Assessment

Since its inception, GSA has always considered ways to improve the HACS Portfolio.

IT Modernization

- An important priority for GSA
- Is a key driver of the President's Management Agenda
- In support of IT Modernization, GSA restructured our HACS SINs.
- Restructuring work falls in line with:
 - President's Management Agenda (PMA), Cross-Agency Priority (CAP) Goal 1: "Modernize IT to Increase Productivity and Security,"
 - The "Report to the President on Federal IT Modernization,"
 - "Reporting Guidance for Executive Order on Strengthening the Cybersecurity of Federal Networks and Critical Infrastructure" (OMB Memo M-17-25)
 - Cybersecurity National Action Plan (CNAP)
 - Cybersecurity Strategy and Implementation Plan (CSIP) for Federal Civilian Government" (OMB Memo M-16-04)

Released: May 22, 2018

Closed: June 23, 2018

The RFI requested feedback from industry and customers on the proposed HACCS SINS consolidation, as well as possible service expansions and program enhancements.

Total Responses	52
Valid Responses	45
HACCS Awardee Responses	14

Responses to this RFI were used in the development of the new HACCS SIN description.

New HACS SIN Description

132-45 Highly Adaptive Cybersecurity Services (HACS) includes proactive and reactive cybersecurity services that improve the customer's enterprise-level security posture.

The scope of this category encompasses a wide range of fields that include, but are not limited to, Risk Management Framework (RMF) services, information assurance (IA), virus detection, network management, situational awareness and incident response, secure web hosting, and backup and security services. The scope of this category also includes Security Operations Center (SOC) services.

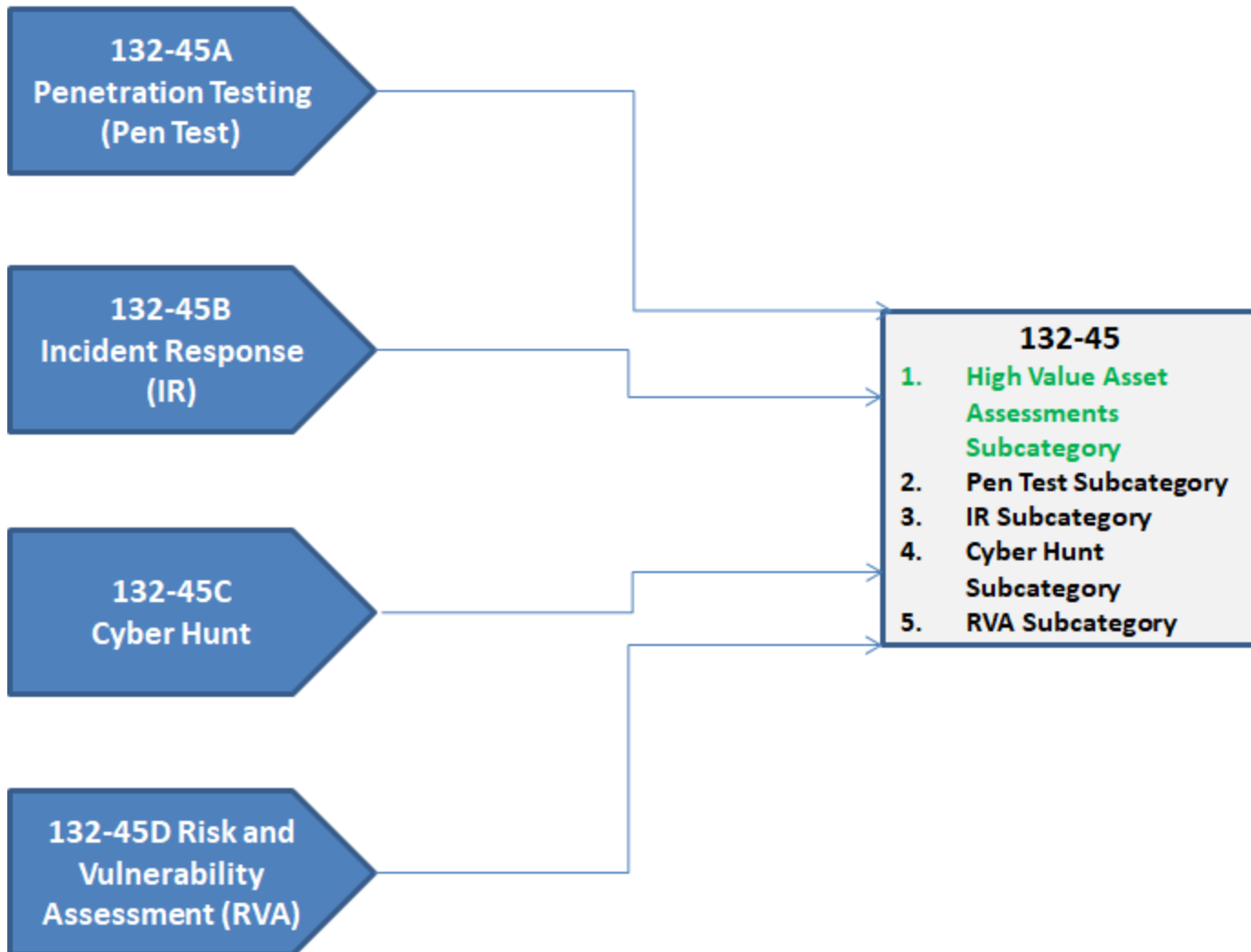
HACS vendors are able to identify and protect a customer's information resources, detect and respond to cybersecurity events or incidents, and recover capabilities or services impaired by any incidents that emerge.

Sub-Categories - (not all vendors have been placed within the following subcategories. To view a complete list of vendors, click on the SIN)

- High Value Asset (HVA) Assessments
- Risk and Vulnerability Assessment (RVA)
- Cyber Hunt
- Incident Response
- Penetration Testing

Current State

Future State



Current State

Four (4) different HACS SINs:

- 132-45A: Penetration Testing
- 132-45B: Incident Response
- 132-45C: Cyber Hunt
- 132-45D: Risk and Vulnerability Assessment (RVA)

Evaluations:

- Oral evaluation with customized questions for each SIN

Future State

One (1) HACS SIN 132-45 with the following subcategories:

- High Value Asset (HVA) Assessments
- Risk and Vulnerability Assessment (RVA)
- Cyber Hunt
- Incident Response
- Penetration Testing

Evaluations:

- Oral evaluation with customized questions to address each subcategory

Migration/Evaluation

Scenario	Evaluation/Migration Plan
Vendors currently awarded all HACS SINs	<ul style="list-style-type: none"> ● Migrate to the new HACS SIN via CO-initiated modification ● May submit letter of attestation to be included in HVA subcategory ● Will not require additional oral evaluations
Vendors currently awarded at least one HACS SIN, but not all.	<ul style="list-style-type: none"> ● Migrate to the corresponding subcategories in the new HACS SIN via CO-initiated modification ● Will not require additional oral evaluations
New offerors or current vendors without any HACS SINs	<ul style="list-style-type: none"> ● Will submit new offer or modification to add offerings to the new SIN ● Will require oral evaluations

Migration of Current HACCS SIN Awardees

A migration process will be utilized to move current HACCS SIN awardees to the new SIN. These migrated awardees will make up the initial awardees under the newly-created HACCS SIN. The migration process will consist of modifications initiated by the IT Schedule 70 contracting officer (CO) to delete the current HACCS SIN(s) from the contract and add the new HACCS SIN 132-45.

Vendors will be required to initiate the modification if requesting to be cataloged in the HVA subcategory.

New HACCS SIN Vendor - Modifications

GSA's IT Schedule 70 has a standing solicitation, therefore evaluations will be conducted on a continuous basis. Those vendors with a schedule 70 contract will need to address Factor 5.

TECHNICAL EVALUATION FACTORS:

(1) Factor 5 - Oral Technical Evaluation

New HACCS SIN Vendor - Offers

GSA's IT Schedule 70 has a standing solicitation, therefore evaluations will be conducted on a continuous basis. Those vendors without a schedule 70 contract will need to address Factors 1- 5.

TECHNICAL EVALUATION FACTORS:

- (1) FACTOR 1: Corporate Experience
- (2) FACTOR 2: Past Performance
- (3) FACTOR 3: Quality Control
- (4) FACTOR 4: Relevant Project Experience
- (5) FACTOR 5: Oral Technical Evaluation

IT Schedule 70 - Quick Overview

- 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)
- Flexibility in contract duration with 20 year Period of Performance - (POP)(5yr base + three 5yr options)
- Offers agencies a fast and efficient way to buy
- Customers may place orders or establish Blanket Purchase Agreements (BPAs) for ordering, which saves time & costs
- Flexibility to adapt to the changing market needs
- Participation by new and innovative vendors
- Making it Easier Programs (Springboard for vendors with < 2 years, FAST Lane for expedited processing, and a roadmap guide for obtaining a contract)
- Open to all Federal agencies, but also State, Local, Regional and Tribal through Cooperative Purchasing Program

FASt Lane/HACS SIN Instructions

- With FASt Lane:
 - Offers submitted may be awarded a contract as quickly as 45 days
 - Modifications submitted may be issued within 2 days with approved Commercial Supplier Agreement Terms
- The assigned GSA Contracting Officer reviews and provides any necessary feedback (vendors should be prepared to respond quickly)
- Contact the IT Schedule 70 team at fastlane@gsa.gov or visit www.gsa.gov/schedule70 to learn more

Startup Springboard Information/HACS Instructions

- You can now:
 - Use your executives and key professionals' professional experience to substitute for two years of corporate experience;
 - Use key personnel's project experience to substitute for relevant corporate past performance; and
 - Provide financial documentation that demonstrates your company's financial responsibility instead of submitting two years of financial statements.

- Learn how to apply at <https://www.gsa.gov/node/81824>

- Contact our Startup Springboard support team at S70Springboard@gsa.gov

SIN Update Timeline

Date	SIN Milestone
November 2018	Draft significant changes posted to interact
November 2018	IT Schedule 70 Webinar on HACS
Winter	Solicitation Updated and HACS SIN established
Winter	Migration of current awardees

Questions?