

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.

# **Acquisition Strategy**

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# Acquisition Priorities

- Establish govt.-wide solution (& reduce contract duplication):
  - Incident Response
  - Penetration Testing
  - Reactive Hunt
- Target date - September 30, 2016.
- Ability to thoroughly vet and monitor vendor quality.
- Flexibility to adapt to the changing market needs.
- Participation by new and innovative vendors.



## Overview – IT Schedule 70

- Largest IT contract vehicle in the government
  - Over 4700 IT contractors (over 80% are small businesses)
  - Over 7.5 million IT products and services
  - Over \$15 billion in IT procurements annually
- Offers federal agencies a wide array of IT commercial products & services.
- Offers agencies a fast and efficient way to buy IT
  - At fair and reasonable prices

# IT Schedule 70 Offerings



## 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



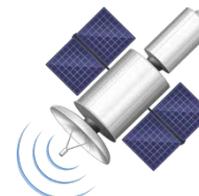
## Software

- 132-32:** Term Software License
- 132-33:** Perpetual Software License
- 132-34:** Maintenance of Software as a Service



## Services

- 132-40** – Cloud Services
- 132-50:** Training Courses
- 132-51:** Information Technology Professional Services
- 132-52:** Electronic Commerce and Subscription Services
- 132-53:** Wireless Services



## COMSATCOM

- 132-54:** COMSATCOM Transponded 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: PKI SSP Program
- 132-62:** HSPD-12 Product and Svc. Components

132-100: Ancillary Supplies and/or Services

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

## Proposed HACS SIN Structure

SIN	Description	Scope
132-##A	Proactive IT Security Services	<ul style="list-style-type: none"><li>● Penetration Testing</li></ul>
132-##B	Reactive IT Security Services	<ul style="list-style-type: none"><li>● Incident Response</li><li>● Reactive Hunt</li></ul>
132-##C 132-##D etc.	[Expandable to add more cybersecurity categories]	

## SIN Timeline

Next Steps	Expected Completion Date
Industry Day	6/13/2016
RFI Closes	6/21/2016
New SIN Solicitation Posted to GSA Interact	8/12/2016
Publish New SIN	9/12/2016
Add current vendors on SIN	9/30/2016
New Vendors on SIN	On-going



# Vendor Evaluation Factors

- Technical Factors:
  - **Demonstrated Technical Capability**
  - Corporate Experience
  - Relevant Project Experience (3 past projects)
  - Quality Control Plan
- Past Performance
- Price



# IT Schedule 70 Vendor On-Boarding Support

- Dedicated tiger team to support offers/modifications
- On-board new vendors to SCHEDULE 70 before SIN is established.
- Host vendor training sessions before and after SIN is established.
- Updates will be on GSA Interact - IT Schedule 70 Group



# Federal Agency Support

- Publish SIN ordering guidance on Acquisition Gateway.
  - Ordering Guide
  - Sample Statements of Work, Requests for Quote & Limited Source Justifications.
- Conduct weekly virtual training sessions for customer agencies.
- Conduct in-person training sessions with customer agencies.
- Access to procurement & cybersecurity subject matter experts.
- National Customer Service Center support.