



EDUCATION AND ACCESS FOR WOMEN  
IN FEDERAL CONTRACTS



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WIPP is a national nonpartisan public policy organization, advocating on behalf of nearly 1 million women-owned businesses representing 61 business organizations. WIPP provides timely economic policy information and identifies important trends and opportunities to its membership.

[www.WIPP.org](http://www.WIPP.org)



# Give Me 5

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- National program from WIPP & American Express OPEN designed to educate women business owners on how to apply for and secure federal procurement opportunities.
- Give Me 5 works to increase the representation of Women Business Owners that win government contracts. We provide accessible business education tools to assist both new and experienced federal contractors.
- Women Business Owners could gain more than \$5 billion in annual revenues if the 5% contracting goal set by Congress was reached.



# Give Me 5 210: The OASIS on the Horizon

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**Presented by:** Martin Hicks, Vice President, Global Services



# Today's Session Will Cover:

- What is OASIS SB?
- The current structure of the OASIS SB program/contract
- The current requirements for bidding on the OASIS SB RFP
- The ideal profile for an OASIS SB bidder



# What is OASIS SB

- One Acquisition Solution for Integrated Services for Small Business (OASIS SB)
- Objective of OASIS SB is to provide Government agencies with total integrated solutions for a multitude of professional service-based requirements on a global basis (CONUS/OCONUS)
- Designed to address agencies' need for a full range of service requirements that integrate multiple professional service disciplines and ancillary services/products with the flexibility for all contract types and pricing at the task order level
- Services are intended to meet the professional service mission requirements of all Federal agencies, including all organizations within the Department of Defense (DoD) and National Security Community.





# What is OASIS SB

- OASIS SB is a Multiple Award, Indefinite Delivery, Indefinite Quantity (MA-IDIQ) task order contract for Government-wide professional service-based requirements which is available for use by all Federal agencies and other entities
- OASIS SB allows for all contract types at the task order level (e.g., Cost-Reimbursement (all types), Fixed-Price (all types), Time-and-Materials, and Labor-Hour). Task orders may also combine more than one contract type (e.g., FFP/Cost, FFP/Labor Hour etc.). Additionally, task orders may include incentives, performance based measures, multi-year or option periods, and commercial or non-commercial items
- Administered by General Services Administration (GSA)
- Final RFP will be released on July 24, 2013



# Evaluation Process

- Two Stage Process:
  - Pass/Fail
  - Scoring Mechanism (10,000 points)
- Highest Technically Rated – Fair and Reasonable Pricing (NOT LPTA or Tradeoff)



# Awards

- Anticipates up to 40 Awards in each NAICS Pool (theoretically up to 240 awards)
- Period of Performance is 1 (5-Year) Base, with a potential Option (5-Year). Total 10 Years (with Task Orders extending up to an additional 5 years)
- On-Ramping will be used as the contract progresses (ensure healthy competition, replace SBs who outgrow size status)



# Scope: Areas of Expertise

Communication

Compliance

Defense

Disaster

Energy

Environment

Financial

Health

Intelligence

Security

Transportation



# Scope: Mission Scope

## MS#1: Protection and Defense

- Department of Defense
- Department of Homeland Security
- Department of Justice
- Department of State
- Central Intelligence Agency
- Federal Bureau of Investigation

## MS#2: Quality of Life

- Department of Education
- Department of Health and Human Services
- Department of Veterans Affairs
- US Agency for International Development
- NASA
- Peace Corp

## MS#3: Commerce

- Department of Commerce
- Department of Treasury
- Small Business Administration
- Department of Labor
- Department of Transportation
- Social Security Administration
- General Services Administration
- Federal Reserve
- Securities and Exchange Commission

## DMS#4: Natural Resources

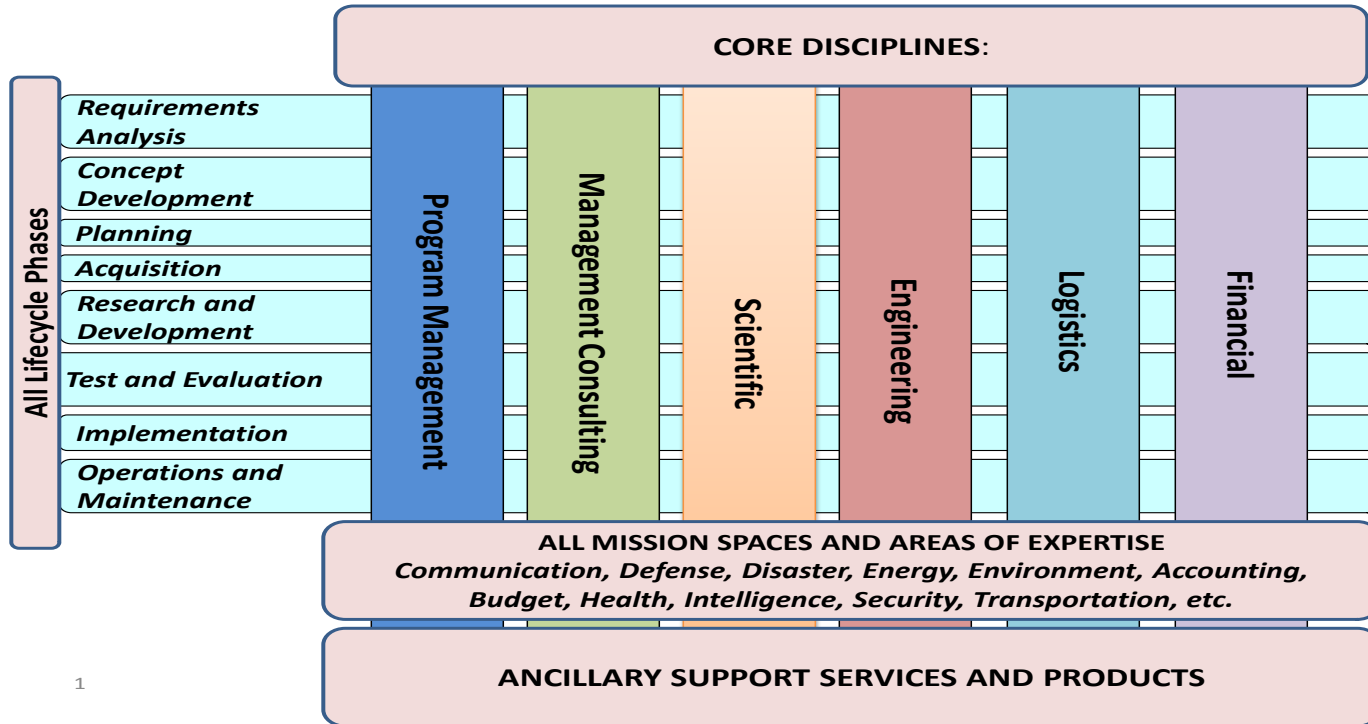
- Department of Agriculture
- Department of Interior
- Department of Energy
- Environmental Protection Agency
- Nuclear Regulatory Commission

## MS#5: Other

- All other US Federal Government Agencies, Independent US Federal Government Agencies, US Government Corporations, not within the other MSs

# Scope: Core Disciplines

## OASIS SB Program Architecture



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# 6 NAICS Pools

## POOL 1(\$14M Business Size Standard)

541330	Engineering Services
541360	Geophysical Surveying and Mapping Services
541370	Surveying And Mapping (Except Geophysical) Services
541380	Testing Laboratories
541611	Administrative Management and General Management Consulting Services
541612	Human Resources Consulting Services (2007), Human Resources and Executive Search Consulting Services (2002)
541613	Marketing Consulting Services
541614	Process, Physical Distribution, and Logistics Consulting Services
541618	Other Management Consulting Services
541620	Environmental Consulting Services
541690	Other Scientific and Technical Consulting Services
541810	Advertising Agencies
541820	Public Relations Agencies
541830	Media Buying Agencies
541840	Media Representatives
541850	Outdoor Advertising
541860	Direct Mail Advertising
541870	Advertising Material Distribution Services
541890	Other Services Related to Advertising
541910	Marketing Research and Public Opinion Polling
541990	All Other Professional, Scientific, and Technical Services

# 6 NAICS Pools

POOL 2 (\$19M Business Size Standard)	
541211	Offices of Certified Public Accountants
541213	Tax Preparation Services
541214	Payroll Services
541219	Other Accounting Services
541720	Research and Development in the Social Sciences and Humanities
POOL 3 (\$35.5M Business Size Standard)	
541330 Exception A	Military and Aerospace Equipment and Military Weapons
541330 Exception B	Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992
541330 Exception C	Marine Engineering and Naval Architecture
POOL 4 (500 Employees Business Size Standard)	
541711	Research and Development in Biotechnology
541712	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
POOL 5 (1,000 Employees Business Size Standard)	
541712 Exception B	Aircraft Parts, and Auxiliary Equipment, and Aircraft Engine Parts
541712 Exception C	Space Vehicles and Guided Missiles, their Propulsion Units, their Propulsion Units Parts, and their Auxiliary Equipment and Parts
POOL 6 (1,500 Employees Business Size Standard)	
541712 Exception A	Aircraft





# RFP Response/Evaluation

Volume	Title	Evaluation
1	General	Pass/Fail
2	Responsibility	Pass/Fail
3	Relevant Experience	Point System (max 4,000)
4	Past Performance	Point System (max 4,000)
5	Systems, Certifications, and Clearances	Point System (max 2,000)
6	Cost/Price	Fair and Reasonable Review



# Volume 1: General

- Standard Form 33
- Background and Pool Identification
- Proposal Checklist
- Meaningful Relationship Commitment Letters
- Acceptable Accounting System
- Professional Employee Compensation Plan
- Uncompensated Overtime Policy
- Subcontracting Plan
- Existing Contractor Teaming Arrangement (CTA)



# Volume 2: Responsibility

- A satisfactory record of integrity and business ethics will be required.
- In making the overall determination of responsibility, information in the Federal Awardee Performance and Integrity Information System (FAPIIS), the Excluded Parties List System (EPLS), **Representations and Certifications (Section K)**, the Offeror's **qualification and financial information, as provided on GSA Form 527** and other pertinent data will be considered.



# Volume 3: Relevant Experience

- Relevant Experience is divided into two categories:
- The first category of relative experience is tied solely to the Five (5) projects submitted under Minimum/Mandatory Requirements
- The second category of relative experience can be based on any set of projects the Offeror chooses to submit in accordance with Section L
- Minimum Experience Template Required



# Relevant Experience Minimum Standards

- You Must Submit 5 Relevant Experience Projects with the following minimum standards:
  - Must be as Prime Contractor
  - Must include 3 of the 6 Core Disciplines
  - Must meet an Average Annual Value of \$750,000
  - At least 1 of the 5 projects must be for the Federal Government
  - At least 1 of the 5 projects must be listed in FPDS-NG with the NAICS Pool you are applying to
  - Must have been completed within the past 5 years or be ongoing with at least one year of performance



# Volume 4: Past Performance

- For your 5 Relevant Experience Citations:
  - Past Performance Information Retrieval System (PPIRS) information exists, the Government will use Contractor Assessment Reporting System (CPARS) to evaluate your performance
  - PPIRS information does not exist, Government will use Past Performance Rating Form to evaluate your performance



# Volume 5: Systems, Certifications, and Clearances

- Approved Purchasing System
- Approved Accounting System
- Forward Pricing Rate Agreements
- Earned Value Management Systems
- Acceptable Estimating Systems
- CMMI Maturity Level 2 Certification (or Higher)
- ISO 9001:2008 Certification
- ISO 17025 Certification
- AS9100 Certification
- Facility Clearance Level



# Volume 6: Cost/Price

- Pricing Template Provided (in Excel)
  - **Review of Direct Labor Rates:** Labor Categories provided based on standardized labor categories that correspond to the Office of Management and Budget's (OMB) Standard Occupational Classification (SOC) for which the Bureau of Labor Statistics (BLS) maintains compensation data
  - **Review of Indirect/Profit Rates**



# Who Is Right for this Procurement

- This is not an entry-level procurement
- An experienced company that provides complex, integrated services to government agencies
- A solid history of strong performance in providing integrated services
- A history of strong contract and subcontract management
- An accumulation of business and management certifications and systems



# What to do until Final RFP

- Monitor Federal Business Opportunities for RFP updates
- Monitor/Participate on GSA's Interact site for OASIS Discussions
- Submit Draft RFP question/comments to [oasis@gsa.gov](mailto:oasis@gsa.gov)



# Questions???



# Thank You For Participating

Following this call you will receive links to the podcast of this session, along with a brief survey.

Your feedback is important to us! Please take a moment to fill out the survey so that we can bring you the best training possible.





### **Get Involved!**

- Join a policy issue committee and learn how policy can impact your business growth
- Make your voice heard - become a member of our national Instant Impact Advocacy Team
- Participate in our educational series – unlimited opportunities for you and your staff
- Receive weekly policy updates and briefings

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GIVE ME FIVE  
5%

