



UNDERSTANDING IT ENTERPRISE SOLUTIONS – 4 SERVICE (ITES-4S) ITES-3S Update + ITES-4S Acquisition Strategy

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17 OCT 2023



U.S. ARMY



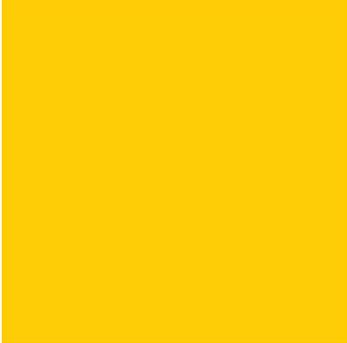
DISCLAIMER

Information provided in this presentation is for informational purposes only and is subject to change. Neither this presentation nor any information gained from it are binding on the Government. Only the final RFP issued to Industry will be binding upon the Government.

SAM.Gov will be the method of notification for releases such as but not limited to: Industry Day, draft PWS, draft Sections L&M, draft solicitation and final solicitation.

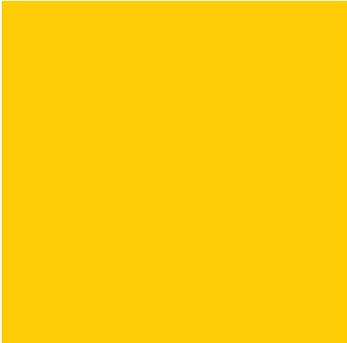
Please continue to monitor SAM.Gov for any releases or updates to this acquisition.

AGENDA



UPDATE OF ITES-3S

OVERVIEW | PERFORMANCE | WHAT'S COMING | LESSONS LEARNED



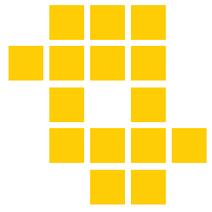
ITES-4S STRATEGY

OVERVIEW | STATUS | ADDITIONS



WHAT WE NEED FROM INDUSTRY

CHESS EXPERIENCE | ON RAMPING | RFI & GATEKEEPER



ITES-3S CONTRACT OVERVIEW



***Mandatory** Commercial IT Services contract for the Army

Full range of innovative, world-class information technology support services and solutions

Open to DOD and all Federal Agencies

De-centralized Ordering | \$12.1B Contract Ceiling | **NO FEE**

**All cloud services, software development, and continuous software evolution service-type contracts (e.g., labor) are no longer required to use CHES nor are they required to obtain a Statement of Non-Availability to use a contract outside of CHES. For additional information reference the Update to Mandatory Source for Commercial IT Services memo signed 15 September 2023.*



PERIOD OF PERFORMANCE

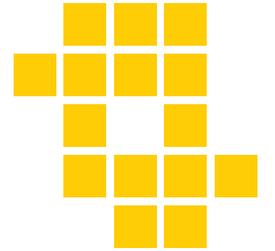
25 SEP 2018
TO
24 SEP 2027



MULTIPLE AWARD IDIQ

53 Small Businesses
64 Large Businesses

ITES-3S OVERVIEW



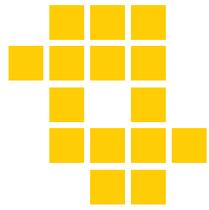
ORDERING

Orders placed via task order competition & can include Small Business set-asides
Vendor's Proposed Rates are Vendor's Ceiling Rates for Task Order proposals, with bid rates based on RFP submissions



TASK AREAS

Intelligent Automation/AI and Cloud Services, Cybersecurity Services, Program Management Support, IT Services, Business Process Re-engineering, Enterprise Design, Integration, & Consolidation, Network/Systems Operation & Maintenance, Telecommunication Operation & Maintenance, Data Services



ITES-3S SPEND METRICS

CONTRACT TO OCT 2023

Top Over All Performers:

Science Applications International Corporations
*Agile Defense, Inc.
IBM Corporation

*Small Business

Top Spend by Location:

Rock Island	\$418.7M
Redstone Arsenal	\$169.7M
APO	\$140.2M

Current Trends:

IT Services	\$1.5B
Warranty & Maintenance	\$192.5M
Network/System Ops & Maintenance	\$215.4M

Contract Spend to 12 OCT 2023:

\$2,166,607,307.87

Small Business Spend:

\$978,360,589.61

Non-Army Usage

\$170,062,210.82

CONTRACT PERFORMANCE FY23

Quarter	Number of RFPs Submitted	Number of RFIs Submitted
Q1 FY23	17	90
Q2 FY23	23	123
Q3 FY23	37	117
Q4 FY23	47	89
total	124	419

Small Business Classification	Number of SB RFPs Submitted
Small Business	46
Service-Disabled Veteran Owned Small Business	4
Woman Owned Small Business (WOSB)	2
Total	52

WHAT'S NEXT

Completed Market Research to determine if there is a need for price adjustments due to the economic challenges

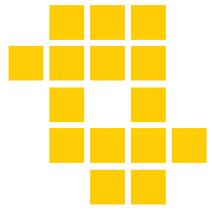
25 Sep 2023: Exercised first option year and recertify Small Businesses during exercise of Option Year

Will be conducting annual vendor meetings



ITES-3S POST AWARD LESSONS LEARNED

- A need for a gatekeeper for scope determination at Task Orders level
- Educating Vendors on “Out of Scope” RFP responses
- Importance of RFI responses for customer market research
- With 116 Vendors, the automation of Contract Management Deliverables
- More robust Labor Categories: Artificial Intelligence/Machine Learning and Cloud Services
- Post award meeting with contractors – CHESS has an “Open Door Policy”



ITES-4S OVERVIEW



PRICING

Estimated \$12.1B Ceiling

CONTRACT TYPE

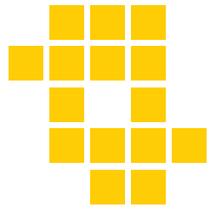
Firm Fix Price, Time & Materials, Cost Plus

NAICS CODE

541519: Other Computer Related Services with possible additional applicable Codes

SCOPE

Similar to ITES-3S



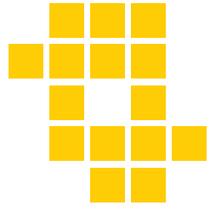
ITES-4S STATUS

MARKET RESEARCH PHASE

RFI QUESTIONNAIRES

PLANNING INDUSTRY DAY





NEW ADDITIONS

- Multiple NAICS codes
- Two sets of suites (High-end & Low-end)
- 8a Set-aside Planning
 - Increase small business goals (EO/AFARS compliance)
 - Customers use our Contract to meet their SB goals
- FedRAMP standards for Cloud Services
- Metrics for RFP as well as RFI Submissions
- Minimum requirements for Vendors to have on their forward-facing Websites

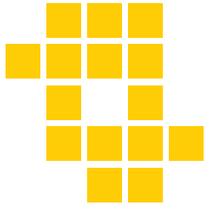




WHAT WE NEED FROM INDUSTRY



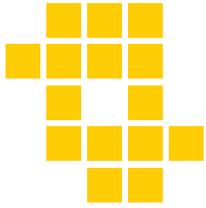
- White Papers
- Evaluation processes
 - Pricing
 - Geographical locations
 - Inflation increase
- What has Industry seen from other Service-type contracts?
- Industry feedback on 26 recently added Labor Categories on ITES-3S



ITES/CHESS EXPERIENCE

- Advisory multistep process for interested companies
 - Viability determination used on ITES-3S
 - Planning to do this for ITES-4S
- Encourage teaming/subcontracting arrangements
 - Gain performance
 - Insight onto type of work being requested
 - Find niche

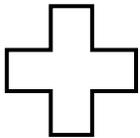




ON RAMPING

CHES contracts are competitively awarded in accordance with the FAR

- The Government reserves the right to reopen competition on either an unrestricted basis or restricted to small businesses, at any time during the term of the contract.
- The Government will review the need for additional Contractors to ensure a sufficient amount of viable/competitive unrestricted and/or small business vendors, and/or to ensure that the agency maintains access to the latest technological solutions in contracts for IT hardware, software and services.
- At this time, there are no on ramping opportunities for CHES contracts. Vendors that are not CHES contract holders should consider subcontracting with a current prime. Details regarding selling to the Army and more can be found on the IT E-Mart.
- The Government reserves the right to review all contracts under a multiple award IDIQ vehicle on an annual basis to determine if it is appropriate to remove existing contractors. However, the Government may conduct an off-ramp at any time during the life of the contract.



For questions and information about on/off ramping, please contact the contract vehicles Contracting Officer.



RFI & GATEKEEPER ROLE

Importance of RFI Responses:

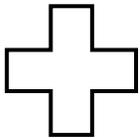
ITES-3S is mandatory

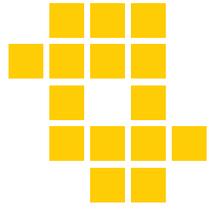
- Acquisition strategies are being determined from the RFIs that are submitted

Importance of Gatekeeper:

CHESS anticipates this to continue ITES-4S

- Since the mandate, there is review of RFI metrics and **not** just RFPs





PROPOSAL TIPS

- Minimize fluff
 - Address specifics on the RFP
 - Speak to benefits to Government
- Keep communications with past performance POCs
 - Government POCs are prepared to give good feedback
- Review previous RFPs
 - Be knowledgeable and prepared for requirements
- Work together!
 - Network and use teaming opportunities to prepare
- Review and respond the Draft RFP
 - Ensure the final is the **final** version
 - This will minimize amendments
- Ensure certifications are up-to-date on SAM.gov



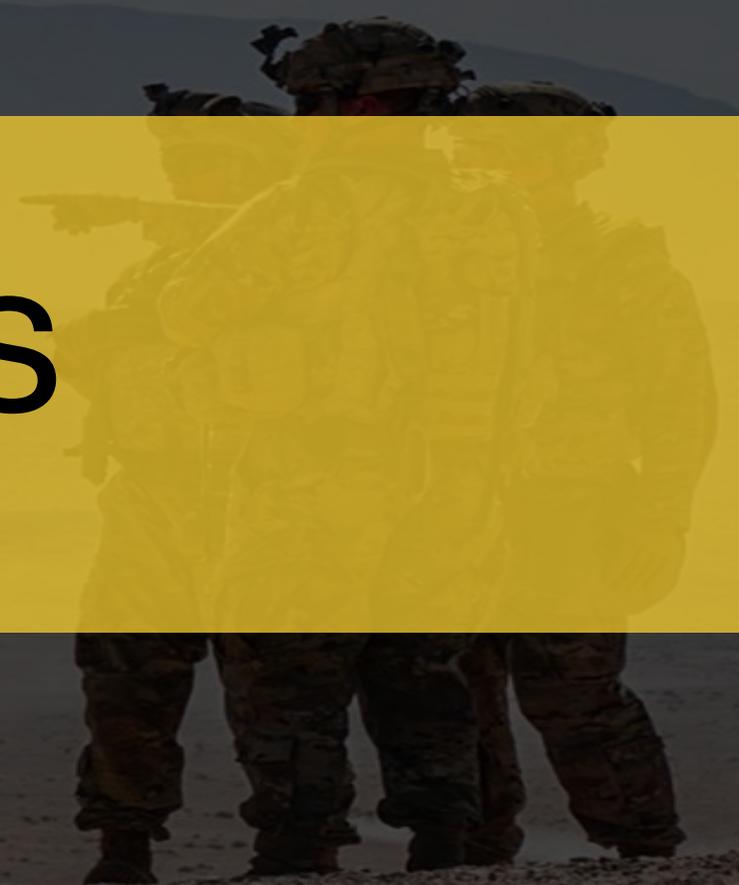


U.S. ARMY



CHESS
COMPUTER HARDWARE, ENTERPRISE SOFTWARE, & SOLUTIONS

QUESTIONS





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