Springtime for Contract Vehicles

The government is migrating from agencyspecific, multiple-award IDIQs to GSA schedules and government-wide vehicles.

Efficiencies on the front end of procurements often shift evaluation time and effort to subsequent task order procurements.

Procurement methodologies are transitioning from standard proposals to scorecard and other innovative evaluation approaches.

Incumbency is not what it used to be and many incumbent contractors are finding themselves left out in the cold on new vehicles.

A new administration, appointees, and staff means there are a lot of new faces around the beltway, and much less conventional wisdom.

Government and industry alike need help finding ways to execute the mission amid so many changes in the procurement landscape.

Out Like a Lamb

Having secured a coveted slot on one of these new vehicles, contractors must now set about the hard work of preparing a task order PMO that can manage the coming volume of proposals. In addition to the mechanics of templates and digital archives, new workflows, lines of authority, and resource allocation are required to succeed in this game. At the same time, those who missed out on this generation of contracts — especially those who formerly enjoyed sheltered competition under agency-specific IDIQs that are sun-setting — must also invest in strategic teaming to regain customer access.

Mentor-protége agreements, JVs, and CTAs will be valuable tools for displaced incumbents.

Babies and Bath Water

Another unintended consequence of the latest generation of contracts is additional middle-market squeeze. Without clear graduation guidelines, many risk becoming victims of their own success, growing out of small business lots only to become stranded in limbo as “other than small” but shy of fully “unrestricted.” This designation has created a lot of confusion in the contractor community and has had significant negative enterprise value implications, thereby punishing those it was originally intended to support. This is somewhat exacerbated by pending onramps of new awardees that further dilute the value to incumbents thereby punishing those who shy of fully “unrestricted.”

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