

Top 10 Vehicle Opportunities

1. **GSA Alliant 2 (\$65B); IDIQ-GWAC; Unrestricted and SBSA**
2. **GSA Enterprise Infrastructure Service (EIS) NS2020 (\$50B); IDIQ-GWAC; Unrestricted and SBSA**
3. **DISA Encore III (\$12B); IDIQ-GWAC; Unrestricted and SBSA**
4. **Army ITES 3S (\$12B); Agency-Specific IDIQ; Unrestricted, SBSA, HUBZone, SDVOSB, and WOSB**
5. **DHA DHITS (\$10B); Agency-Specific IDIQ; Unrestricted and SBSA**
6. **USAF CAAS V (\$4.7B); Agency-Specific IDIQ; Unrestricted and SBSA**
7. **NOAA NOAALink (\$1.7B); Agency-Specific IDIQ; SBSA and 8(a)**
8. **DoJ ITSS (\$1.1B); Agency-Specific IDIQ; Unrestricted, SBSA, and 8(a)**
9. **CMS ESD-II/SPARC (\$TBD); Agency-Specific IDIQ; Unrestricted and SBSA**
10. **OPM HCATS (\$TBD); IDIQ-GWAC; Unrestricted and SBSA**

The Battle for Contract Vehicle Supremacy

- 🐾 All vehicles are not created equal, due to wide disparities in ceiling values, durations, number of awardees, and fee structures
- 🐾 Returns from investing in vehicles have also been compressed by the addition of new awardees, intensifying task order competition
- 🐾 Recent agency-specific IDIQ hiccups have driven increased GWAC usage as customers seek alternative procurement vehicles
- 🐾 Next generation vehicles, such as GSA OASIS, are taking away market share from legacy GWAC and IDIQ vehicles
- 🐾 The decision to bid the current generation of vehicles has been complicated by uncertainty caused by re-certifications and on-ramping
- 🐾 Byzantine novation rules complicate valuation, as vehicles have disparate limitations on, and timelines for, transfer of ownership

GWAC Address

One score and many contract vehicles ago, our government brought forth, conceived in fair opportunity, the proposition “All IDIQs are created equal.” Now we are engaged in a great vehicle war, testing whether our portfolio of IDIQs can long endure and bring us the long-term ROI we need to successfully compete across the federal market.

We have come to dedicate tremendous B&P dollars to acquire a resting place for projects looking for a group of qualified contractors, a streamlined procurement process, and fair opportunity. It is altogether a fitting and proper way to procure goods and services for the Federal Government.

But, in a larger sense, industry cannot dedicate time, money, and resources to chase every IDIQ released. The brave companies who forged the GWAC path with contracts such as 9600, CIO-SP, ANSWER, and FTS2000 have been

successful in bringing opportunities to the portfolio of vehicles and have made acquisition of these assets very attractive. The world will little note, nor long remember, what was accomplished on those vehicles, but industry can never forget how quickly successful companies grew from those contracts.

So it is for us, the current federal market competitors, to be vigilant in the pursuit of an attractive portfolio of vehicles to continue the quest for both quick and long-term success. It is for us to dedicate ourselves to the great task before us—developing an IDIQ portfolio that balances the ability to perform and the passion to build business—that this market, under the Federal Government, shall procure goods and services of the people, by the people, and for the people.

All Vehicles Are Not Created Equal

The great battle for vehicle access has become enshrouded in the fog of war. In the early days of GWACs, there were few vehicles, fewer awardees, nearly any agency could access them, and companies like CSC and SRA flourished. The peace was rocked when individual agencies seceded from GSA and created their own vehicles, benefiting companies with the large ceilings and restricted number of awardees. As this first generation of agency-specific IDIQs enters its second and third generations of re-compete, the field is more fragmented

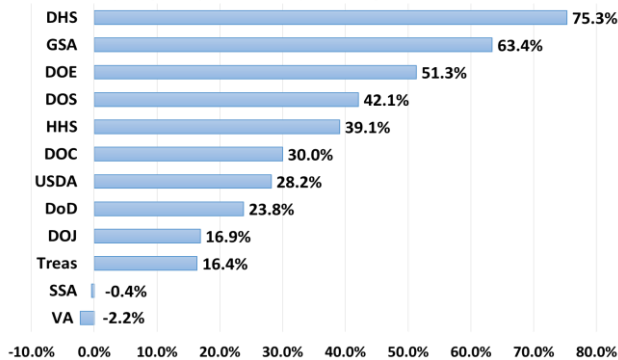
than ever, with a dizzying variety of ceiling amounts, durations, number of awardees, fee arrangements, intra-agency handling costs, on-ramp opportunities, recertification requirements, and restrictions on transfer. Surveying the battlefield, it is clear that all contract vehicles are not created equal.

Pyrrhic Victories

Unfortunately, the current federal landscape is

littered with a host of broken vehicles, won at too great a cost to be worthwhile to the victors. Some, like DHS EAGLE-2 and Air Force NETCENTS-2, have been brought on by procurement failures. When vehicle RFPs are poorly worded, they invite protest, driving program offices to seek out alternative contract vehicles to ensure mission needs are met. Also, the favored protest cure appears to be making more awards, which dilutes the value of any vehicle. Other vehicles like CIO-SP3 and SeaPort-e are attractive at first blush, but the on-ramping of additional awardees diminishes their value over time. The balance of value erosion blame rests at the feet of management teams which, having won the battle to get the vehicle, lack the fortitude and BD prowess to win the task order war.

Top Agency GWAC Spending – 5 Year CAGR



Analysis of the compound annual growth rate (CAGR) of GWAC usage reveals the impact of agency-specific IDIQs. There is an inverse relationship between the internal utilization of an agency's IDIQ and the growth in their GWAC usage.

Source: Alliant, Alliant SB, CIO-SP3, SEWP-IV, STARS, and VETS