

OASIS WEBINAR SERIES

**LET'S PURSUE
OASIS!**



TRIDENT
PROPOSAL MANAGEMENT

OASIS / SMAC Pursuit Update

And other relevant news...

Presented by:





Key Takeaways

Don't Miss Them!

- Start your capture early
- You have to be known and “easy to work with”
- Organize (create) your documentation
- Plan for a long haul
- If a SB, evaluate your teaming situation

Our Sponsors

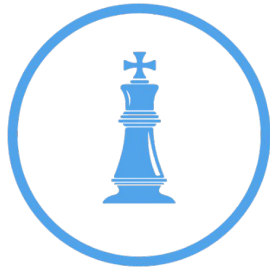


TRIDENT Proposal Management

- SDVOSB founded in 2008
- Specialize in Capture Management and Proposal Support
- Provide full-service Business Development, Capture, Proposal Operations & Management solutions, deliverables, and training for FedGov / DoD contractors.



Pipeline
Development



Capture
Management



Proposal Management
and Writing



Training, Coaching and
Mentoring

<https://www.tridentproposals.com>

Our Speakers



Nelson Santini, Business Development Expert

- US Navy Submarine Force Officer
- 25+ Years of FedGov/DoD BD/Sales
- Over \$2B in IDIQ Sales
- Avid SOPS blogger

nelson@tridentproposals.com



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PROPOSAL MANAGEMENT

Agenda



- OASIS / Services MAC
 - Background
 - Timeline
- Qualifying
 - Domains
 - Scorecard
- How to prepare
- Q&A Session



Nelson Santini
Capture SME
www.tridentproposals.com



OASIS / SVCS MAC

Why a New Services MAC?

- Provide expanded professional & human capital svcs.
- Use “best in class” providers
- Consolidate and re-organize expenditures
- Facilitate task order (TO) processing
- Allow flexible use of NAICS



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High Level Summary Description

10 YR IDIQ (5+5) POP

Professional Services

Dual Track: SB & Unrestricted

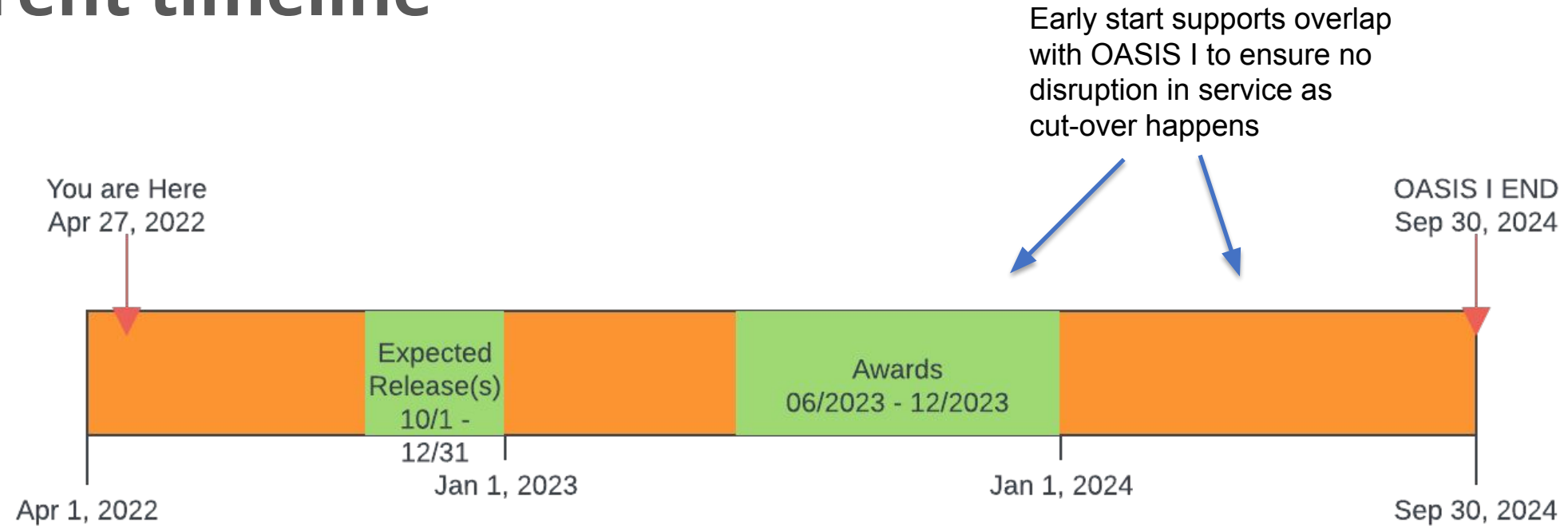
Grouped NAICS “domains”

Awards via FFP/C+/T&M TO's

\$50B+

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Current timeline



Supports Delays!



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Procurement Expectations

- Multiple “Industry Days” and feedback sessions
- Multiple RFI’s / RFPs on iterative roll-out of “**domains**”
- Scorecard grading for qualification

Iterative and Protracted



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"Domain" Approach

- NAICS will be grouped in "**domains**"
- Qualifying under 1 NAIC in domain allows pursuit of other NAICS in domain

Domain "X"

{ A - B - C - D - E }



Businesses with NAICS "B"
will be able to bid TOs
within the **domain**.

**Cost Tracking /
Management**

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“Domain” Approach

- Phase release of “**domains**”
- Two major groups

Domains in “Orange” are “expanded” services and new opportunities. Keep an eye on environmental.



Group I
Engineering
R&D
Logistics
Management
Facilities
Intel
Environmental
Enterprise

Group II
Finance
HR
Admin
Social
Svcs

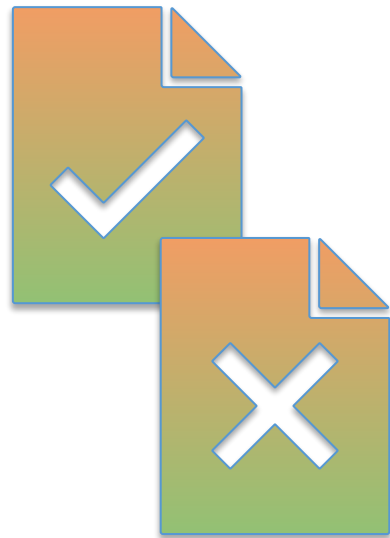




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Scorecard Methodology

- Weighted average of factors



Factor	Weight	
A	30%	
B	40%	
C	20%	
D	10%	

=

**Your
Combined
X PTS**



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Scorecard Methodology

- Weighted average of factors
- Designed to show:
 - If you are “top tier”
 - If you are “ready”

Systems & Policies
Certifications
Experience

Will you be an “easy” vendor



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Scorecard Methodology

- Identify Qualifying Projects (QPs)
 - \$250K individual TO / Award
 - 5 year window for “direct labor” work
- Provide evidence via SAT CPARs or equivalent
- Must pick 5 QPs from a MINIMUM of “X” QPs

A!
A!

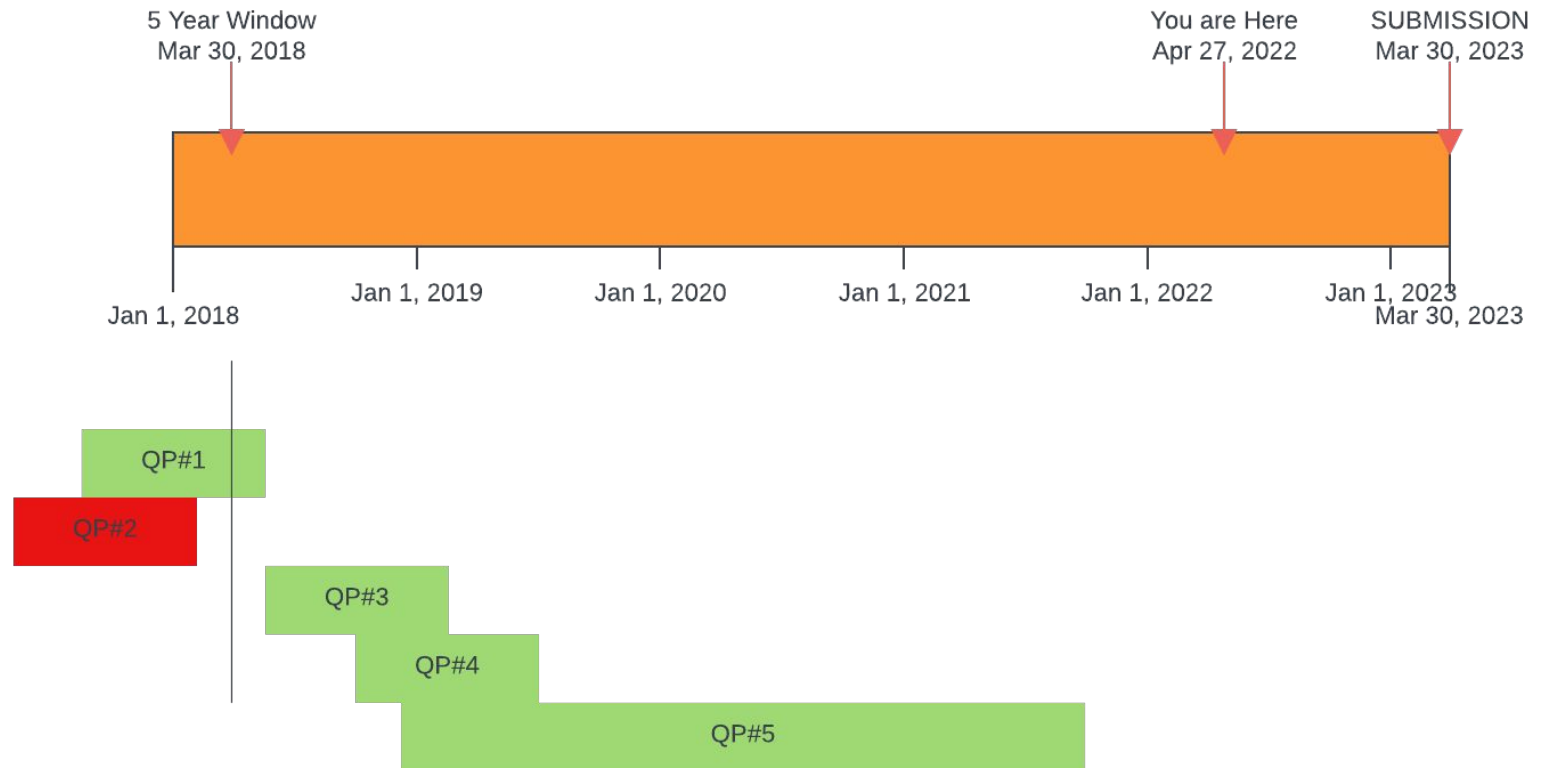
Look at your Past Performance now!

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Scorecard Methodology



Identify early the QPs that you can use for your scorecard. Last “direct labor” performed must be within 5 year window.



A!



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Scorecard Methodology

- Identify Qualifying Projects (QPs)
 - \$250K individual TO / Award
 - 5 year window for “direct labor” work
- Provide evidence via SAT CPARs or equivalent
- Must pick 5 QPs from a MINIMUM of “X” QPs

A!
A!

Must show proof!



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Pricing Data

- Usually overlooked
- Develop a catalog and work on its validation
- Review at your accounting and pricing systems
- Establish process, procedure and controls



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Small Business vs. Unrestricted

- Bid in as many pools as you qualify
- Small Business may be sub-segmented
 - Currently under evaluation to avoid micro segmenting
- Mentor Protege / Joint Venture (MP/JV)
 - Plan for it!



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How many types of SB?

- Total SB
- WOSB
- SDVOSB
- 8(a)
- HUBZone

Micro-segmentation?



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Mentor Protege / Joint Venture

- Expect them to be in the mix
- Expect litigation
- The world is watching Polaris



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Teaming

- Takes time
- Should show established relationship
- It is an investment
- Start early and have a plan

Start early!



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“Key Words & Tricky Phrases”

- “Targeted representation”
- “Tier 3” / “Best in Class”
- “Easy to do business with”



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How to Prepare

- Conduct a Bid/No-Bid
 - “Is this for my business plan?”
- Identify your capture and proposal team
- Evaluate your teaming situation
- Build your budget for in-house and 1099 pool



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How to Prepare

- Organize your QPs (Past performance database)
- Review (build) your pricing catalog
- Check your NAICS
- Organize your CPARs
- Review your certifications
- Review your systems, procedures, and documentation

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