

Federal Opportunity Advisor:

GovWin
from Deltek

Information Technology Support Services
(ITSS) for the Mike Monroney Aeronautical
Center

Department of Transportation, Federal
Aviation Administration

December 2016

Francisco J. Quinones
Sr. Research Analyst, Deltek Federal Information
Solutions



Copyright Statement

Published by Deltek

Deltek

2291 Wood Oak Drive
Herndon, VA 20171

© Deltek, Inc.

All Rights Reserved.

**Printed in the
United States.**

The information provided in this report shall be used only by the employees of and within the current corporate structure of Deltek's clients, and will not be disclosed to any other organization or person including parent, subsidiary, or affiliated organization without prior written consent of Deltek.

No part of the publication may be reproduced or distributed in any form, or by any means, or stored in a database or retrieval system, without the prior written permission of the publisher.

Deltek exercises its best efforts in preparation of the information provided in this report and believes the information contained herein to be accurate. However, Deltek shall have no liability for any loss or expense that may result from incompleteness or inaccuracy of the information provided.

Additional Sources:

- Federal Procurement Data System (FPDS) spending data, reported as of December 2016
- Deltek Content
- Various government websites and documentation
- News articles



Federal Opportunity Advisor Reports

Issued throughout the year by Deltek's experienced team of research analysts, **Federal Opportunity Advisor Reports** offer detailed analysis on upcoming high-profile opportunities. The reports provide the information you need to build your bid strategy, including program requirements, top task orders awards, agency spending trends and much more.



UPCOMING REPORTS:

- **Army Support Base Services (SBS) 2018** *Exp. Release: January 2017*
- **Air Force Small Business Enterprise Applications Solutions (SBEAS)** (NETCENTS 2 SB App Services follow-on) *Exp. Release: January 2017*
- **Public Information and Communications Services II (PICS II)** *Exp. Release: January 2017*



RECENT REPORTS:

- [USPTO's Software Development and Integration Next Generation 2 \(SDI-NG2\)](#)
- [Navy's Next Generation Enterprise Network Recompete \(NGEN-R\)](#)
- [DOT's Federal Highway Administration's Technology Support Service II \(FITSS II\)](#)



ITSS

The Information Technology Support Services (ITSS) contract provides IT and related support services for the Enterprise Services Center (ESC) and all other organizations at the Mike Monroney Aeronautical Center (MMAC).

Source: [GovWin IQ Opportunity # 106487](#)



Table of Contents

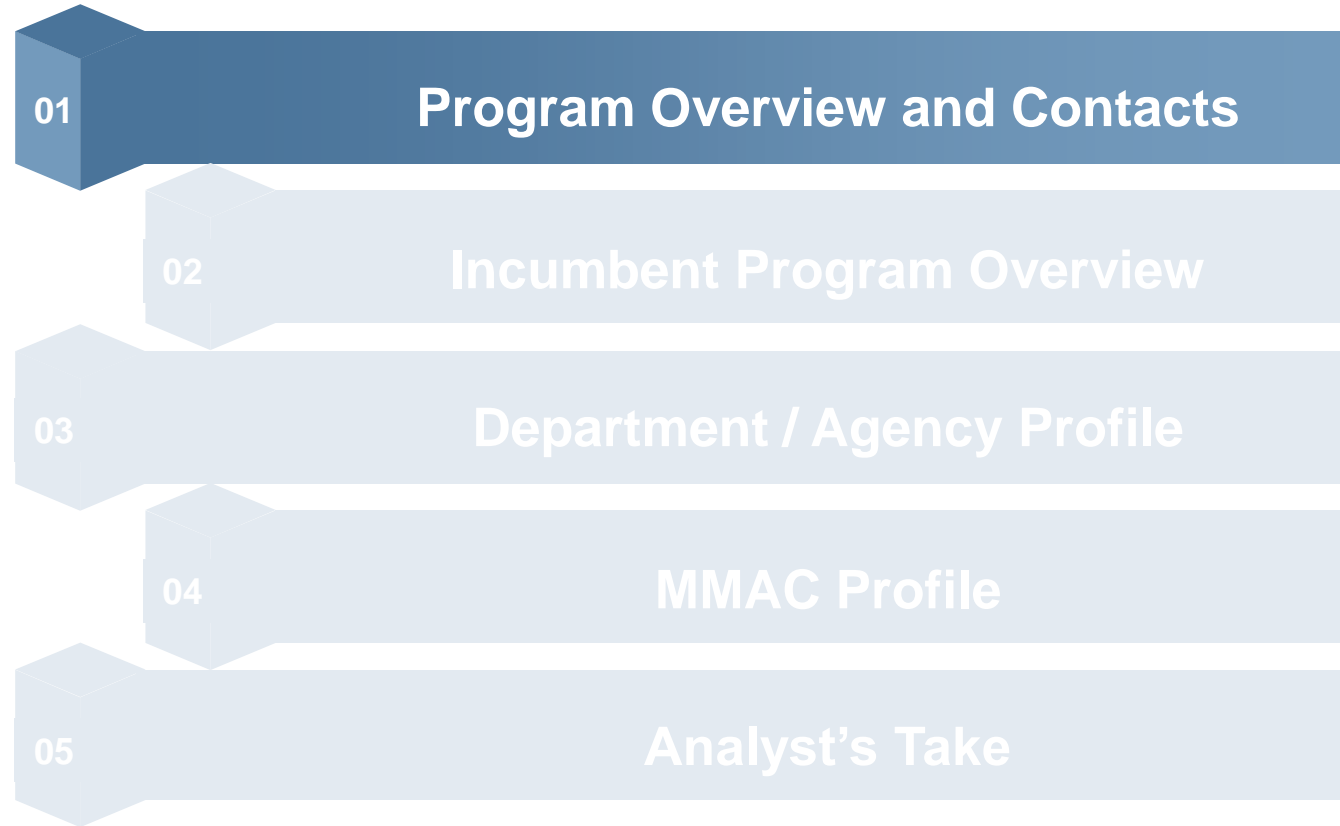
Navigation links are located at the top of each page to jump to the different sections

- 01 Program Overview and Contacts
- 02 Incumbent Program Overview
- 03 Department / Agency Profile
- 04 MMAC Profile
- 05 Analyst's Take



Program Overview and Contacts

- ITSS Snapshot
- ITSS Service Area Breakdown and TPWS Topics
- ITSS Procurement Timeline
- ITSS Program Contacts





ITSS Snapshot

Solicitation Date	• April 2017 Government Estimate
Award Date	• September 2017, Government Estimate
Value	• \$157M Deltek Estimate, Based on Incumbent Value
Competition Type	• Full and Open
NAICS	• 541513, Computer Facilities Management Services
Size Standard	• \$27.5M
Awards	• Single Award
Duration	• (1) Base Year plus four (4) One-Year option periods
Contract Type	• IDIQ, Firm Fixed Price, Time and Materials, Cost Reimbursable

The Enterprise Services Center (ESC) has a continuing need for Information Technology Support Services (ITSS) for the Mike Monroney Aeronautical Center (MMAC), Federal Aviation Administration (FAA), Department of Transportation (DOT), and other Federal agencies. IT services to be provided include, but are not limited to the following:

- ESC Information Security Services
- ESC Operations Management Services
- ESC Engineering & Solution Delivery Services
- Academy Regulatory Standards
- Supply Chain Management and Logistics Support

Source: [GovWin IQ Opportunity # 106487](#)



ITSS Service Area Breakdown and TPWS Topics

ESC Information Security Services

- Security Assessments, Scanning, and Reporting

ESC Operations Management Services

- Remedy Administration and Reporting
- Application Administration
- Middle Tier Administration
- Database Administration
- Backup Storage Area Network Administration

ESC Engineering & Solution Delivery Services

- Enterprise Architecture
- Change Management
- Analysis and Solution Design
- Program Specifications
- Software Development
- Quality Assurance and Testing
- Business Analysis

Academy Regulatory Standards

- Mobile Technology Support
- Flight Training Device Support
- Classroom Audio/Visual Display Support
- Server Administration and Computer Maintenance
- Backup and Storage Administration
- Problem Analysis and Resolution

Supply Chain Management and Logistics Support

- Systems and Functional Analysis
- Software and Database Development/Enhancements
- System Integration and Administration
- Telecommunications Systems Technical Support
- Project Management

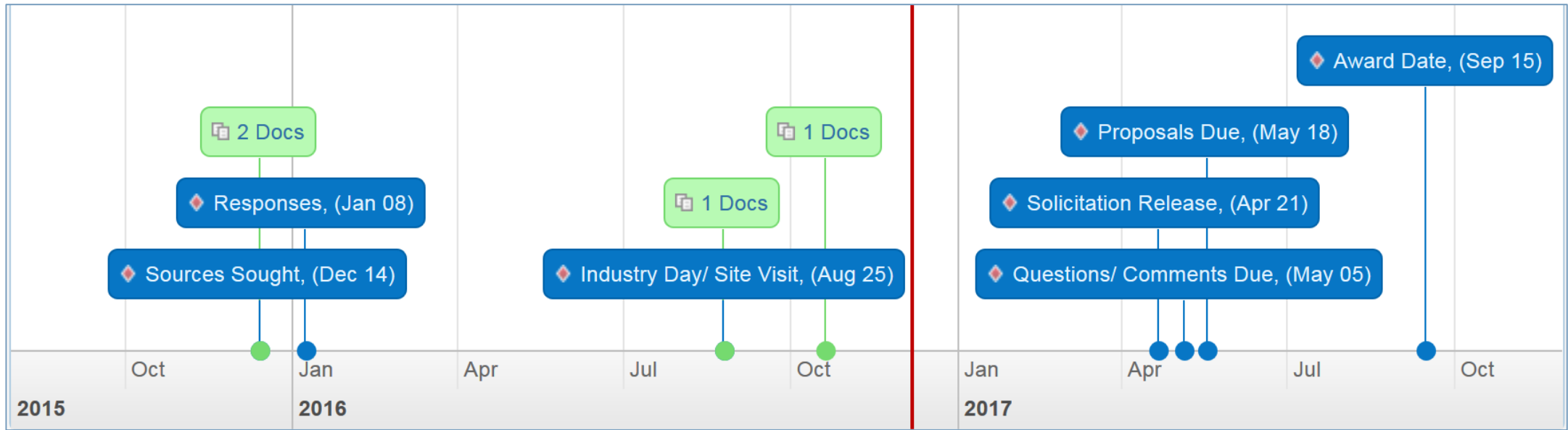
The August 2016 Draft provided 12 Task Performance Work Statement (TPWS) Topics:

1. Information Systems Security Operations
2. Information System Security Assessment and Scanning
3. Technical Documentation and Administrative Support
4. Remedy Reporting
5. Systems Management Facility
6. Enterprise Architecture and Change Management
7. Development, Business Analysis, and Quality Assurance
8. Delphi Enhancements
9. FAA Academy Regulatory Standards Division
10. FAA Logistics Information Systems Group
11. FAA Logistics Business Systems Group
12. FAA Logistics Project Management

Source: [GovWin IQ Opportunity # 106487](#)



ITSS Procurement Timeline



- The Contracting Office released a Request for Information (RFI) on December 14, 2015. Responses were collected on January 8, 2016. An Industry Day event was held on August 25, 2016.
- The Government anticipates releasing the Solicitation in April 2017. Questions and Proposals are anticipated to be due in May 2017. An Award is expected for September 2017
- During the previous procurement, Proposals were collected approximately 45 days after the Solicitation release date. An award was made 14 weeks after proposals were collected.
 - The previous contract with L-3 Communications was extended for an additional 6 month period in order to allow sufficient time to conduct and proper and complete full trade-off source selection process for the follow-on acquisition

Source: [GovWin IQ Opportunity # 106487](#)



ITSS Program Contacts

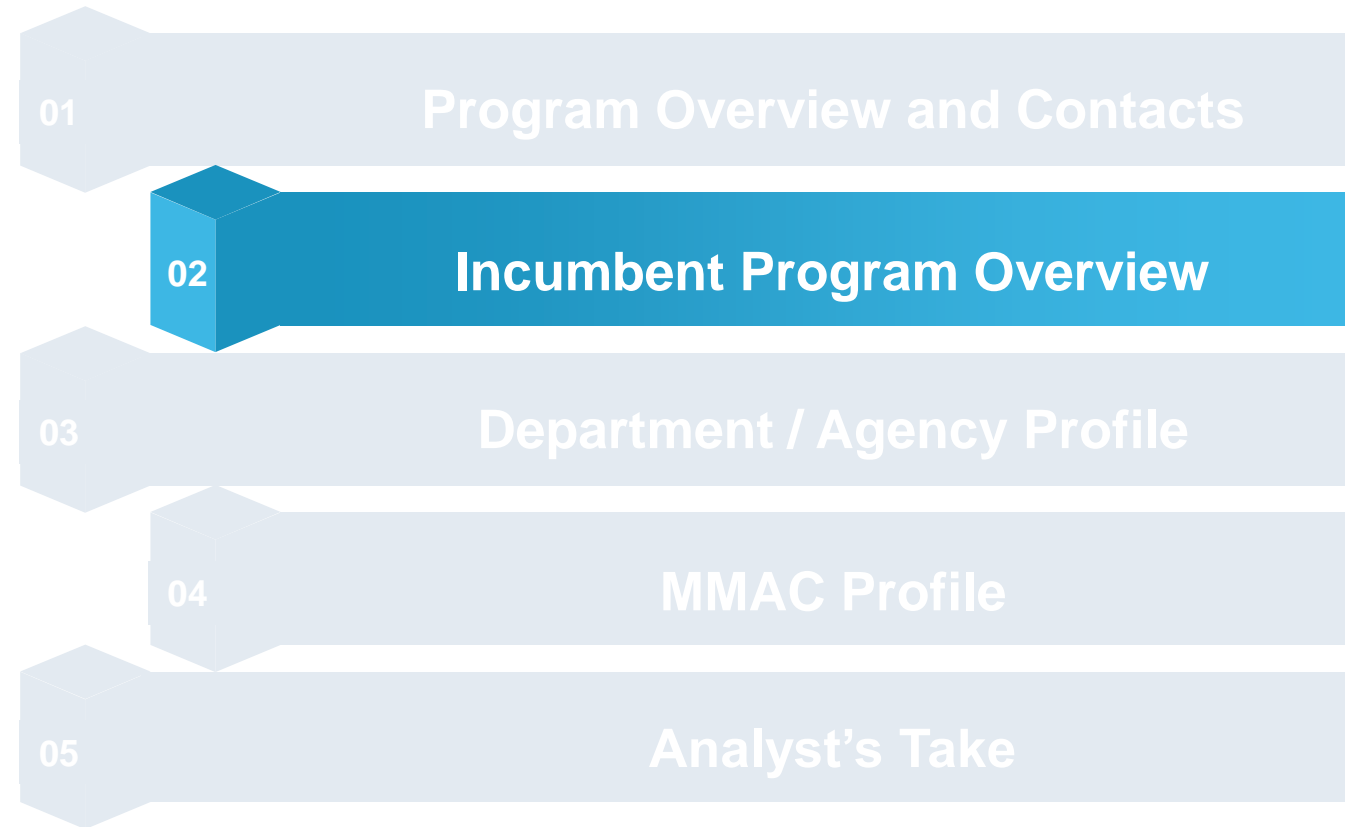
Contact	Title	Phone	Email
Monique Walswick	Program Manager / Contracting Officer Representative (COR)	(405) 954-0884	
Leah Cason	Project Manager	(405) 954-4601	
Cynthia Dates	Contracting Officer	(405) 954-7850	cynthia.dates@faa.gov
Nicholas Risi	Contract Specialist	(405) 954-8860	nicholas.risi@faa.gov
Robyn Burk	Director, Enterprise Service Center (ESC)	(405) 954-8981	
Amanda Harrison	Manager, Information Systems Division	(405) 954-9772	
Shenandoah Speers	Deputy Manager, Information Systems Division	(405) 954-6550	

Source: [GovWin IQ Opportunity # 106487](#)



Incumbent Program Overview

- ITSS Overview
- ITSS: Total Spending vs. Ceiling
- ITSS Incumbent: SAIC
- ITSS Task Order Overview





ITSS Overview

Program Name	• Information Technology Support Services
Contracting Organization	• Department of Transportation, Federal Aviation Administration
Primary Requirement	• IT Services
Solicitation Date	• October 1, 2010
Spending to Date (\$K)	• \$150,579
Ceiling Value (\$K)	• \$156,673
Duration	• 03/01/2011- 10/14/2017

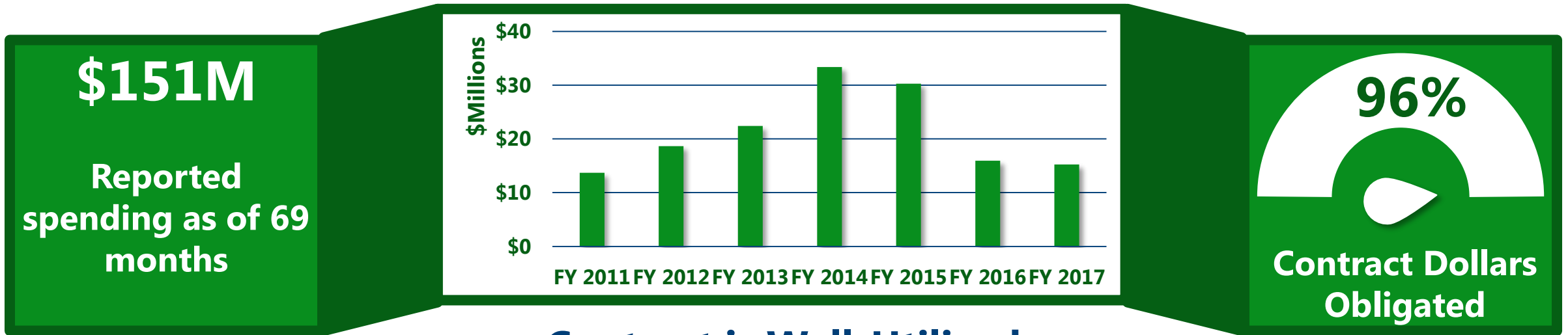
The ITSS contract was established to provide IT and related support services for all organizations at the Mike Monroney Aeronautical Center (MMAC) and is managed by the Office of Information Technology (AMI). Some of the organizations that utilize this contract are AMI, Office of Enterprise Systems (AME), Regulatory Support (AFS-600), Civil Aviation Registry (AFS-700), FAA Logistics Center (AML), Aviation System Standards (AVN), Regulation and Certification (AVR) and the Transportation Safety Institute (DTI).

Source: [GovWin IQ Opportunity # 37454](#)



ITSS: Total Spending vs. Ceiling

\$156.7M Ceiling for a 6.5 Year Contract



Contract is Well-Utilized

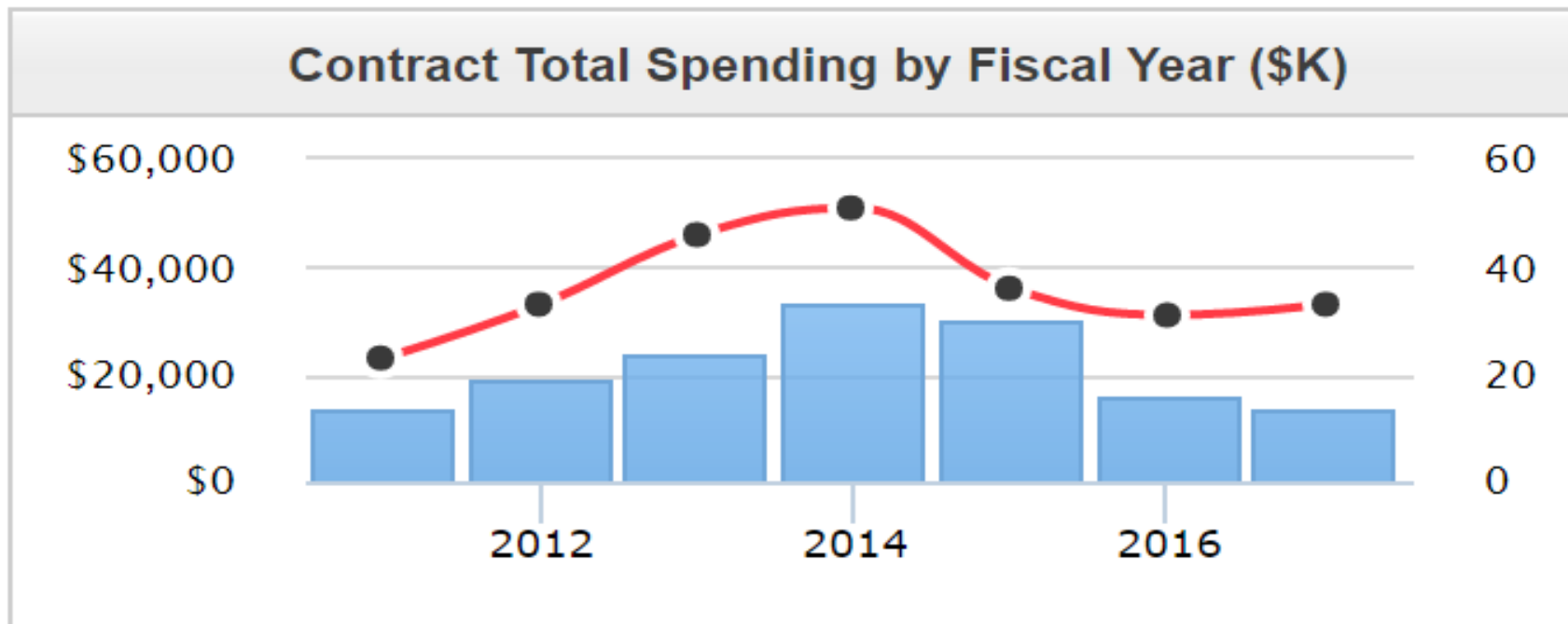
Based on ceiling value, expected spending to date should be approximately \$135M. Actual spending is slightly above that figure at \$151M, or 11.8% higher.

Source: [GovWin IQ Opportunity # 106487](#)



ITSS Incumbent: SAIC

- Contract # DTFAAC11D00023
- Original Duration: 03/01/2011 to 02/23/2016
- Contract was extended and expiration date changed from 2/23/2016 to 4/14/2016
- A second extension for an additional 18 month period was made and the expiration date changed from 4/14/2016 to 10/14/2017
- 3 proposal offers were submitted for ITSS
- The average burn rate per year is approximately \$25.7M

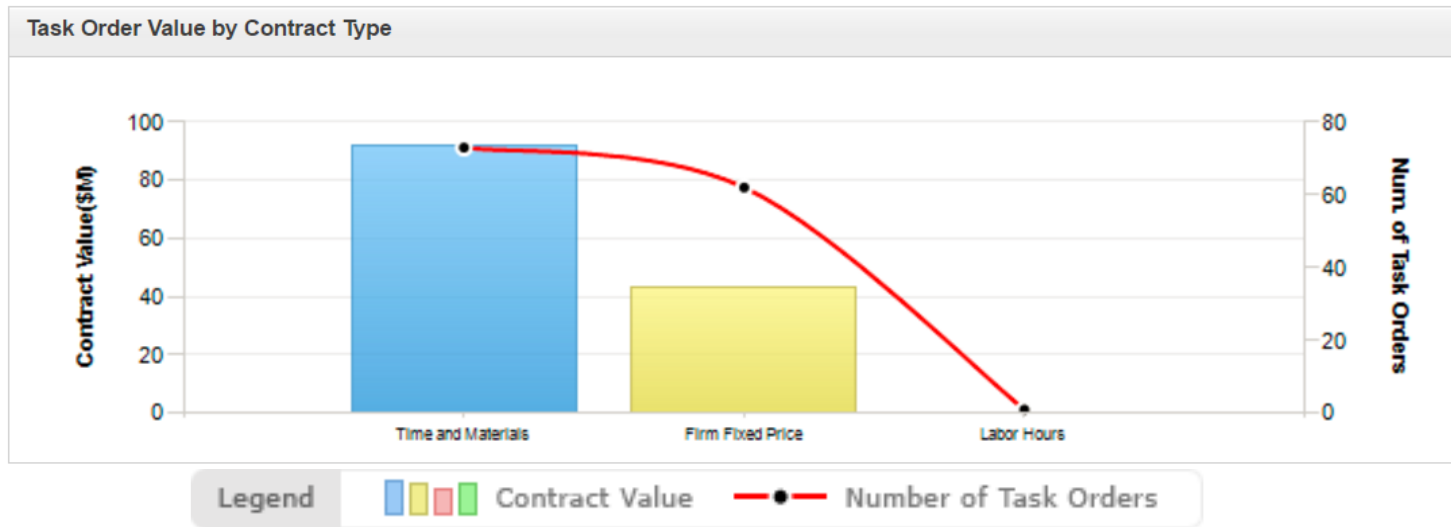
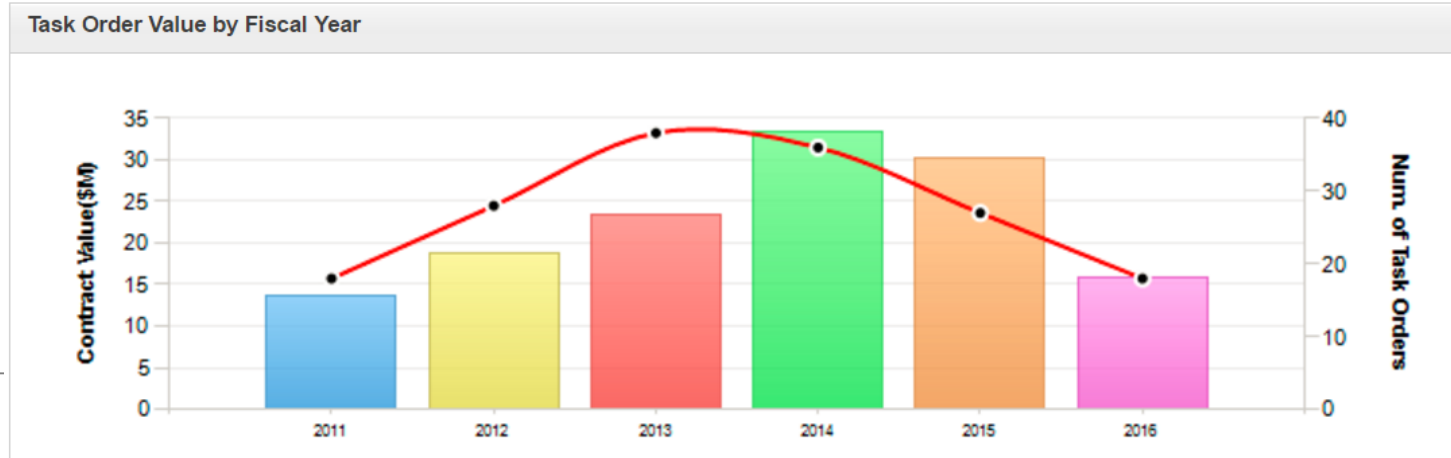


Source: [GovWin IQ Contracts Database](#)



ITSS Task Order Overview

- In FY 2015, over \$30M was awarded in Task Orders under ITSS.
- A total of 144 Task Orders have been awarded under ITSS
- Time and Materials Task Orders have contributed to approximately 70% of total spending. Firm Fixed Price Task Orders have contributed to approximately 30%. Labor Hours Task Orders spending accounts for less than 1%

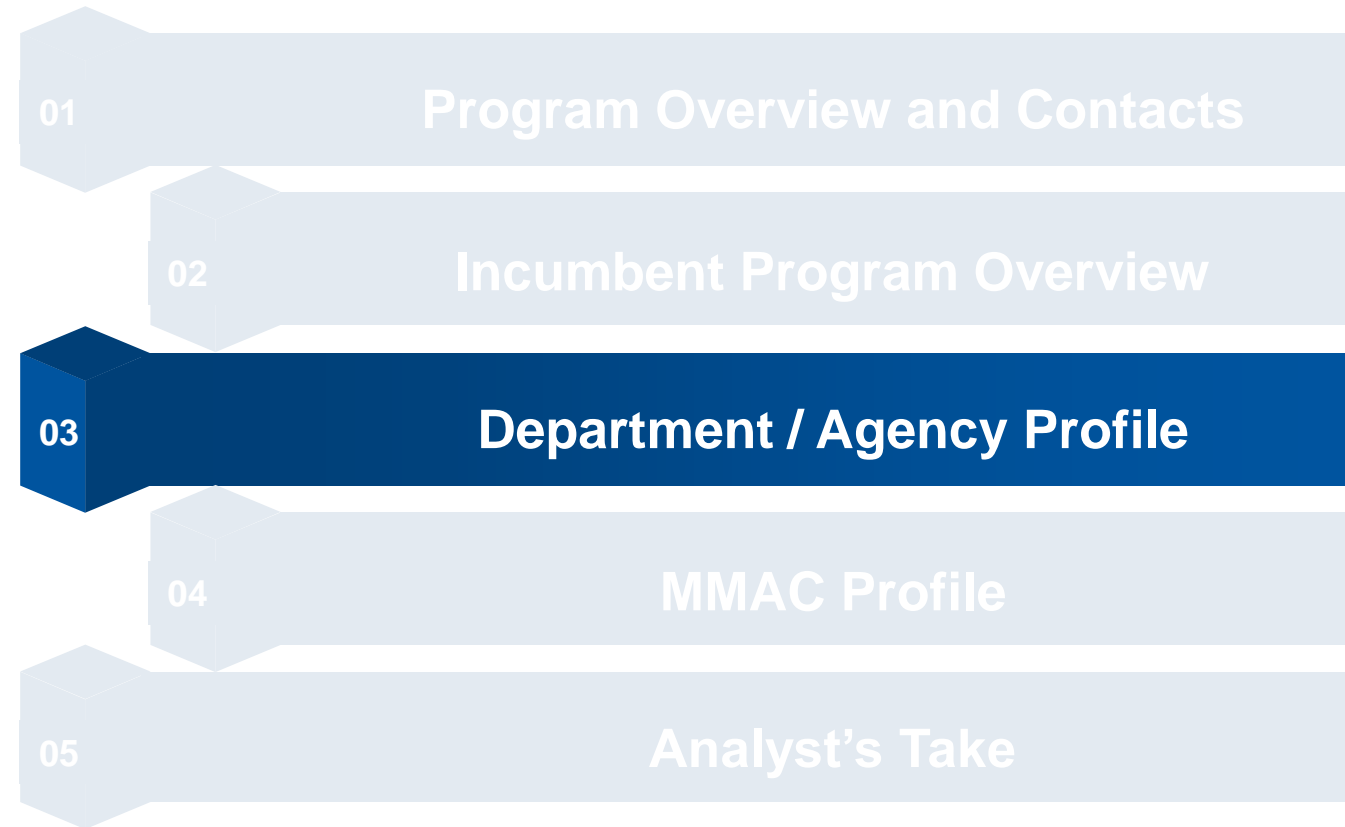


Source: [GovWin IQ Task Order Awards Solution](#)



Department / Agency Profile

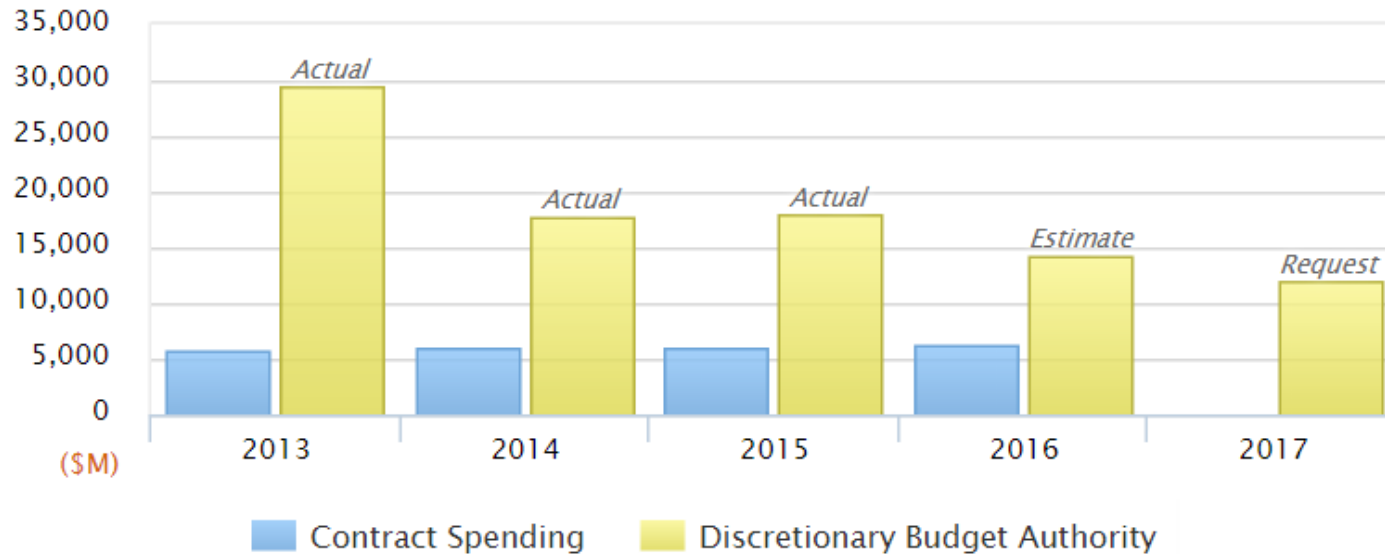
- Department of Transportation Budget Overview
- Federal Aviation Administration Budget Overview
- Federal Aviation Administration Federal Spending Profile





Department of Transportation Budget Overview

Contract Spending vs. Discretionary Budget Authority by Fiscal Year



Total Employees (2016)	54,697
FY 2017 Budget Request	\$12,007M
FY 2017 IT Budget Request	\$3,719M

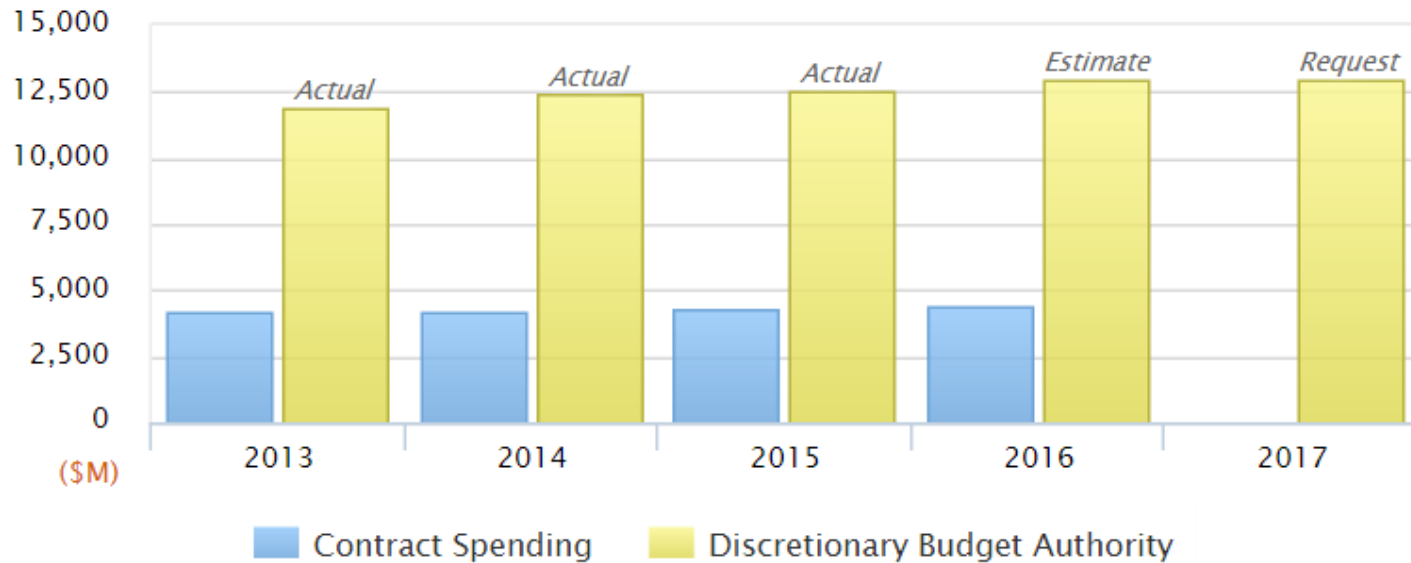
Discretionary Budget Auth. (2015-2017)	▼ -33.0%
Contract Spending (2014-15)	▼ -0.8%
Employment (2015-16)	▼ -0.1%

Source: [GovWin IQ Federal Agency Profiles](#)
Percentage data based on prior year comparisons.



Federal Aviation Administration Budget Overview

Contract Spending vs. Discretionary Budget Authority by Fiscal Year



Discretionary Budget Auth. (2015-2017)	▲ 4.0%
Contract Spending (2014-15)	▲ 2.7%
Employment (2015-16)	▼ -0.1%

Total Employees (2016)	45,472
FY 2017 Budget Request	\$13,000M
FY 2017 IT Budget Request	\$3,269M

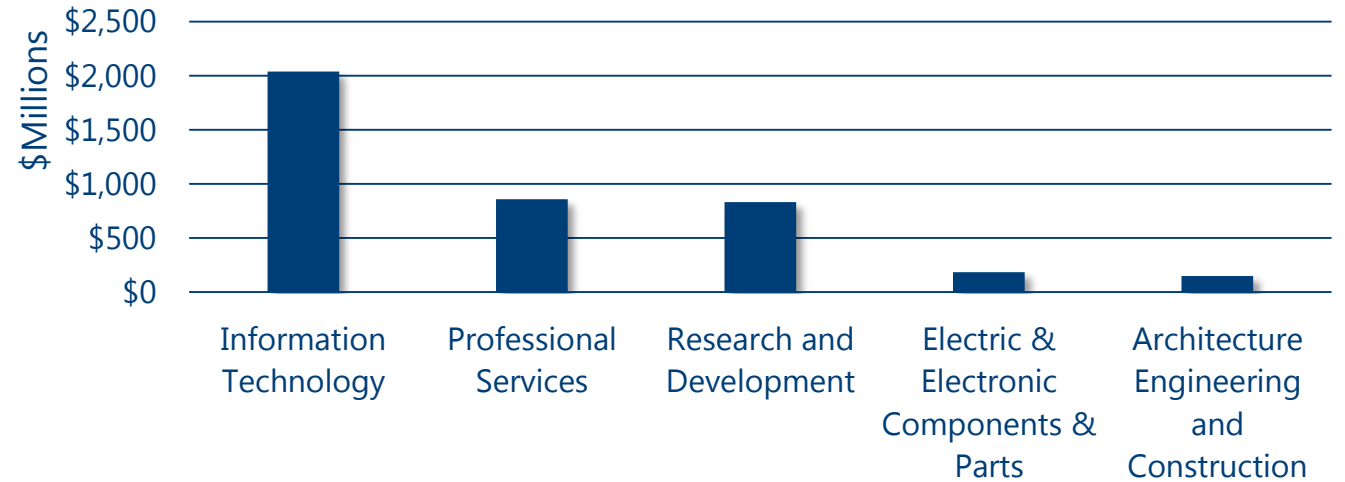
Source: [GovWin IQ Federal Agency Profiles](#)
Percentage data based on prior year comparisons.



Federal Aviation Administration Federal Spending Profile

- The dollars obligated through ITSS contributes to the Information Technology industry, which was the largest segment of spending with FAA in FY 2015
- In FY 2015 over \$30M in Task Orders were awarded under the ITSS contract, which comprised 1.5% of the reported spending under Information Technology

Top Segment Spending FY 2015 (Top 5 Only)



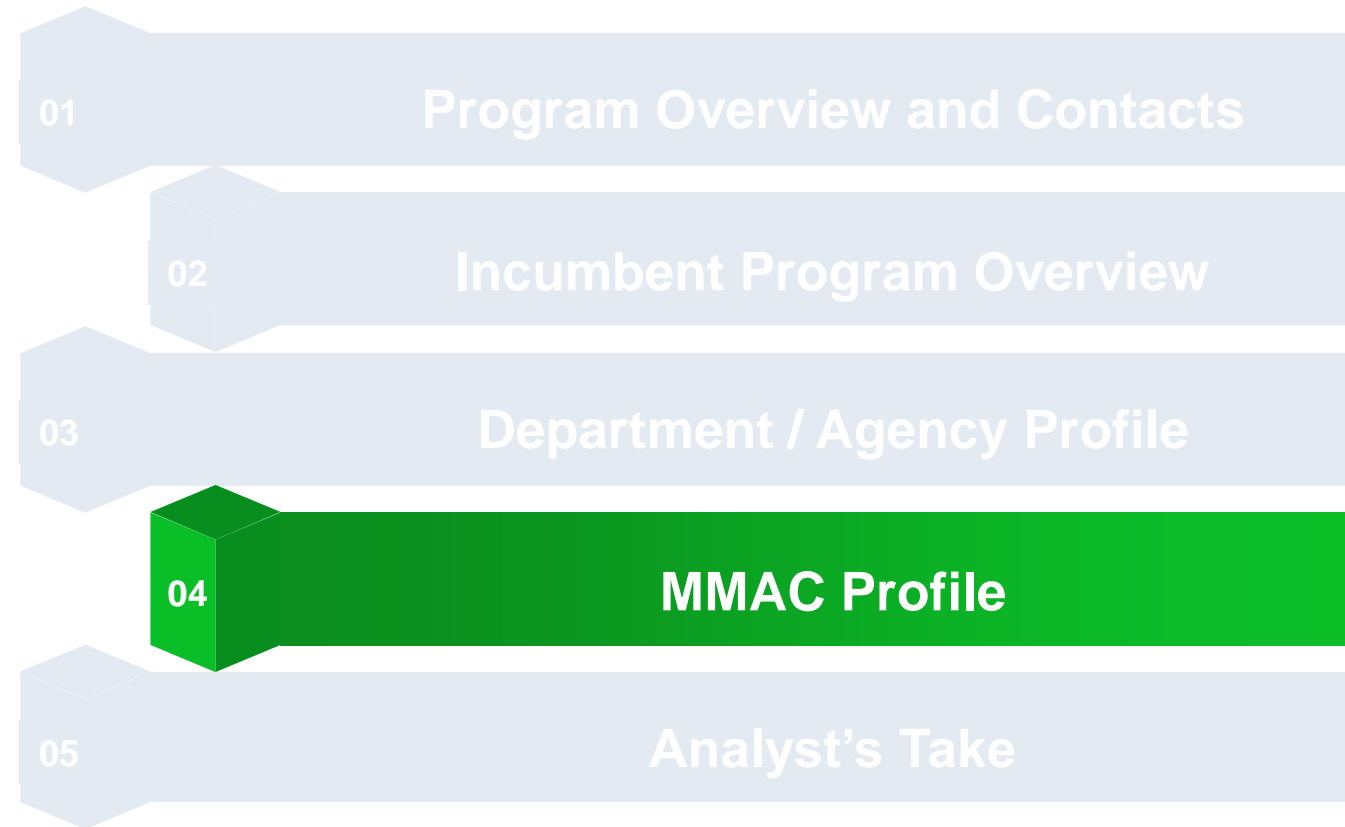
Segment	FY 2013 (\$M)	FY 2014 (\$M)	FY 2015 (\$M)
Information Technology	2,066	1,959	2,039
Professional Services	817	903	858
Research and Development	874	881	832
Electric & Electronic Components & Parts	126	104	184
Architecture Engineering and Construction	117	155	149

Source: GovWin IQ Federal Agency Profiles



MMAC Profile

- Mike Monroney Aeronautical Center Federal Spending Profile
- Mike Monroney Aeronautical Center Top Contract Vehicles
- Mike Monroney Aeronautical Center Top Contractors

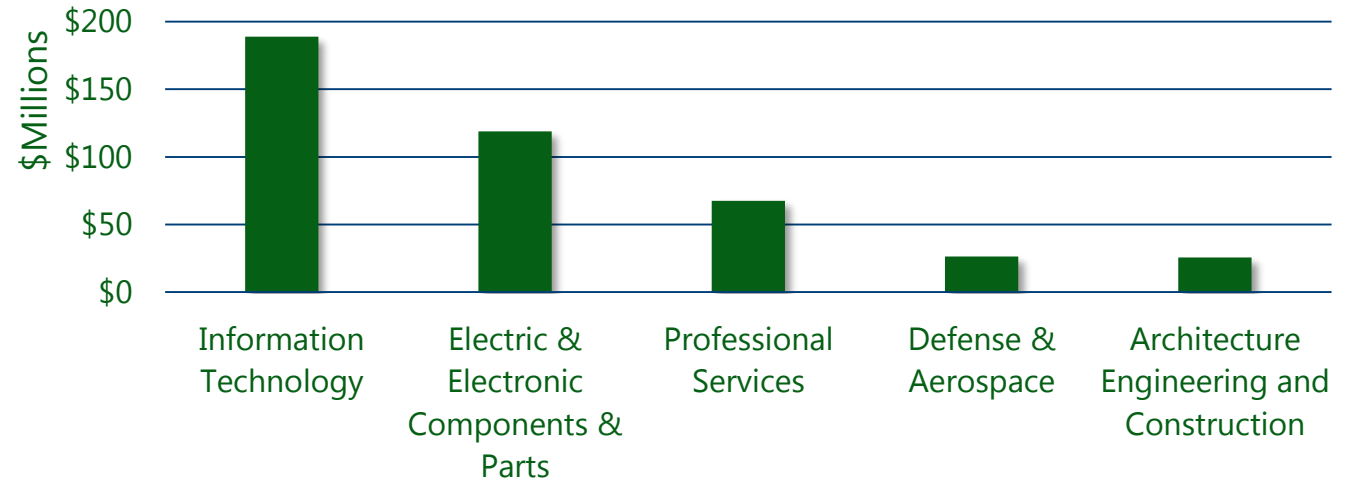




Mike Monroney Aeronautical Center Federal Spending Profile

- Like FAA, the Information Technology industry was the largest segment of spending with MMAC in FY 2015
- From FY 2013 to FY 2015, over \$87M in Task Orders was awarded under ITSS, which accounted for approximately 15.3% of the reported spending under Information Technology by MMAC during that period

Top Segment Spending FY 2015 (Top 5 Only)

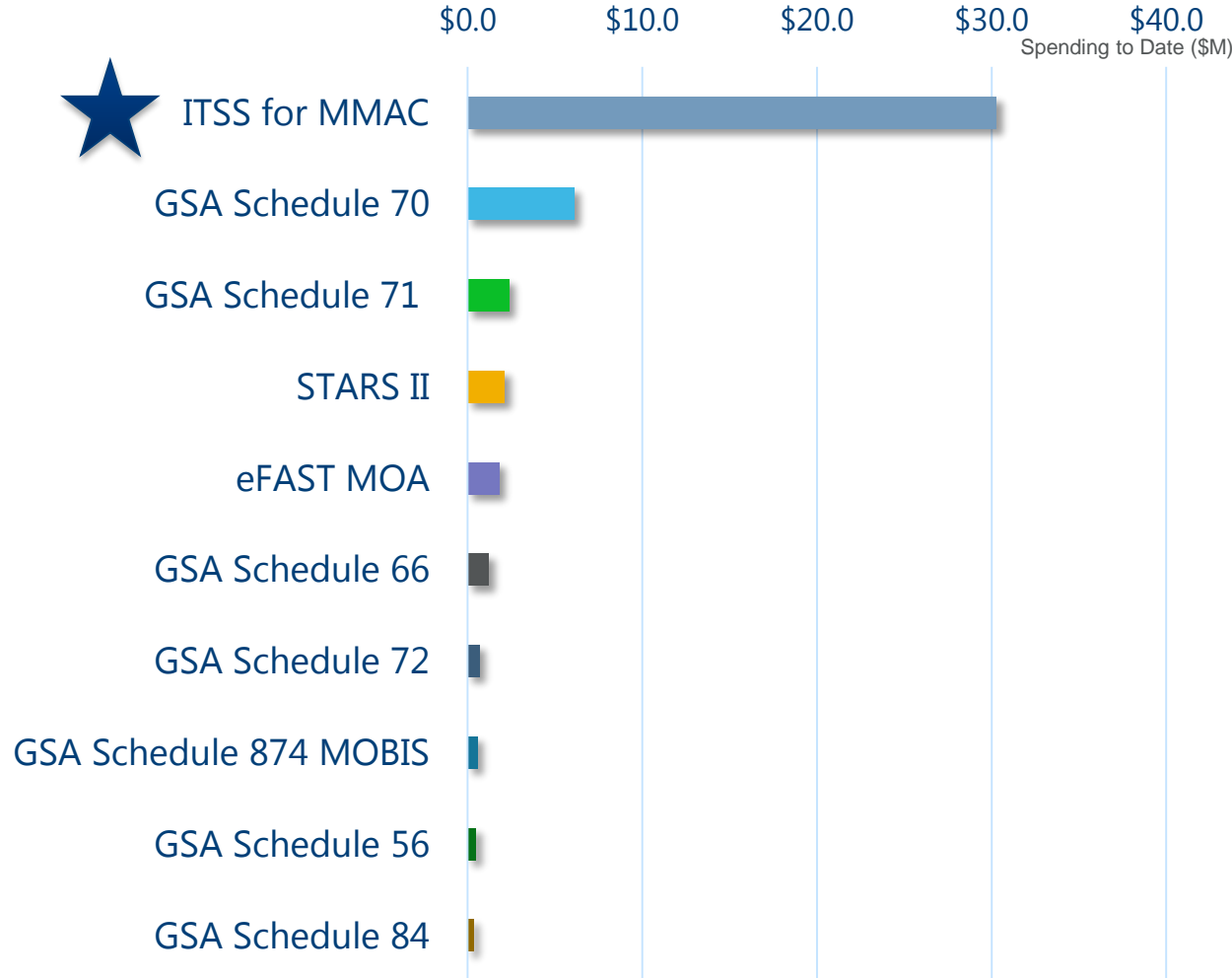


Segment	FY 2013 (\$M)	FY 2014 (\$M)	FY 2015 (\$M)
Information Technology	178	200	189
Electric & Electronic Components and Parts	97	71	119
Professional Services	94	91	68
Defense & Aerospace	24	23	26
Architecture Engineering and Construction	20	20	26

Source: GovWin IQ Federal Agency Profiles



Top Contract Vehicles FY 2015



Mike Monroney Aeronautical Center Top Contract Vehicles

- ITSS was the highest used contract vehicle by MMAC in FY 2015 (Sixth highest by the FAA)
- ITSS was the only contract vehicle out of the top 10 that is a single award IDIQ
- Spending under ITSS in FY 2015 was almost 5 times the total amount spent under the second highest contract vehicle by MMAC, GSA Schedule 70

Source: [GovWin IQ Federal Agency Profiles](#)



Top Contractors FY 2015



Mike Monroney Aeronautical Center Top Contractors

- Chickasaw Nation Industries holds the top spot for MMAC, primarily through its contract # DTFAAC13D00006 for National Airspace System Engineering and Support Services (NAS)
 - Deltek is tracking the follow-on to this 8(a) set aside under GovWin IQ Opportunity ID: [121982](#)
- Science Applications International Corporation (SAIC) ranked second on the MMAC's top contractors list, over \$30M was obligated to SAIC by MMAC in FY2015 (100% obligated under ITSS)

Source: [GovWin IQ Federal Agency Profiles](#)



Analyst's Take

- Why Does This Acquisition Matter?
- What You Need to Know





ITSS Analyst's Take

Why Does This Acquisition Matter?

- The Information Technology Support Service (ITSS) contract provides IT services for Mike Monroney Aeronautical Center (MMAC), Federal Aviation Administration (FAA), Department of Transportation (DoT), and other Federal agencies
- Though funded through DoT, the following agencies are among those receiving support through ITSS:
 - Government Accountability Office (GAO)
 - U.S. Securities Exchange Commission (SEC)
 - U.S. Commodity Futures Trading Commission (CFTC)
 - National Credit Union Administration (NCUA),
 - National Endowment for the Arts (NEA)
 - U.S. Consumer Product Safety Commission (CPSC)
- ITSS is a highly used program, over a \$150M has been obligated under this contract. Since FY 2013, ITSS has contributed to approximately 1.4% of the total IT spending for the FAA and 15.3% of the total IT spending for MMAC
- In FY 2015, ITSS was the 6th most used contract vehicle by the FAA and the most utilized contract vehicle by MMAC. Deltek anticipates that the follow-on will continue this trend



ITSS Analyst's Take

What You Need to Know

- A single contract award is expected
- The Solicitation will be released under Full and Open competition
- The Acquisition Strategy will employ a "Best Value" selection
- Spending has been consistent throughout the life of the contract. The average burn rate is approximately \$26M per year, 11.8% above its expected spending to date level
- During the previous competition, 25 unique companies attended the Pre-Proposal Conference. For the current competition, more than 80 unique companies attended the August 2016 industry day. While not all companies will be submitting a proposal as a prime contractor, interest in this requirement is very high among the contracting community
- Award Considerations:
 - Technical Capabilities, Expertise, and Proposed Understanding Requirement
 - Past Performance
 - Experience
 - Performance Risk
 - Cost/Price



Know More. Do More. With GovWin IQ



Sign up for a free trial today to find out how GovWin IQ can help your business and learn how to get access to:

- **Over \$2 trillion** in federal opportunities with 10,000 pre-RFP and forecasted opportunities,
- **More than \$60 billion** forecasted in 10,000+ state and local contract opportunities,
- Research and analysis reports to develop strategic and tactical plans for winning federal, state and local government business,
- Comprehensive labor rate pricing with unlimited custom rate analysis,
- Organizational charts for more than 400 federal agencies,
- Federal agency profiles for 1,200 federal organizations
- And so much more...