



# GLOBAL ISI / BIC-1TEAM (Best in Class) TEAM

Make the most out of

## SEC ONE OIT

\$2.5B (IDIQ)



Solicitation Number: 50310219D0006

**SEC ONE OIT** is a small business set-aside IDIQ to acquire any IT services-based solution, for any conceivable IT services-based requirement, including: Platform Application Management and Development, Business Solution Delivery, IT Infrastructure Management, Information Security, Data Management, IT Governance, and Technology Business Management.

### The Global ISI (Integrated Systems) Team

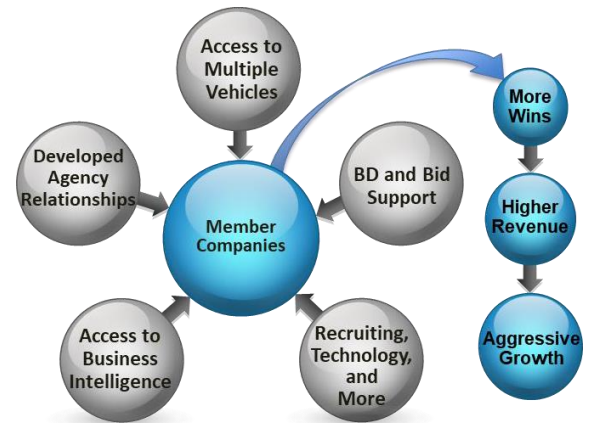
**Global ISI:** Integrated Systems, Inc. (ISI) successfully engages our U.S Government Agency and industry customers with efficient IT solutions and services that add value to the mission and business areas. We have a passion for better results. Our comprehensive suite of offerings come from our core Management / Business Consulting, Systems Engineering / Software Development and IT Governance disciplines—we are a proven small business that provides world-class service comparable to larger, more expensive competitors.

### Service Channels Covered

ISI's Team consists of Team Members with breadth, depth and Past Performance in all, seven (7) Service Channels.

1. Application Management and Development (PLATFORM)
2. Business Solutions Delivery (NON-PLATFORM)
3. IT Infrastructure and Operations Management
4. Information Security
5. Data Management
6. IT Governance
7. Technology Business Management

### SBA Certified Small Businesses helping each other succeed!



Global ISI's Team is a powerful bidder on this IDIQ, due to our focus on agency relationships, business intelligence, Key and SME recruiting, government marketing, early identification of opportunities and proven, systematic processes to deliver superior, integrated, IT solutions.



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# Global ISI's / BIC-1 (Best in Class) Team

## (SAMPLE) Partner Role assignment against Competencies and Certifications:

Companies	Team Member Capability Focus							
	1	2	3	4	5	6	7	8
	Application Management and Development (PLATFORM)	Business Solutions Delivery (NON-PLATFORM)	IT Infrastructure and Operations Management	Information Security	Data Management	IT Governance	Technology Business Management	
1	ISI (Prime)	X	X	X	X	X	X	
2						X	X	
3		X						
4		X						
6		X	X		X	X		
5				X				
7		X	X		X			
8			X	X			X	

Team Member Capability Focus
App Mgt, Bus Solutions, IT Infrastructure, IT Security, Data Management, IT Governance
IT Governance, Technology Business Management
Business Solutions Delivery (Non-Platform)
Application Management
Application Management, Business Solutions Delivery, Data Management, IT Governance
Information Security
Application Management, Business Solutions Delivery, Data Management
IT Infrastructure, Operations Management, Technology Business Management

### Teaming Agreement

The **Teaming Agreement (TA)** provides an umbrella to support the **inclusion of diverse, set-aside companies**, with a **wide range of capabilities and capacities**, to provide complete coverage of the SEC One OIT vehicle. The **Prime** will have a minimum **workshare of 51%**, with a minimum **revenue share of 40%**, with all other Team Members having a combined workshare of up to, but less than **49% or less** per Opportunity pursuit, as required for a Prime/Sub-Team.

### Contribution

A Team Member's "**Contribution**" is defined through our Gate Process and registration of Agency/Program PM's and Buyer organization's CORs. Team Member Contribution will be based upon their Strategy & Forecast Planning, Opportunity ID Registration, Call Plan Transparency, OCI avoidance, Solutioning Participation, and other factors.

### Retainer

The Business Model is a retainer-based engagement with STAHL Consulting providing **professional services** such as **BD, capture, administration, marketing, recruiting, proposal support**, and more to the Team. Retainers are monthly fee-based, dependent on the Member Tier Level, plus three percent (3%) of the Gross Award amount, paid by the PRIME. STAHL is targeting a *minimum* of **\$100M** in total awarded contracts over five (5) years. The retainer allows for each Team Member to **participate in up to 49%** of the workshare on individual Task Orders as a **Subcontractor** to the **Prime**.

### The iPMO™, PrePMO™, and ePMO™ Difference

STAHL Consulting serves as the Program Manager, Administrator, Coordinator, and Developer for the Team. The **Integrated Program Management Office™ (iPMO)** acts as the bridge between our team and the government to build and maintain relationships within the Agency, including PMs, to enhance the reputation of our Team through calls, meetings, mailings, agency marketing, and more to build a brand and put our Team in the minds of the government early and often. The **iPMO** then works with our **PrePMO** to position our Team; identify and vet potential opportunities (advertised and unadvertised); recruit Keys & SMEs; help develop solutions, support proposal development, and much more. Our **PrePMO** is also prepared to support the Team in proposal management, coordination, writing, reviews, etc. Finally, our Enterprise PMO™ (**ePMO™**) supports the Channel Team with tools, technology, processes, and communications to enhance the potential and win rate of the entire Team.

Note: This is not an offering. Final documents such as the Teaming Agreement, Policies, Business Model, Contracting Service Agreement with STAHL, etc. supersede any information provided in this discussion document.

### Workshare

Contribution, Workshare, and Revenue go hand-in-hand with Team Member potential outcome, above and beyond the minimum goals represented for this program. **Contributions are measured metrically** to the Team's success and reported to all members. (Exceptions being the 40% mandatory Prime Revenue and 51% ownership, which are fixed.)

### Sole Source

Strategy, Forecasting, and Agency Planning involve a large-scale STAHL initiative to **drive opportunities for Awards** to the Team. This initiative will drive higher margins, with lower or no competition to the Team.

### TO Pipeline and Constellation Coverage

Forecasted **Pre-RFP**, STAHL's **iPMO**, and the **Channels Administrator** will drive the Task Order (**TO**) **Selection Process**, which involves the following criteria: Larger Complex Programs + Dollar Size + Your Past Performance (DNA) + Contribution + Agency Adjacency + Core Constellation Areas + Workshare Solution.

### Taxation

There are no taxes directly tied to the TA. Taxation will be paid by each member in direct proportion to the actual work they perform.

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Features	Benefits
* \$2.5B program ceiling and five-year base period with one, five-year option	* Allows for long-range planning of large-scale program requirements
* Sole Source Task Orders up to \$4.5M	* Enhanced opportunities for small business firms
* Contract types include: Fixed Price, labor hour, and time and material terms	* Offers flexibility of contract types to mitigate risk
* Seven (7) Service Channels	* Offers access to a pool of BIC contractors, with extensive industry credentials
* ISO 9001; 20000, 27000, 27013 DoD 8750 Certified Personnel, PMP, ITIL, FISMA, NIST, CCNA CISCO, CISA, Exceptional CPAR Rating	* Facilitates integrated IT solutions
* Access to exceptional qualified small business industry partners (DNA approved)	* Enables federal clients to earn small business credit
* Pre-competed, easy-to-use contract, with streamlined ordering procedures, based on FAR 16.505	* Saves time and money by reducing procurement lead time
* Complimentary scope compatibility reviews	* Systematic processes promote contract compliance and reduced audit risks
* Minimizes protest risk and supports timely order award for optimal mission support	* FAR 16.505 Fair Opportunity process supports best value awards

### STAHL Professional Services for Administration and Support Aimed at Winning More TOs

We provide a wide range of services to our consortium companies and, importantly, we are systems, process and metrics based to provide what government wants.

Our comprehensive, systematic process includes:

- building & maintaining relationships with specific Agencies and AQM Offices
- continually researching & monitoring current & future competitive landscape
- screening Task Orders, selecting, and bidding only on the Task Orders that are a 'Best Fit' to our Team and the Agencies we serve. We are proactive, not reactive. We know what is coming and we are prepared to respond immediately upon release of the Solicitation.
- supporting the Team to deliver professional, comprehensive proposals, working with you, that not only meet the broad range of services, capabilities and capacities required by AQMs, but deliver our services with superior quality, in a systematic manner.
- providing ongoing services throughout the life of contracts to help ensure contract compliance.

- STAHL's integrated marketing, proposal, project, and process management package:

- builds ongoing business relationships
- drives new business to Team Members
- delivers quality proposals, and high award rates
- provides project management tools, metrics and compliance reporting

- STAHL has an ongoing relationship with Global ISA, the Prime, with whom we have won contracts.
- STAHL is concentrating on large, integrated solutions that individual, small companies cannot provide. This helps us achieve a 33+% Award Rate and our target of \$100M+ in Awards, over 5 years.
- Being part of our STAHL Channel opens the door for companies to join multiple government vehicles and direct Awards where they qualify.
- Team Members have access to all Team Members and out-of-network companies that want to hire our Team to perform work for them.

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