

Vehicle Name

USACACFL-ARMY-W6QM-17

- **Customer: Army (MICC)**
- **Gate: '0'**
- **Step: "0"**
- **CRM: USACACFL-ARMY-W6QM-17**
- **CIT-Sector: Christopher Stahl**

All STAHL USA developed tools, processes, and documents are subject to ©Copyright by STAHL USA and restricted to authorized usage.

Location: Remote Location
Date: 4/26/21

Client Relationships



Level:	Trusted Vendor	Basis:	Organizational:	Basis: Market
History: STAHL and companies in its channel have good relationship with this agency and the core buying office branch. Alliances will bring a strong GAP Analysis from our Channel.				

Core then Adjacency



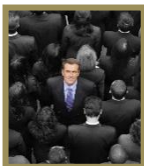
Core:	SYS/SW Integration	Mission Applications	Adjacency:	Current COR
Description: Companies in STAHL channel have past performance in some areas of the scope of work mentioned in the PWS. STAHL will look for the companies outside of its channel who are adjacent to the buyer so that we can become adjacent in all the areas of requirement.				

Prime vs. Sub



Intent:	Prime	Basis:	<i>Strong Past Performance in functional areas of the PWS</i>	
Dependencies: The Prime is teamed with BIC-1 JV that is made up of several companies that cover all functional requirements under the GAP Analysis.				

Primes Differentiation



Level:	High	Area(s):	Tech/Mgmt	Elements:	Methodology	Staffing
Description: Solution is developing through the Master GAP analysis and the functional performers under the PWS are being called out for their unique differentiation and properties for this response.						

Opportunity Overview

Opportunity:	United States Army Combined Arms Center (CAC) Support Services for the Training and Doctrine Command (TRADOC) and Fort Leavenworth (USACACFL)			New/Recompete:	(R)	CRM #:	USACACFL-ARMY-W6QM-17
Acquirer:	Army (MICC)			Incumbents:		Solicitation No #:	
End User(s):	U.S. Army Training and Doctrine Command (TRADOC), United States Army Combined Arms Center and Fort Leavenworth (USACACFL)			Contract Vehicle:		Contract Type:	MA IDIQ
Location/Place of Performance:	Ft. Leavenworth, KS and other locations as delineated on individual TOs			Acquisition Type:	Small Business		
Prime Interest:				Acquisition Basis:			
Prime (P):	BIC-1, LLC	Sub Value:	(49%)	NAICS/PSC:	541690/R408	PWin Change:	
TOT Value:	\$150 Million (Est.)	(P) Value:	(51%)	Opportunity Stat:	Sources Sought	RFI/SS:	
TOT FTE:		(P) FTE:		Draft RFP:		Industry Day:	
Sector:	Defense	Channel Team:	TBD	Final RFP:	TBD	Prop Due:	
OPS Exec:	(Thomas Graup)	ACCT Exec(iPMO):	Deepti	Orals:		BAFO Due:	
Capture Exec:	(Chris Stahl)	Prop Lead:	TBD	Award Date:	TBD	Start Date:	
B&P Estimate:	Unanet T&E	PrePMO:	(Deepti & Richi)	POP (Period of Performance):	5 Years		
Anticipated Personnel Clearance	Yes			Anticipated Facility Clearance	SECRET Facility Clearance		

Brief Program and Scope Description: The Mission and Installation Command (MICC) – Fort Eustis is issuing this sources sought notice as a means of conducting market research to identify potential qualified small business firms having an interest in, and the resources to support, the requirement for the U.S. Army Training and Doctrine Command (TRADOC), United States Army Combined Arms Center and Fort Leavenworth (USACACFL), Kansas. The contractor shall provide technical support services necessary to accomplish USACAC mission requirements.

The contractor shall provide technical support services necessary to accomplish USACAC mission requirements. Individual TOs are expected to include work that will require performance in one, or a combination of, the following functional areas:

1. Publications and Doctrine Development
2. Training, Education, & Exercise Development, Management, & Support.
3. Capability Development
4. Leader Development
5. Data Collection, Scenario and Analysis
6. Research, Studies and Analysis
7. Knowledge Management
8. Command Communication

The associated fields of work listed for each functional area provide a general indication of the work to be performed. However, work may be required outside of those listed that are still within this contract's intended scope of work.

Government Software: The Government will provide software to contractor personnel who perform at the government site necessary for the accomplishment of work assigned under task orders. The Contractor shall submit data in a format compatible with standard office software tools. Additions and exceptions, if any, will be identified in individual TOs. The following list includes some of the Application suites currently in use:

FUNCTION	SOFTWARE	VENDOR
Operating System/ Environment	Windows 10 Enterprise	Microsoft
Databases	Access 2016	Microsoft
Electronic Mail	Outlook 2016	Microsoft
Briefings and Graphics	PowerPoint 2016	Microsoft
Spreadsheets	Excel 2016	Microsoft
Word Processing	Word 2016	Microsoft

The contractor shall possess and maintain a SECRET facility clearance from the Defense Security Service (DSS) prior to commencing work on any task order that requires a security clearance, and must maintain the level of security required for the life of the contract and all applicable task orders. The offeror must be eligible for a SECRET facility clearance at the time of proposal submission.

The CAC MAIDIQ labor categories have been mapped to the Office of Management and Budget's (OMB) Standard Occupational Classification (SOC) for which the Bureau of Labor Statistics (BLS) maintains compensation data. Labor categories are further defined as Associate, Intermediate, and Senior based on years of experience, education, and duties/responsibilities as follows:

Associate: Up to 5 years' experience and a BA/BS degree. Responsible for assisting more senior positions and/or performing functional duties under the oversight of more senior positions.

Intermediate: 5 to 10 years of experience and a BA/BS or MA/MS degree. Typically performs all functional duties independently.

Senior: Over 10 years of experience and a MA/MS degree. Typically works on high-visibility or mission critical aspects of a given program and performs all functional duties independently. May oversee the efforts of less senior staff and/or be responsible for the efforts of all staff assigned to a specific job.

Subject Matter Expert (SME): An individual whose qualifications and/or particular expertise are exceptional and/or highly unique. Subject Matter Experts do not have specific experience/education qualifications, but are typically identified as recognized leaders for a given area of expertise.

Subject Matter Experts typically perform the following kinds of functions: Initiates, supervises, and/or develops requirements from a project's inception to conclusion for complex to extremely complex programs; Provides strategic advice, technical guidance and expertise to program and project staff; Provides detailed analysis, evaluation and recommendations for improvements, optimization development, and/or maintenance efforts for client-specific or mission critical challenges/issues; Consults with client to define need or problem, supervises studies and leads surveys to collect and analyze data to provide advice and recommend solutions.

Contractors may deviate from the definitions above when responding to task order solicitations so long as the deviations are clearly identified in their task order proposal. For example, a Contractor might label a position as "Senior", but the position does not require a MA/MS degree.

Likewise, a Contractor might label a position as "Junior" even though the position requires more than 5 years' experience. Deviations shall be clearly identified in proposals submitted in response to task order solicitations.

Specified Labor Categories: Each identified SOC Number, Title, and Functional Description encompasses four (4) labor categories: Associate, Intermediate, Senior, and SME.

Additional information about, and illustrative examples of, each SOC Title are available below:

- Administrative Services Manager
- Training and Development Manager
- Education Administrators, Postsecondary
- Project Management Specialist
- Management Analyst
- Meeting, Convention, and Event Planner
- Training and Development Specialist
- Business Operations Specialist – Other
- Operations Research Analyst
- Data Scientist
- Cartographer and Photogrammetrist
- Survey Researcher
- Industrial-Organizational Psychologist
- Sociologist
- Anthropologist
- Historian
- Social Science Research Assistant

- Area, Ethnic, and Cultural Studies Teacher, Postsecondary
- Political Science Teacher, Postsecondary
- Psychology Teacher, Postsecondary
- Education Teacher, Postsecondary
- Communications Teacher, Postsecondary
- History Teacher, Postsecondary
- Postsecondary Teacher - Other
- Tutor
- Librarian and Media Collection Specialist
- Instructional Coordinator
- Teaching Assistant, Postsecondary
- Special Effects Artist and Animator
- Graphic Designer
- Public Relations Specialist
- Editor
- Technical Writer
- Writer and Author
- Photographer
- Camera Operator, Television, Video, and Film
- Film and Video Editor
- Desktop Publisher