

HUNTINGTON-INGALLS (HII) / BIC-1(Best in Class) TEAM

Make the most out of

U.S. ARMY CAPS-01

>\$750M ARMY IDIQ



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Solicitation Number:

U.S. Army CAPS-01 (CONTINGENCY APPLICATIONS PROGRAM SUPPORT). Army Support Command, CCDC C5ISR Center's primary mission is to support our Nation's Warfighter by providing the most flexible, responsive, innovative and diverse set of capabilities, assets and services throughout the Army. The current requirement is to provide specialized personnel, systems, equipment, facilities and expertise to help support that mission. This operational insight provides tactical and strategic alternatives for mission success and mitigates the risk of surprise attacks.

The HII Team

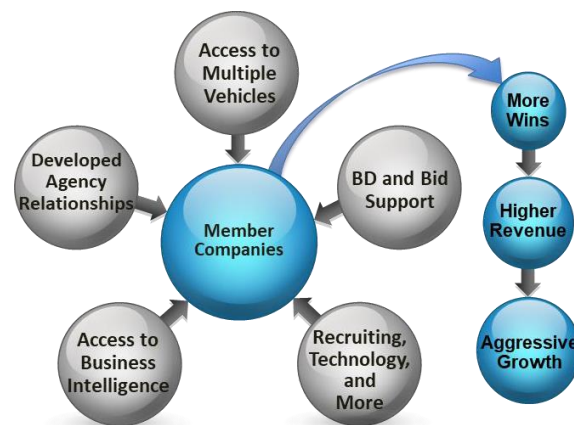
Huntington-Ingalls Industries (HII) is a global engineering and defense technologies provider. With a 135-year history of trusted partnerships in advancing U.S. national security, HII delivers critical capabilities ranging from the most powerful and survivable naval ships ever built, to unmanned systems, ISR and AI/ML analytics. HII leads the industry in mission-driven solutions that support and enable a networked, all-domain force. Headquartered in Virginia, HII's skilled workforce is 44,000 strong. HII provides security solutions to government and commercial customers worldwide, providing services in Cyber & Electronic Warfare, Fleet Sustainment - C5ISR maintenance, modernization and integrated product support, Intelligence, Surveillance & Reconnaissance,

All Requirements are Covered

HII's Team consists of Team Members with breadth, depth and Past Performance to meet all Requirements.

- All Required Software Environments
 - Artificial intelligence / machine learning (AI/ML) algorithms
 - Networks that share data between various platforms (soldier borne, vehicle borne, and airborne) and standalone systems
 - Sensor fusion
 - Real-time data processing and display
 - Pattern recognition
 - Augmented reality
 - Modeling and Simulation
- Reporting Requirements and Deliverables
- Service all Installations across the U.S. (CONUS) and outside the United States (OCONUS)
- Provide Personnel with required Security Clearances at the Facility and Personal Level.

SBA Certified Small Businesses helping each other succeed!



HII's Team is a powerful bidder on this IDIQ, due to our Program Managed Team and 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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HII / BIC-1 (Best in Class) Team

(SAMPLE) Partner Role assignment against Competencies and Certifications:

EXAMPLE GAP							
Companies	(AI/ML) algorithms	Network Sharing and Standalone Systems	Sensor fusion	Real-time data processing and display	Augmented reality	Modeling and Simulation	
1	HII (Prime)	X	X	X	X	X	X
2			X				X
3			X	X			
6		X	X			X	X
4		X					
5					X		
8				X	X		
7		X	X			X	

Team Member	Capability Focus
	AI, Networks, Sensor Fusion, RT Data Processing, Augmented Reality, Modeling/Segmentation
	Networks, Modeling/Segmentation
	Networks, Sensor Fusion
	AI, Networks, Augmented Reality, Modeling/Segmentation
	AI
	RT Data Processing
	Sensor Fusion, RT Data Processing
	AI, Networks, Augmented Reality

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 IDIQ. 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. A Team Member's 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
* >750M program ceiling and five-year base period with one, five-year potential option	* Allows for long-range planning of large-scale program requirements
* Sole Source Task Orders up to \$4.5M	* Enhanced opportunities for current, expiring, and expired 8(a) firms
* Contract types include: Fixed Price, labor hour, and time and material terms	* Offers flexibility of contract types to mitigate risk
* Two (2) Areas: Mission Support and Technical Support	* Offers access to a pool of BIC contractors, with extensive industry credentials
* CMMI-SVC Level 3, Registered Provider Organization of the CMMC Accreditation Body (CMMC-AB), ISO 9001; 20000, 27000, 27013 DoD 8750 Certified Personnel, PMP, ITIL, FISMA, NIST, CCNA CISCO, CISA, Exceptional CPAR Rating	* Facility integrated IT solutions
* Access to exceptional qualified 8(a) small business industry partners (DNA approved)	* Enables federal clients to earn 8(a) 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 reduce audit risks
* Compliance with Section 843 of the National Defense Authorization Act (NDAA) of 2008 and Section 863 of NDAA 2009	* FAR 16.505 Fair Opportunity process supports best value awards
* No protest on orders under \$4.5M, except on the grounds that the order increases the scope, period, or maximum value of the IDIQ	* Minimizes protest risk and supports timely order award for optimal mission support

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 worked with the Prime, HII, and won contracts with them.
- STAHL concentrates 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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