



Accelerating the Path to Award

AFCEA Belvoir Industry Days

May 6, 2025



 **SPEED. EFFICIENCY. EXCELLENCE.**

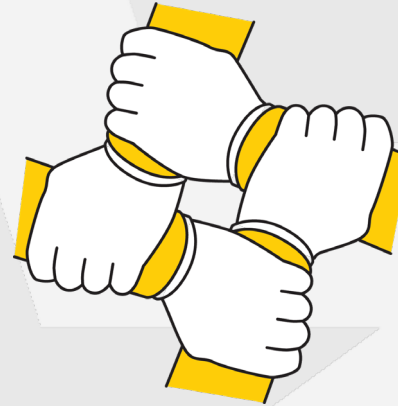
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THE PATH TO SUCCESS: WHAT INDUSTRY CAN EXPECT



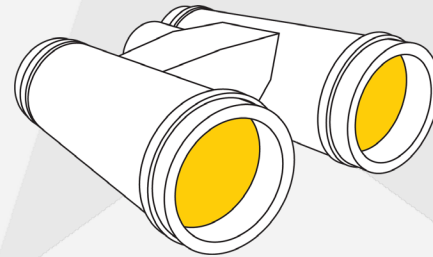
The rules are changing



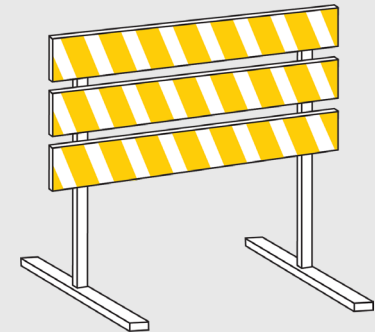
The Army is forming a federated approach



Shorter lead time on notice



Be proactive with capability solutions



Understand the obstacles and security requirements

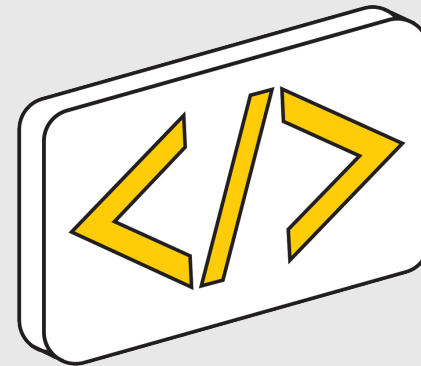
HOW WE'RE ACCELERATING



Army Open Solicitation (AOS)



Enterprise Contracts










Low Code, No Code



Small Business Innovative Research (SBIR)

ENTERPRISE CONTRACT VEHICLES AT A GLANCE



	HARDWARE		SOFTWARE			SERVICES	
	 ADMC-3 Army Desktop Mobile Computing - 3 For office hardware	 ITES-4H Information Technology Enterprise Solutions - 4 Hardware For commercial hardware commodities and total solutions	 Enterprise Agreements J/ELAs - Joint/Enterprise License Agreements For ELAs, SaaS offerings and J/ELAs, legacy agreements	 ITES-SW2 Information Technology Enterprise Solutions - Software 2 For licenses where enterprise agreements don't exist (Computer-aided design)	 AOS Army Open Solicitation For Agile capacity in coding, developing, engineering	 ITES-3S Information Technology Enterprise Solutions - 3 Services	 MAPS Marketplace for the Acquisition of Professional Services For knowledge-based professional services and support the Army enterprise infrastructure and infrastructure goals with IT services worldwide
Period of Performance	06 MAR 2020 – 05 MAR 2030	19 SEP 2025 – 18 SEP 2035	Varies per agreement	31 AUG 2020 – 30 AUG 2030	Open in perpetuity until canceled. Calls for Solutions are issued for limited periods.	25 SEP 2018 – 24 SEP 2027	10-year ordering period (5-year base, 5-year option)
Ordering	Request For Quote (RFQ) & Consolidated Buy (CB) Tool Reverse Auction (RA) Tool	Request For Quote (RFQ) Reverse Auction (RA) Tool	Request For Quote (RFQ) Reverse Auction (RA) Tool	Request For Quote (RFQ) & Consolidated Buy (CB) Tool Reverse Auction (RA) Tool	TBD		Request for Proposal (RFP) Tool
Objective	Provide commodity and replacements of desktops/notebooks, workstations, tablets, thin clients and more to the Army, DoW and federal	Provide end to end solutions and commodity buys (incidental software and services) for the Army, DoW and Federal	Consolidate Army software requirements at the enterprise level to achieve better buying power and asset management	Provide software, maintenance and related incidental hardware/ services for Army, DoW and Federal	To rapidly acquire and deliver innovative commercial and R&D solutions to the Warfighter, supporting all Army Mission Areas and reviving the industrial base.	Provide services solutions compliant with the Army approved standards	Designed to provide a comprehensive and flexible framework for the Army's acquisition of knowledge-based professional services
Scope	Purchase of hardware through the consolidated buy periods to standardize IT configurations across the Army	Buy, Lease or on a Consumption Basis of hardware with incidental software or services	Purchase software through agreements negotiated with OEMS/Resellers achieving best pricing and items and conditions for the Army	Buy software across 14 catalogs to include IT Utility & Security, Modeling & Simulation, Audio Visual, Programming & Development	Spans all Army mission areas. Example areas include Intelligence, Electronic Warfare, Sensors, Enterprise Business Solutions, Tactical Communications and more..	Buy services in task areas such as Program Manager, Quality assurance Analysis, Help Desk support, etc.	Knowledge-based support services spanning 5 domains, each with a different NAICS code. Primarily for enterprise solutions
Ceiling	\$5B	\$10B	Varies per agreement	\$13B	Not Specified	\$12.1B	\$50B Ceiling
Awards	9 (6SB)	49 (39SB)	Varies per agreement	28 (8SB) awards	Multiple awards are anticipated through two methods: ACG and Call for Solutions.	114 (47 SB)	350 Total (70 per domain)
NAICS	334111	334111	513210	Multiple	Not specified. Offerors are to propose an appropriate NAICS code.	Multiple (x5)	Multiple (x5)
Type of Contract	MA IDIQ	MA IDIQ	Firm-fixed Price (Funding is contract dependent)	MA IDIQ	Fixed-Price, Cost-Type, and Other Transactions (OTs).	MA IDIQ	MA IDIQ
Source	Mandatory	Mandatory	Mandatory	Mandatory	Unrestricted	Mandatory	Preferred
Status	Active	Active	Active	Active	Active	Active	Coming Soon - Final RFP was released 3QFY26

A★S

Army Open Solicitation

