

# Top 10 Civilian Business Opportunities for FY 2015

**GovWin**  
from Deltek

**October 2014**

**Deltek Federal Information Solutions**

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- **Deltek Content:** GovWinIQ Federal Opportunities as of September 2014. This report is based on data available at that point in time; solicitation dates, values, and statuses may have changed since then.
- Federal Procurement Data System (FPDS) spending data reported as of September 2014.

Note: This report was originally published October 2, 2014. An edited version was published on October 7, 2014 to reflect government announcements about T4NG.

# Purpose of This Report

Every October, Deltek identifies and assesses the top 10 federal contract opportunities with civilian agencies for the new fiscal year.

The FY 2015 Top 10 civilian opportunities' total contract value is more than **\$122 billion**, consisting of prime contract opportunities from a variety of agencies and industry segments.

This report reveals key trends and patterns in the procurements as compared to prior years to assist vendors in their business development.

## Deltek's GovWin Solutions



Win



Market Opportunity  
Research & Analysis



Task Order Management  
& Teaming



CRM & Capture  
Management



Social  
Business Development



# Report Methodology

## Methodology

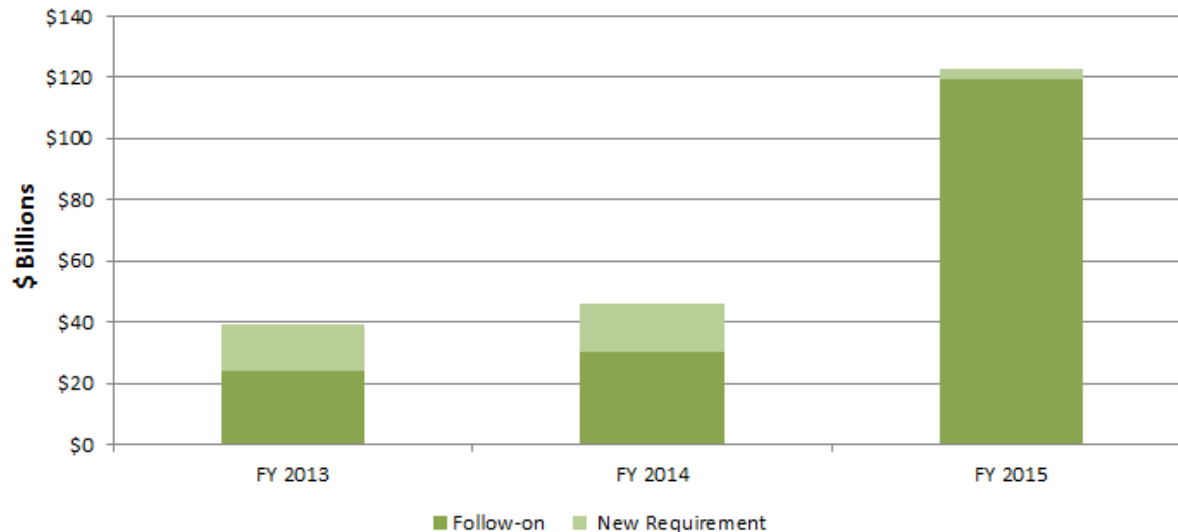
- Drawn from Deltek's GovWin IQ Federal Opportunities database tracking more than 16,000 active opportunities
- Vetted by Deltek's team of analysts to identify bellwether opportunities for the coming fiscal year
- Determined by total expected contract value or the anticipated ceiling value
- Includes professional, engineering, information technology (IT) and architecture, engineering & construction (AEC) services related opportunities
- Estimated solicitation dates in fiscal year 2015

## Things to Remember

- Deltek RFP estimate dates are based on our analysis of the earliest potential RFP release date by the government to ensure industry does not miss any procurement activity. As a result, dates will frequently shift as the government solidifies its acquisition plans.
- The assigned values may vary between published values, government estimates and Deltek estimated values. For its estimated values, Deltek reports the highest possible contract value for any opportunity.
- The report is intended to be viewed in presentation mode for better readability and hyperlink enablement.

# Deltek's Take: Total Value of Top 10 Civilian Opportunities is Up in FY 2015

Total Value of Top 10 Civilian Opportunities  
Follow-on vs. New Requirement by FY

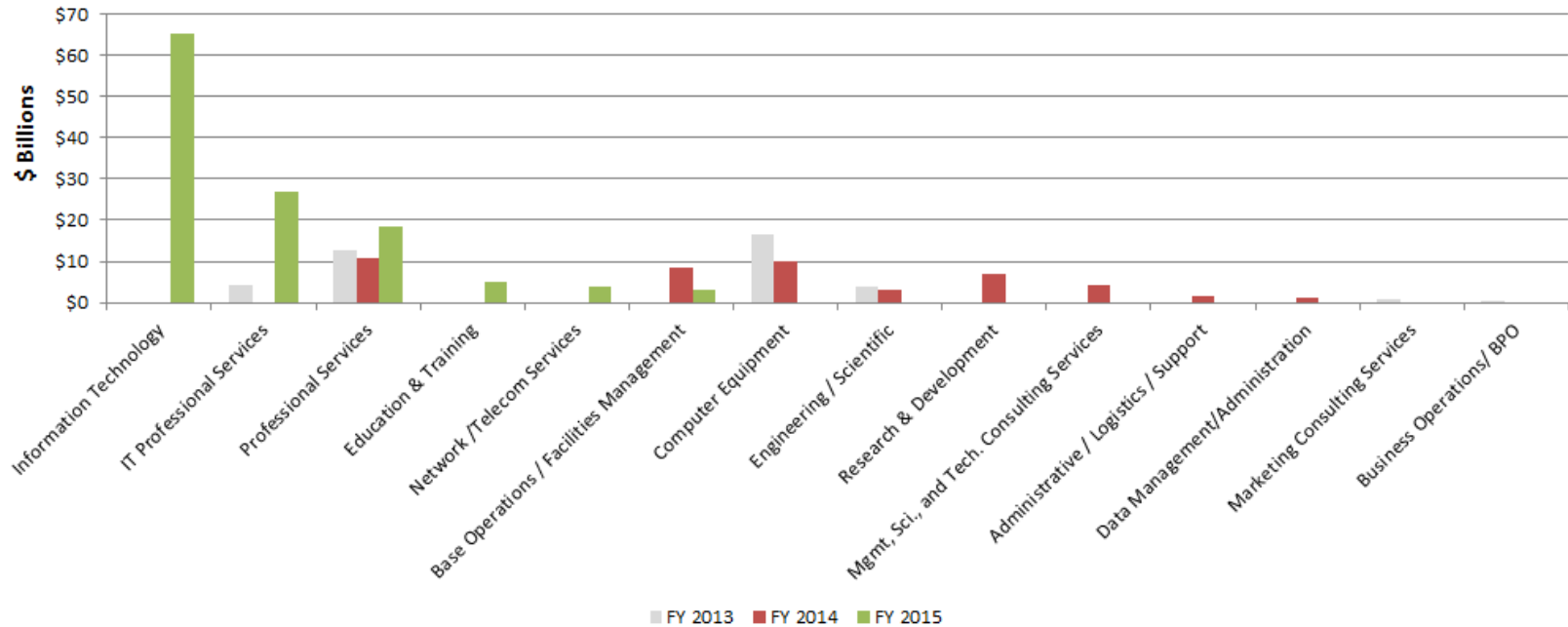


## FY 2015 Top 10 civilian opportunities total over \$122 billion

- ❖ The total contract value is more than double that of the FY 2014 Top 10 civilian opportunities combined value, \$46.2B.
- ❖ Unlike previous years, only 2% of the Top 10 civilian opportunities combined value is associated with a new requirement. New requirements accounted for 39% and 35% of Top 10 civilian opportunities contract value in FY 2013 and FY 2014, respectively.
- ❖ Civilian follow-ons in FY 2015 include large contract vehicles like GSA's Alliant II Unrestricted, Alliant II Small Business, and VA's T4 Next Generation.

# Deltek's Take: Information Technology Rebounds

Total Value of Top 10 Civilian Opportunities  
By Primary Requirement and FY

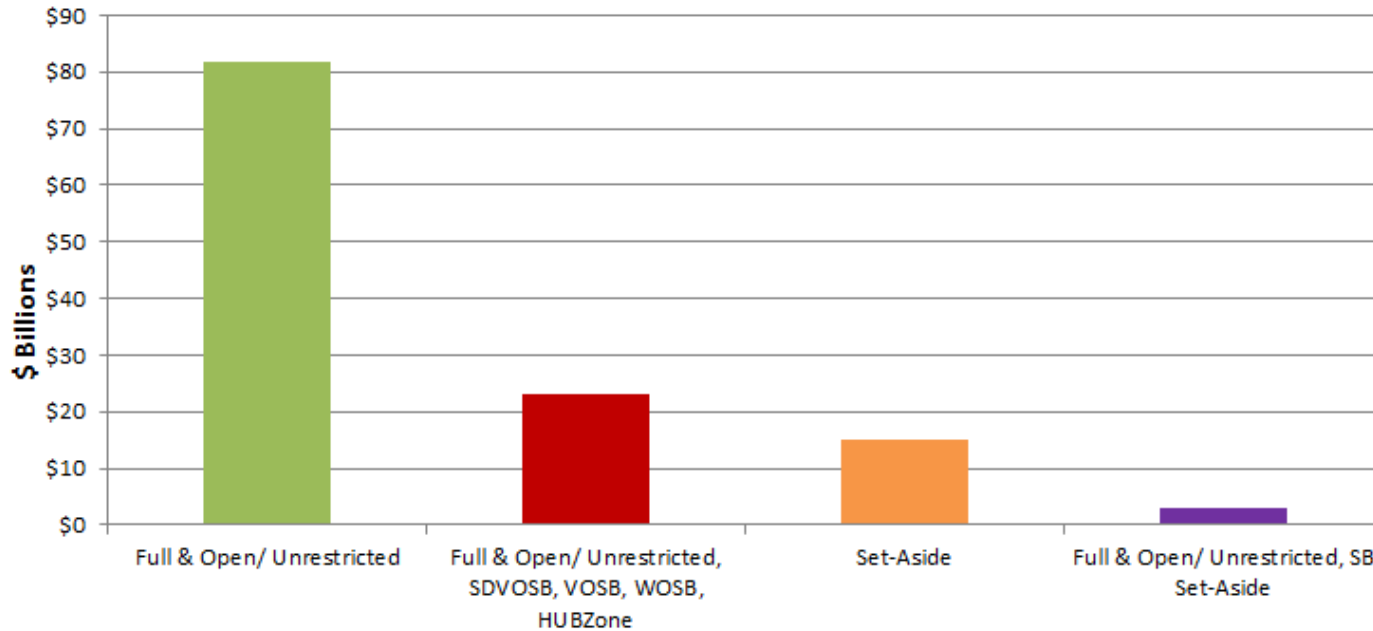


**Information Technology opportunities total \$96 billion in contract value, accounting for 78% of the Top 10 civilian opportunities total contract value**

- ❖ FY 2015 represents a shift from FY 2014, where Professional Services opportunities accounted for the majority of the Top 10 total contract value.
  - ❖ Much of this appears to be cyclical in that IT contract vehicles are expiring which results in follow-on solicitations.

# Deltek's Take: Majority Are Unrestricted Competitions

Total Value of Top 10 Civilian Opportunities  
by Competition Type for FY 2015



## The top 10 civilian opportunities for FY 2015 are comprised of both Full & Open/ Unrestricted, Partial Set-aside and 100% Set-aside procurements

- ❖ Alliant II Small Business has a ceiling value of \$15B and is anticipated to be 100% small business set-aside.
- ❖ T4NG, with a ceiling value of \$23B, will result in up to 20 contracts, including awards of at least 4 contracts to SDVOSBs, at least 4 contracts to VOSB and/or SDVOSBs, and at least 4 contracts to WOSBs and/or HUBZones.
- ❖ PRO-TECH has ceiling value of \$3B and is planned as an unrestricted competition with a set number of awards reserved for small business.

# Top 10 Civilian Opportunities for FY 2015

## Quick Reference List

RANK	AGENCY	PROGRAM NAME	DELTEK EST. RFP DATE	DELTEK EST. AWD DATE	DELTEK EST. VALUE	GovWin IQ ID
1	<a href="#">GSA</a>	<a href="#">ALLIANT II UNRESTRICTED</a>	Mar-15	Oct-16	\$50 Billion	<a href="#">106639</a>
2	<a href="#">VA</a>	<a href="#">TRANSFORMATION TWENTY ONE TOTAL TECHNOLOGY PROGRAM NEXT GENERATION (T4NG)</a>	Nov-14*	Dec-15*	\$23 Billion*	<a href="#">104683</a>
3	<a href="#">GSA</a>	<a href="#">ALLIANT II SMALL BUSINESS (ALLIANT II SB)</a>	Mar-15	Oct-16	\$15 Billion	<a href="#">106640</a>
4	<a href="#">State</a>	<a href="#">WORLDWIDE PERSONAL PROTECTION SERVICES 2 (WPS2)</a>	Mar-15	Aug-15	\$10 Billion	<a href="#">93195</a>
5	<a href="#">DOE</a>	<a href="#">ENERGY SAVINGS PERFORMANCE CONTRACT (ESPC)</a>	Jan-15	Dec-15	\$5.5 Billion	<a href="#">109872</a>
6	<a href="#">GSA</a>	<a href="#">HUMAN CAPITAL AND TRAINING SOLUTIONS (HCaTS)</a>	Nov-14	Feb-15	\$5 Billion	<a href="#">113795</a>
7	<a href="#">GSA</a>	<a href="#">NORTHEAST INFRASTRUCTURE SOLUTIONS (NIS)(NS2020)</a>	Nov-14	Nov-15	\$4 Billion*	<a href="#">105781</a>
8	<a href="#">HHS</a>	<a href="#">ENTERPRISE SYSTEM DEVELOPMENT UMBRELLA (ESD-II)</a>	Jan-15	Sep-15	\$4 Billion	<a href="#">118153</a>
9	<a href="#">DOE</a>	<a href="#">MANAGEMENT AND OPERATION OF THE KANSAS CITY PLANT</a>	Mar-15	Jun-16	\$3.1 Billion	<a href="#">45419</a>
10	<a href="#">Commerce</a>	<a href="#">PROFESSIONAL AND TECHNICAL SUPPORT SERVICES CONTRACT VEHICLE (PRO-TECH)</a>	Jan-15	Aug-15	\$3.0 Billion*	<a href="#">78803</a>

\* Indicates Government Estimate

Note: The Agency acronym links to the GovWin Federal Spending Profile; the Program Name links to the opportunity detail in the report; and the GovWin IQ ID links to the Opportunity Report on iq.govwin.com. All links are active in presentation mode.



# ALLIANT II UNRESTRICTED (ALLIANT II)

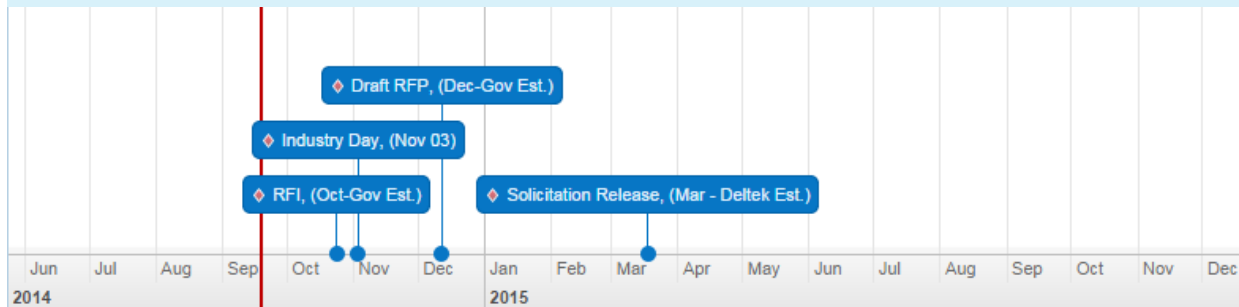


Opportunity ID: 106639

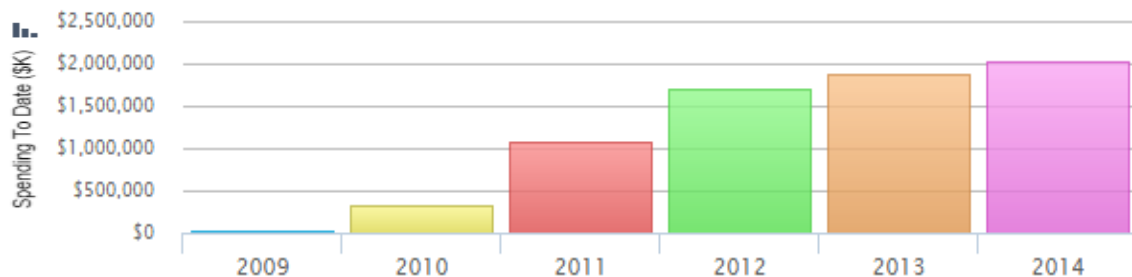
Buying Organization: GENERAL SERVICES ADMINISTRATION

At a Glance	
Solicitation Date	03/2015 (Deltek Estimate)
Award Date	10/2016 (Deltek Estimate)
Value(\$K)	50,000,000 (Deltek Estimate)
Competition Type	Full and Open / Unrestricted
Primary Requirement	Information Technology
Number of Awards	Multiple - Number Unknown

## Procurement Timeline

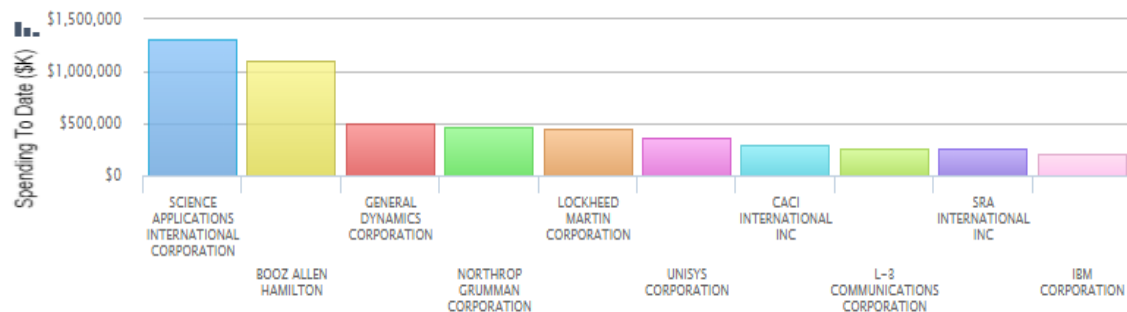


## Spending Analysis



**Summary:** The Alliant GWAC provides a common framework and terminology for defining and understanding the components of an IT solution. Alignment with the FEA and DoDEA enable Alliant to evolve over time as technologies change without requiring a technical refresh. It also conforms to Office of Management and Budget (OMB) policy mandates for reporting on IT investments.

## Competitive Analysis



## What you need to know:

- Reported Spending to Date: \$7B, 14% of the current \$50B ceiling value.
- Alliant was awarded for a ceiling amount of \$50 billion in 2009. Deltek anticipates the follow-on to be similar in value.
- The RFI and a version of the draft RFP are expected in late October.
- Industry Day scheduled for November 3, 2014.
- Incumbent contracts set to expire in March 2019.

# TRANSFORMATION TWENTY ONE TOTAL TECHNOLOGY PROGRAM NEXT GENERATION (T4NG)



Opportunity ID: 104683

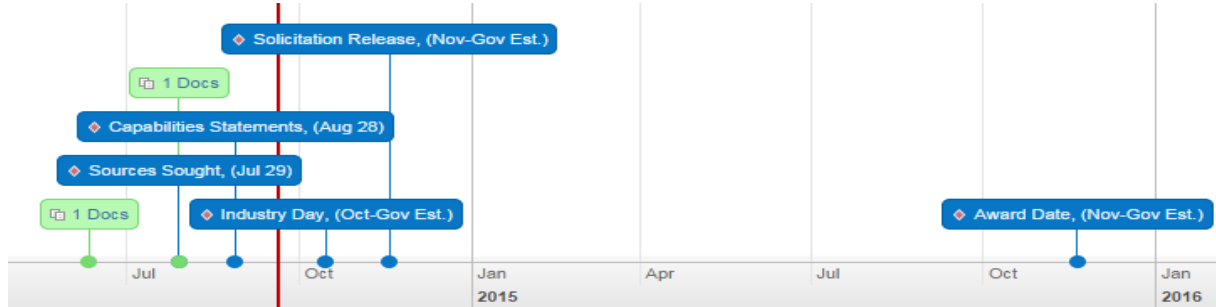
Buying Organization: VETERANS AFFAIRS » OFFICE OF INFORMATION AND TECHNOLOGY

## At a Glance

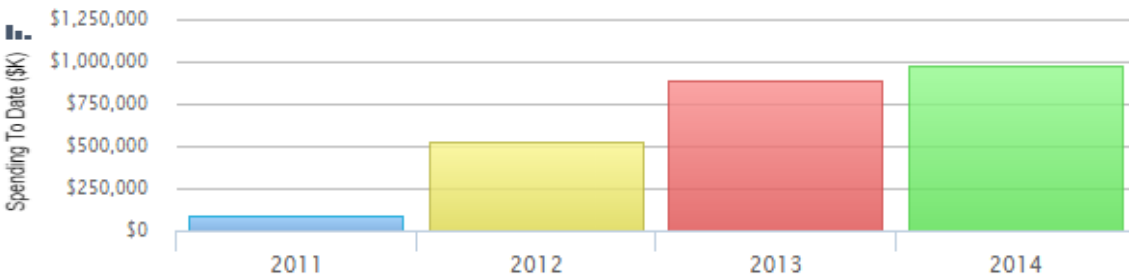
**Solicitation Date** 11/2014 (Government Estimate)  
**Award Date** 12/2015 (Government Estimate)  
**Value(\$K)** 23,000,000 (Government Estimate)  
**Competition Type** Full and Open / Unrestricted, Hubzone, Service Disabled Veteran Owned Small Business, Woman Owned Small Business Set Aside, Veteran Owned Small Business

**Primary Requirement** IT Professional Services  
**Number of Awards** 20

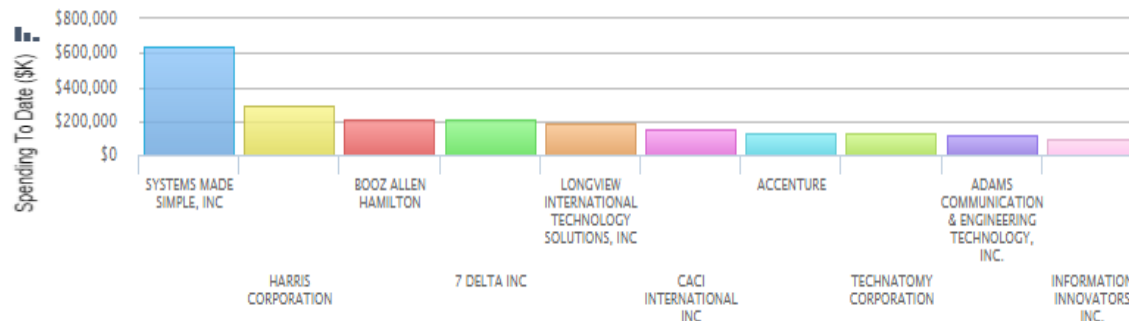
## Procurement Timeline



## Spending Analysis



## Competitive Analysis



**Summary:** T4NG will continue to provide solutions in support of IT, health IT, and telecommunications, to include services and incidental hardware, for customer requirements that vary across the entire spectrum of existing and future technical environments. This effort is the follow-on to the Transformation Twenty-One Total Technology (T4) Program.

- What you need to know:**
- Reported Spending to Date: \$2.4B, or 20% of the T4 \$12B ceiling.
  - The government intends to award up to 20 contracts, which will include awards of at least 4 contracts to SDVOSBs; at least 4 contracts to VOSB and/or SDVOSBs (Note: SDVOSBs are also VOSBs); and at least 4 contracts to WOSBs and/or HUBZones.
  - T4NG is potentially a 10 year contract, with a 5 year base, plus 1 x 5 year option.

# ALLIANT II SMALL BUSINESS (ALLIANT II SB)



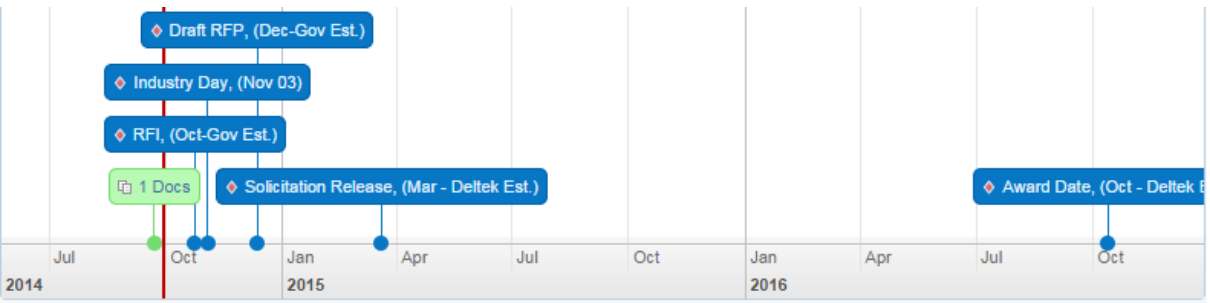
Opportunity ID: 106640

Buying Organization: GENERAL SERVICES ADMINISTRATION

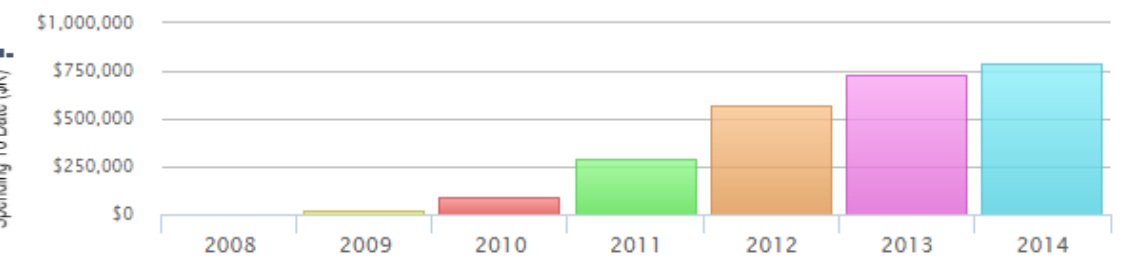
## At a Glance

Solicitation Date	03/2015 (Deltek Estimate)
Award Date	10/2016 (Deltek Estimate)
Value(\$K)	15,000,000 (Deltek Estimate)
Competition Type	Small Bus Set-Aside
Primary Requirement	Information Technology
Number of Awards	Multiple - Number Unknown

## Procurement Timeline

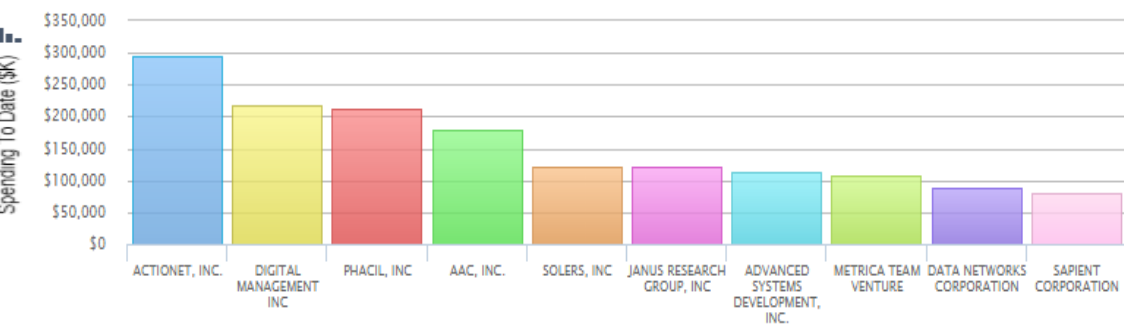


## Spending Analysis



**Summary:** Alliant SB GWAC provides a common framework and terminology for defining and understanding the components of an IT solution. Alignment with the FEA and DoDEA enables Alliant Small Business to evolve over time as technologies change without requiring a technical refresh. It also conforms to Office of Management and Budget (OMB) policy mandates for reporting on IT investments.

## Competitive Analysis



**What you need to know:**

- Reported Spending to Date: \$2.5B or 16.7% of the Alliant SB \$15B ceiling value.
- The GSA Alliant SB ceiling value is \$15 billion. Deltek believes any follow-on will be similar in value.
- The RFI and a version of the Draft RFP are expected in late October.
- Industry Day scheduled for November 3, 2014.
- Incumbent contracts set to expire in February 2019.

from Deltek

# WORLDWIDE PERSONAL PROTECTION SERVICES 2 (WPS 2)



Opportunity ID: 93195

Buying Organization: STATE » BUREAU OF DIPLOMATIC SECURITY (CODE DS) » OFFICE OF OVERSEAS PROTECTIVE OPERATIONS (CODE DS/IP/OPO)

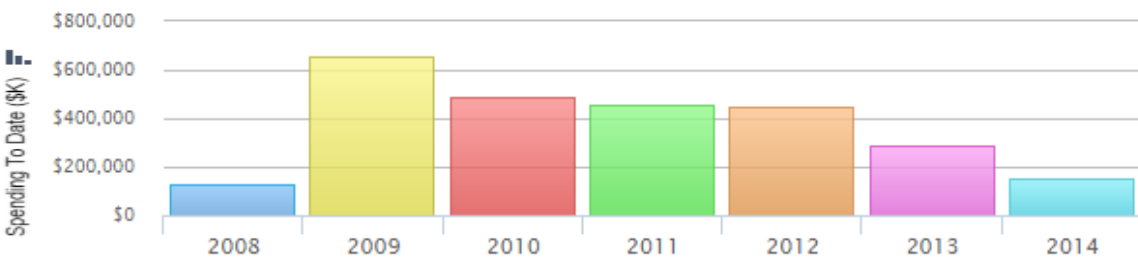
## At a Glance

Solicitation Date	03/2015 (Deltek Estimate)
Award Date	08/2015 (Deltek Estimate)
Value(\$K)	10,000,000 (Deltek Estimate)
Competition Type	Undetermined
Primary Requirement	Professional Services
Number of Awards	Multiple - Number Unknown

## Procurement Timeline

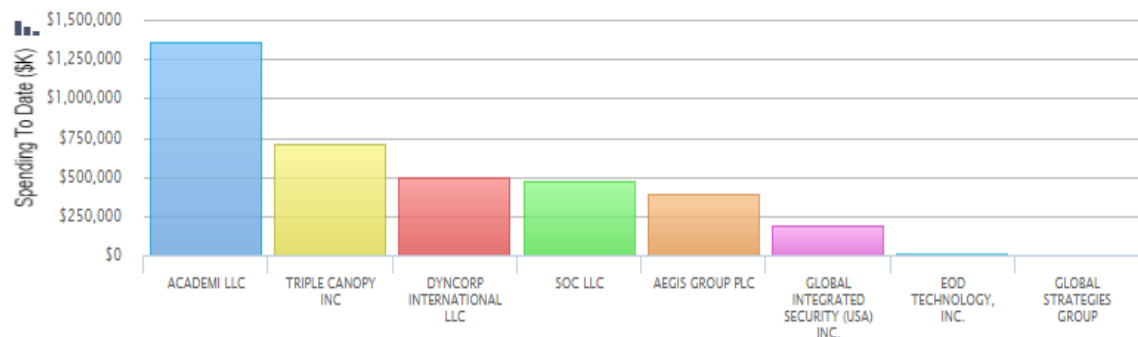


## Spending Analysis



**Summary:** The State Department has a continuing requirement to ensure the safety and security of the Department's property and employees and their household members as well as any DS/RSO-designated US and foreign government dignitaries, diplomats, officials, employees, and other individuals in the US and overseas.

## Competitive Analysis



### What you need to know:

- Reported Spending to Date: \$3.7B or 37% of the WPS 1 contract ceiling.
- The incumbent contracts share a ceiling value of up to \$10B with all options exercised. Deltek anticipates a re-compete will be of similar value.
- The current contracts were competed as F&O/Unrestricted.



# ENERGY SAVINGS PERFORMANCE CONTRACT (ESPC)



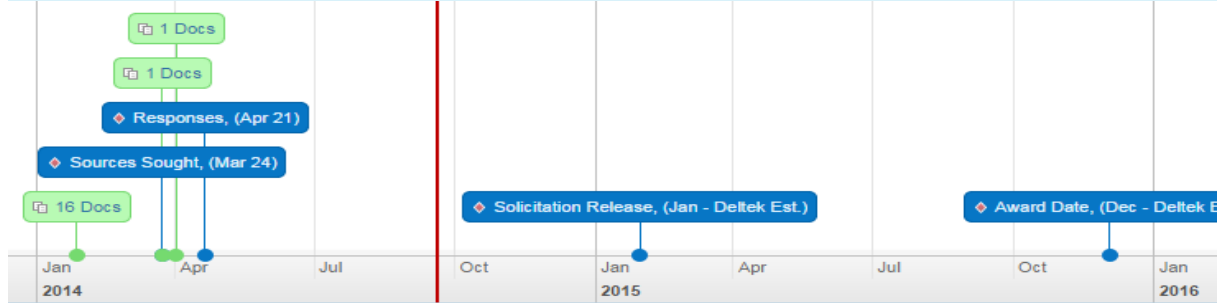
Opportunity ID: 109872

Buying Organization: ENERGY » UNDER SECRETARY OF ENERGY » ENERGY EFFICIENCY AND RENEWABLE ENERGY

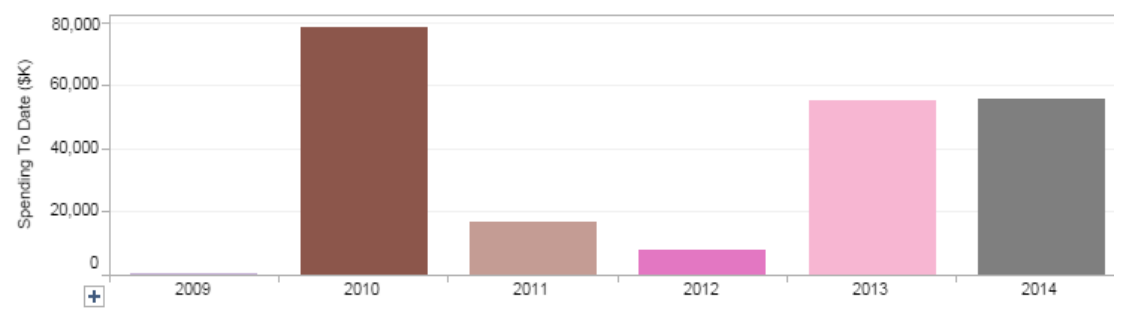
## At a Glance

Solicitation Date	01/2015 (Deltek Estimate)
Award Date	12/2015 (Deltek Estimate)
Value(\$K)	5,500,000 (Deltek Estimate)
Competition Type	Full and Open / Unrestricted
Primary Requirement	Professional Services
Number of Awards	Multiple - Number Unknown

## Procurement Timeline

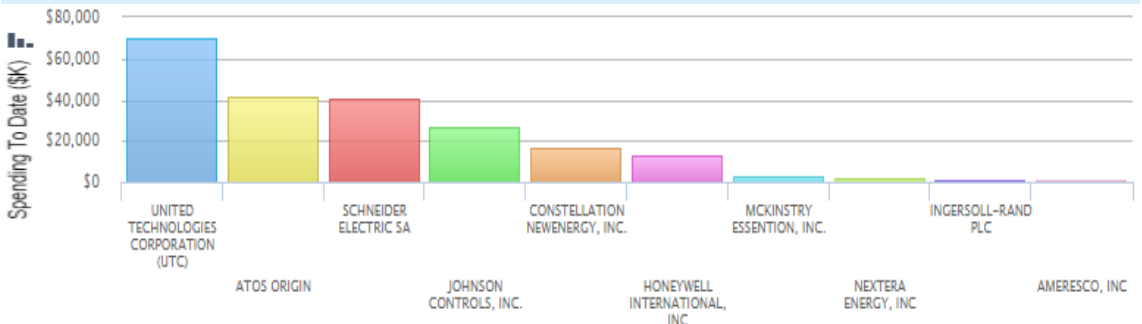


## Spending Analysis



**Summary:** The Federal Energy Management Program (FEMP) offers both Regional and Technology-Specific Super ESPCs allowing agencies to place delivery orders with preselected energy service companies. The U.S., District of Columbia, and U.S. territories are covered by the six Regional Super ESPCs. Technology-Specific Super ESPCs allow any facility to access financing for several advanced energy technologies.

## Competitive Analysis



**What you need to know:**

- Reported Spending to Date: \$215M, 1.1% of the \$20B incumbent ceiling value. Deltek believes not all spending is reported.
- The projected ceiling is NTE \$5.5B per award, under a multiple award scenario. Deltek has used this value for the report, as the number of awards expected is currently unknown and the size and number of tasks issued could vary significantly between contracts.
- The government expects RFP issuance in Q2FY2015; with award projected for Q1FY2016. Incumbent contracts anticipated to expire in December 2019.



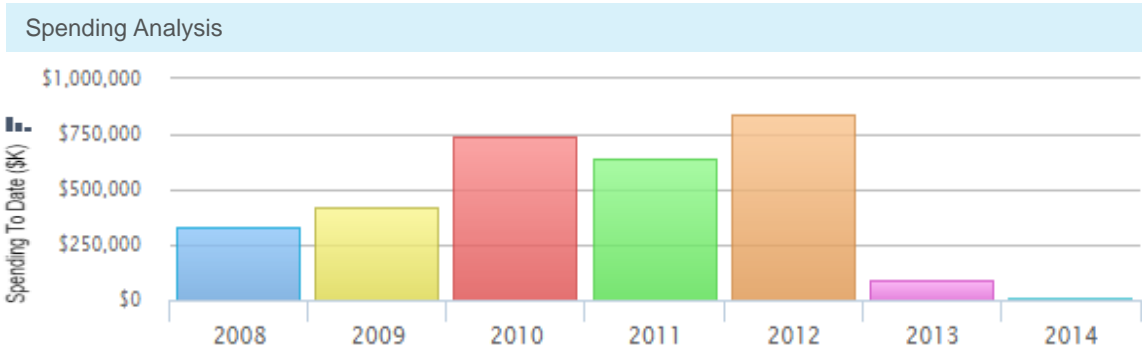
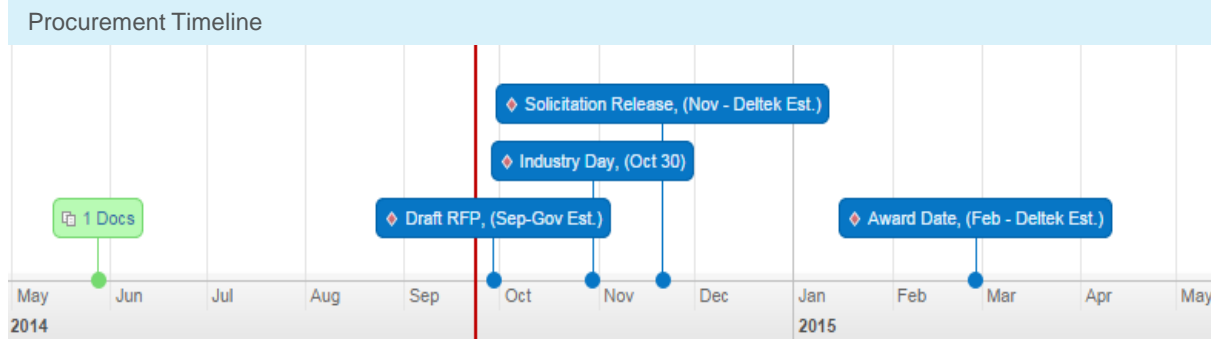
# HUMAN CAPITAL AND TRAINING SOLUTIONS (HCaTS)



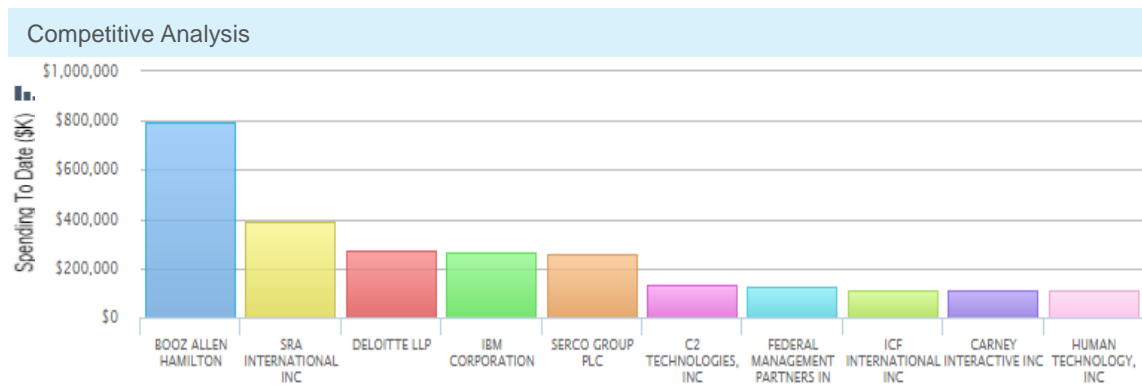
Opportunity ID: 113795

Buying Organization: GENERAL SERVICES ADMINISTRATION » FEDERAL ACQUISITION SERVICE

At a Glance	
Solicitation Date	11/2014 (Deltek Estimate)
Award Date	02/2015 (Deltek Estimate)
Value(\$K)	5,000,000 (Deltek Estimate)
Competition Type	Undetermined
Primary Requirement	Education and Training
Number of Awards	Multiple - Number Unknown



**Summary:** GSA's Federal Acquisition Services (FAS) partnered with OPM to provide a new strategically sourced, government-wide multiple award contract vehicle to support OPM's HCaTS program, which provides customized human capital and training services to all agencies. This replaced OPM's cancelled Customized Human Resources Solutions (CHRS) Services opportunity.



**What you need to know:**

- Reported Spending to Date: \$3.15B on existing Training and Management Support contracts (OPM)
- According to the previous CHRS solicitation, the Contracting Office expected "aggregate sales to be as high as \$1 Billion per year" over a potential five year period of performance. Deltek anticipates the new HCaTS vehicle to have a similar value.
- The Acquisition Strategy is anticipated to be released in the near future for review and comment. An Industry Day is planned for October 30, 2014.

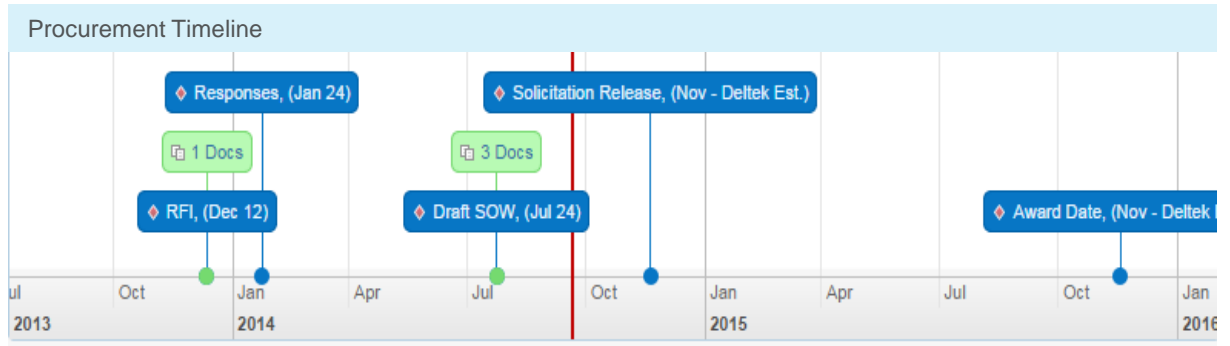
# NORTHEAST INFRASTRUCTURE SOLUTIONS (NIS) (NS2020)



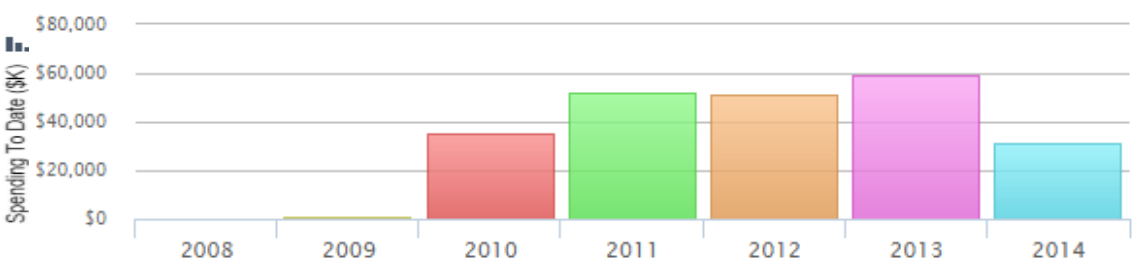
Opportunity ID: 105781

Buying Organization: GENERAL SERVICES ADMINISTRATION » FEDERAL ACQUISITION SERVICE

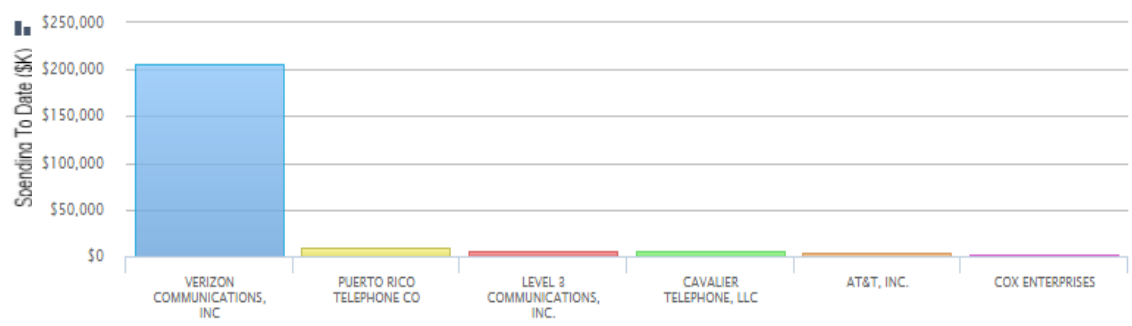
At a Glance	
Solicitation Date	11/2014 (Deltek Estimate)
Award Date	11/2015 (Deltek Estimate)
Value(\$K)	4,000,000 (Government Estimate)
Competition Type	Undetermined
Primary Requirement	Network/Telecom Services
Number of Awards	Multiple - Number Unknown



## Spending Analysis



## Competitive Analysis



**Summary:** The GSA has a requirement for new acquisition vehicle that will replace NCR's Washington Interagency Telecommunications System 3 (WITS 3) and Local Services Agreements that are in place in four of the GSA regions: the National Capital Region (NCR) and Regions 1, 2 and 3.

- What you need to know:**
- According to the RFI issued by the contracting office, the government plans to set the contract ceiling value for NIS at \$4B due to an expected program management services, technological and geographical scope expansion.
  - The government desires the greatest amount of small business participation feasible, and will require large businesses to submit substantive small business subcontracting plans as part of their proposals.

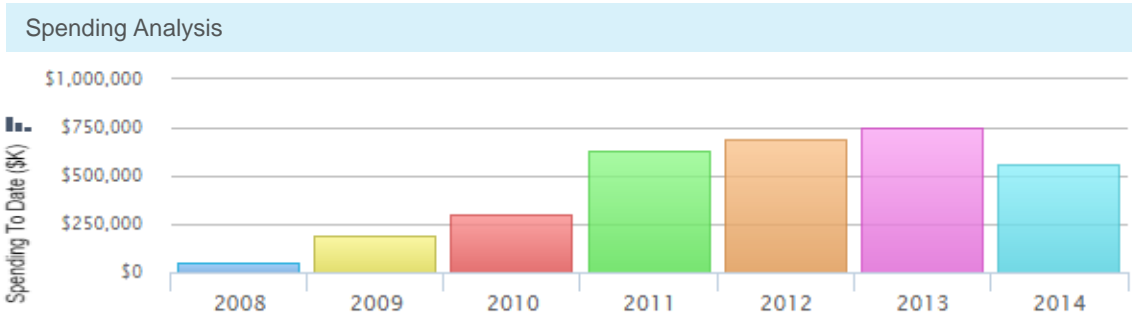
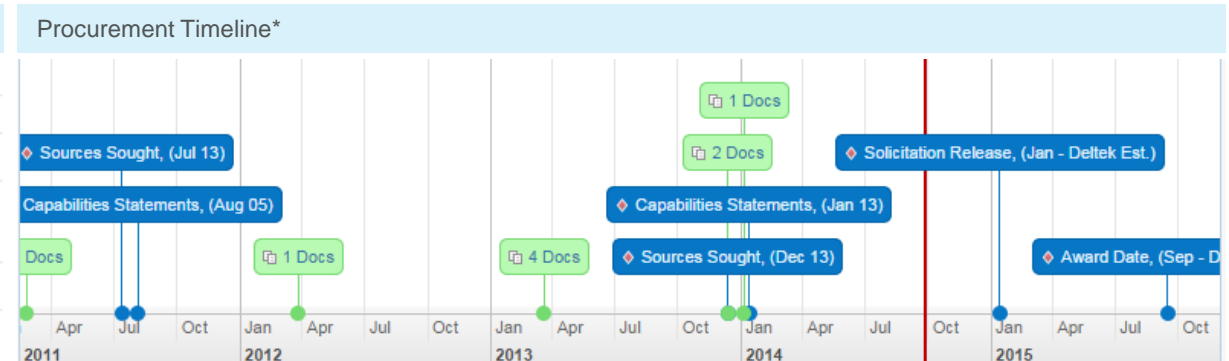


# ENTERPRISE SYSTEM DEVELOPMENT UMBRELLA (ESD-II)

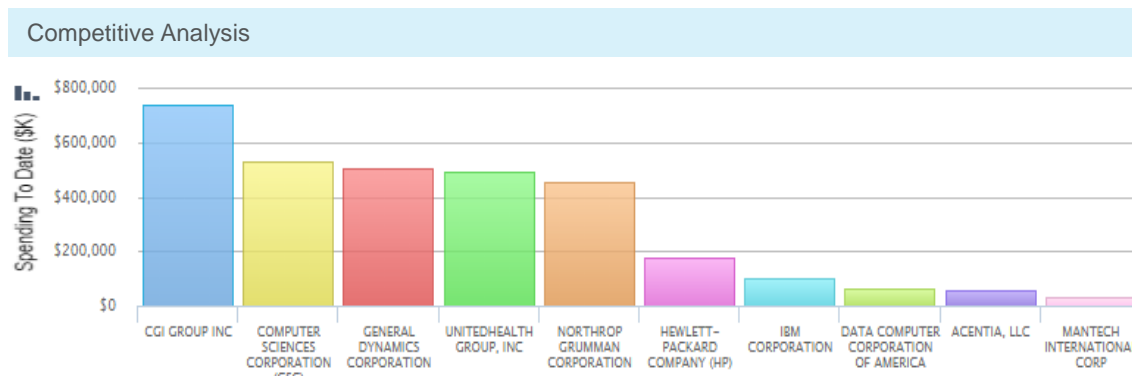


Opportunity ID: 118153  
 Buying Organization: HEALTH AND HUMAN SERVICES » CENTERS FOR MEDICARE AND MEDICAID SERVICES

At a Glance	
Solicitation Date	01/2015 (Deltek Estimate)
Award Date	09/2015 (Deltek Estimate)
Value(\$K)	4,000,000 (Deltek Estimate)
Competition Type	Small Bus Set-Aside, Full and Open / Unrestricted
Primary Requirement	IT Professional Services
Number of Awards	Multiple - Number Unknown



**Summary:** The Centers for Medicare and Medicaid Services (CMS) have a continuing requirement for a wide range of IT Professional services.



**What you need to know:**

- Reported Spending to Date: \$3.2B on existing ESD I F&O and SB contracts, or 80% of the existing \$4B combined ceiling value.
- If all option periods are exercised, the incumbent contracts are anticipated to expire in September 2017.
- The government stated that the previous requirement has a total ceiling value of approximately \$4B. Deltek anticipates that the contracts will be similar in value.
- Deltek anticipates that there will be both a Full & Open (GovWin Opp ID [63599](#)) and Small Business (GovWin Opp ID [63605](#)) procurement, but at this time the acquisition strategy has not been determined.

\* This is the procurement timeline for the ESD II Small Business portion (GovWin Opp ID [63605](#))



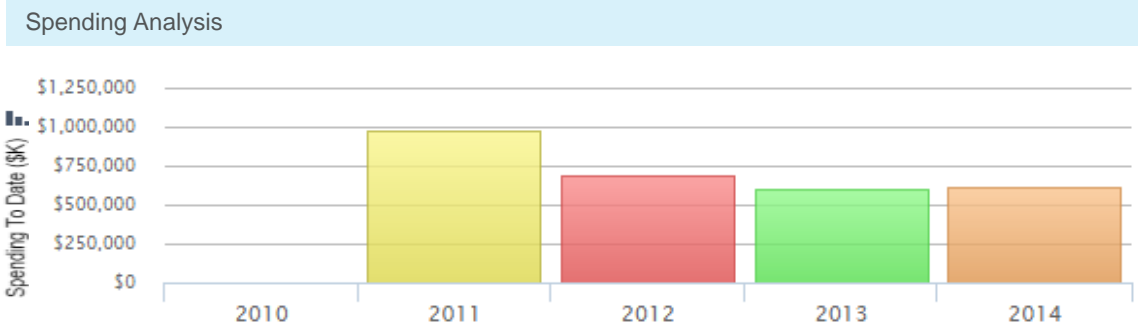
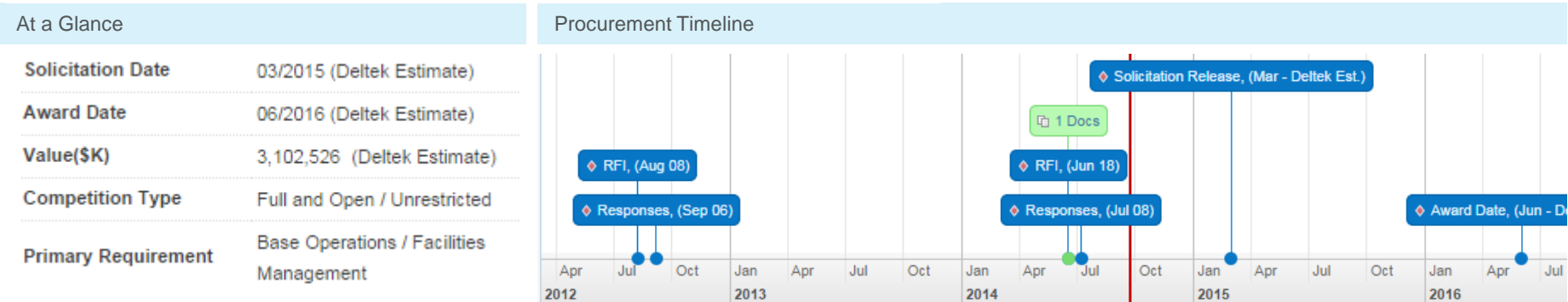


# MANAGEMENT AND OPERATION OF THE KANSAS CITY PLANT



Opportunity ID: 45419

Buying Organization: ENERGY » NATIONAL NUCLEAR SECURITY ADMINISTRATION



**Summary:** The DOE has a continuing requirement for management and operations in support of its Kansas City Plant. The primary mission of the plant includes the production and procurement of electrical, electronic, mechanical, electro-mechanical, plastic, and metal components and hardware for nuclear weapons.

### Competitive Analysis

Spending To Date (\$K)

**Honeywell International is the only incumbent.**

**What you need to know:**

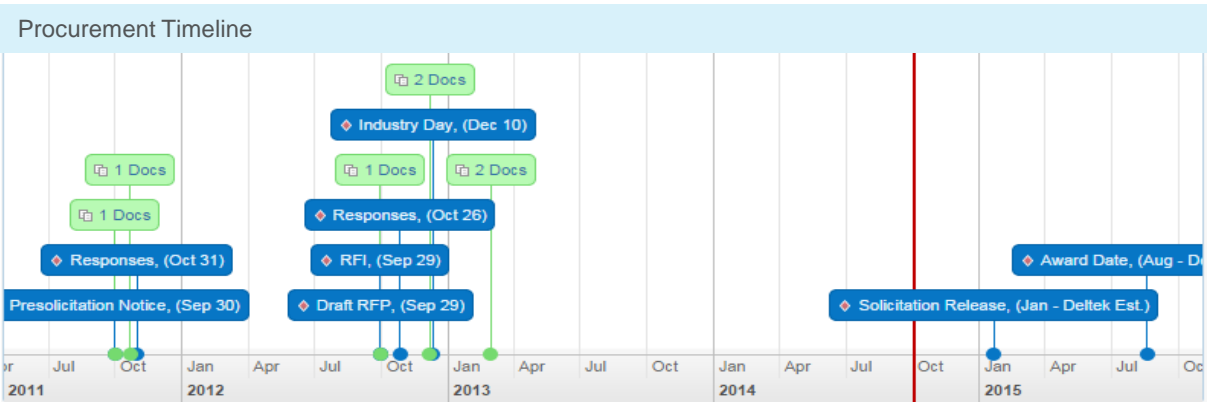
- Reported Spending to Date: \$2.87B on the \$3.1B existing contract.
- The incumbent contract award value is \$3.1B; Deltek anticipates the follow-on to be of similar value.
- The current contract with Honeywell is scheduled to expire in September 2015. An RFI was released in June 2014.

# PROFESSIONAL AND TECHNICAL SUPPORT SERVICES CONTRACT VEHICLE (PRO-TECH)



Opportunity ID: 78803  
 Buying Organization: COMMERCE » NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION » ACQUISITION AND GRANTS OFFICE

At a Glance	
Solicitation Date	01/2015 (Deltek Estimate)
Award Date	08/2015 (Deltek Estimate)
Value(\$K)	3,000,000 (Government Estimate)
Competition Type	Small Bus Set-Aside, Full and Open / Unrestricted
Primary Requirement	Professional Services
Number of Awards	Multiple - Number Unknown



Deltek has confirmed that this is a new requirement; therefore, there are no incumbents.

**Summary:**  
 National Oceanic and Atmospheric Administration (NOAA), Acquisition and Grants Office has a requirement to establish a new contract vehicle for professional and technical support services. The Contractor shall provide professional support services under the following area domains: Ocean, Satellites, Fisheries, Meteorological and Enterprise Operations.

- What you need to know:**
- The agency anticipates that the ceiling value of this effort will be \$3.0 Billion.
  - Deltek has confirmed that this is a new requirement.
  - The draft acquisition strategy is based on full and open competition to award multiple Indefinite Delivery/ Indefinite Quantity (IDIQ) type contracts with the majority of the contract awards reserved for small businesses.
  - This vehicle will be mandatory for NOAA, and will be available for use by other organizations in Commerce.



# Deltek's Top Opportunities for FY 2015 - Free Reports

## Federal

- [Top 20 Federal Opportunities FY 2015](#)
- [Top 10 Set-Aside Opportunities FY 2015](#)
- [Top 10 Civilian Opportunities FY 2015](#)
- Top 10 AEC Opportunities FY 2015

## State & Local

- [Top Health and Social Services Opportunities for 2015](#)
- [Top Justice, Public Safety & Homeland Security Opportunities for 2015](#)
- [Top Statewide Term Contracts for 2015](#)



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