

19 December 2024

CDAO: Advancing Artificial Intelligence Multiple Award Contract (AAMAC)



CDAO

Chief Digital and
Artificial Intelligence Office



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OST's AAMAC Support



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- OST specializes in winning these types of large, strategic IDIQs
- We offer:
 - Scorecard review
 - Wargaming to maximize score
 - Teaming support
 - Proposal management
 - Proposal writing and editing for the narrative portions
 - Compliance Reviews
 - Graphics and DTP
- Schedule a call to learn more about our support

AAMAC's Acquisition Timeline



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	FY24	FY25				FY26
	QTR 4	QTR 1	QTR 2	QTR 3	QTR 4	QTR 1
Advana Enterprise MAC IDIQs (AFICC, EPS & MA)	Enterprise MAC IDIQ Base Awards					Aug 2025
Infrastructure Mgmt (AFICC, EPS)	GSA Alliant 2		31 Jan 2025			
License Mgmt & Cloud (AFICC, EPS)	SBIR Phase 3		20 Dec 2024		Industry Eng Event	
Data Engineering (AFICC, EPS)	GSA VETS 2		16 Jan 2025		Project Start	
Biodefense (ACC-RI, MA)	AI Talent BOA		29 Oct 2024		Awards	
Financial Mgmt (ACC-RI, MA)	AI Talent BOA 2.0		12 Nov 2024			
DevSecOps Factory (ACC-RI, EPS)	DRAID		3 Jan 2025			
Incident Response (ACC-RI, MA)	TBD		Nov 2024			
Builder Relations (ACC-RI, MA)	TBD		Dec 2024			

Industry Day: AAMAC Overview



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- **Acquisition Strategy:** Unpriced IDIQ
- **Target Range of Initial Awards:** 50 – 70 IDIQ awards
- **Contract Type:** Any contract type authorized based on order requirements
- **Scope:** 29 Focus Areas covering a wide range of data, analytics, AI, & platform services
- **Total Value:** \$15B combined ceiling
- **Who Can Use:** Any DoD organization
- **Est. Ordering Periods:**
 - Basic: 1 August 2025 – 31 July 2030
 - Option: 1 August 2030 – 31 July 2035
- **Competition Type:**
 - IDIQ awards will be competed using Full and Open competition
 - Future orders will be competed via one unrestricted pool and one or more small business pools

AAMAC Changes on 20 Nov 2024



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- Instructions:
 - All feedback should be provided via the AAMAC Draft RFP form: <https://forms.osi.apps.mil/r/Ew1P7SsrwF->
 - Responses must be received no later than **Friday, 20 December 2024 @ 12PM Eastern.**
 - Must use: [AAMAC Draft RFP Feedback \(Page 1 of 4\)](#)
- Note that since holding the Advana Industry Day on 18 September and receiving/reviewing over 300 responses to our AAMAC sources sought in October, we have made the following changes:
 - The AAMAC Statement of Work was retitled as AAMAC General Requirements, to avoid potential confusion with order work statements.-
 - The 29 AAMAC Focus Areas briefed at the Advana Industry Day were removed, as they were causing confusion.
 - For simplicity's sake, the Government condensed the original set of 20+ Ability To statements, resulting in a total of 8 Ability To statements that are mutually exclusive and collectively exhaustive in covering AAMAC program needs.
 - To adequately capture and enable relative weighing of all AAMAC technical experience and capability areas, the Government adopted the Highest Technically Rated Offeror (HTRO) methodology and created a HTRO self-scoring matrix (Attachment 8).

Draft RFP: Proposal Organization



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Paragraph	Proposal Section Title	Attachment No.	Page Limit
Volume I – Executive Summary			
<i>File name: CompanyName_AAMAC_Vol1.pdf</i>			
4.1	Offeror Company Information	Attachment 5	1
4.2	Intent to Compete Memo	Attachment 6	1
4.3	Offeror Teaming Information	Attachment 7	None
Volume II – Technical			
5.2	Work Sample Cover Sheet	Attachment 10	3 per sample
5.1	Work Samples <i>File Name: CompanyName_AAMAC_Vol2_WS1.pdf, WS2.pdf, etc.</i>		None
5.4	Self-Scoring Matrix <i>File Name: CompanyName_AAMAC_Vol2_SelfScoring_Matrix.xlsx</i>	Attachment 8	3
5.5	Cross-Reference Matrix <i>File Name: CompanyName_AAMAC_Vol2_CrossReference_Matrix.xlsx</i>	Attachment 9	None
Volume III – Small Business			
<i>File name: CompanyName_AAMAC_Vol3.pdf</i>			
6.1	Small Business Participation Commitment Document (SBPCD)	Attachment 11	5
6.2	Small Business Subcontracting Plan (SBSP)		None
Volume IV – Contract Documentation			
<i>File name: CompanyName_AAMAC_Vol4.pdf</i>			
7.1	Model Contract		None
7.2	Representations and Certifications		None
7.3	Amendments		None
7.4	Organizational Conflict of Interest		10
7.5	Organizational Structure Change History		3

Draft RFP Evaluation Criteria



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- The Government will evaluate Volume I – Executive Summary proposals for ITO compliance.
- The Government will then evaluate Volume II – Technical and Volume III – Small Business proposals using the following two (2) evaluation factors:
 - (1) Factor 1: Technical Capability (Volume II) – scorecard
 - (2) Factor 2: Small Business Participation (Volume III)
- Using the Highest Technically Rated Offeror (HTRO) methodology
- The Government will establish a Minimum Technical Threshold Rating (MTTR) by:
 - Ranking the highest 80% of the highest small business Offeror’s Self-Score rating
 - Ranking the highest 80% of the highest other than small business Offeror’s Self-Score rating
- Awards will go to all Offerors who each have the 80% highest Government-validated Self-Score rating.
- The Government will unilaterally adjust down scores that are not properly validated, justified, or substantiated.

Draft RFP: Rules for Scoring Points



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- The Offeror shall submit up to 12 work samples (contracts/orders) which demonstrate their technical capability and experience under the criteria at paragraphs 5.4.1 – 5.4.23.
- Indefinite delivery contracts or similar ordering vehicles are not acceptable proof of technical capability and experience, and shall not be provided as a work sample.
- No more than 3 work samples may be submitted by a Teaming Partner/Subcontractor.
 - Offerors **may not cross-team** on more than 1 proposal submitted in response to this solicitation. Offerors shall not participate as a Prime Offeror, JV member, teaming partner, or subcontractor on more than 1 proposal submitted in response to this solicitation.
- The work samples shall consist only of official documentation associated with or generated during performance of the referenced contract/order, which may include the PWS, SOW, CDRLs, etc. For each work sample, the Offeror shall also include the fully signed cover page for the particular contract/order.
- Work samples **shall fall into one of the following categories**, as specified within the criteria at paragraphs 5.4.1 – 5.4.23:
 - **Category 1:** Prime Offeror work samples shall be used.
 - **Category 2:** Teaming Partner/Subcontractor work samples may be used.
- Unless otherwise defined within the criteria at paragraphs 5.4.1 – 5.4.23, work sample performance shall have begun within 3 years of this solicitation's initial issuance date, and all required work at least 50% completed.

Draft RFP: 12 Work Samples



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Criterion	Eligible Category	Maximum Points
Criterion No. 9: Prototype Software Projects	Category 1 only	20,000
Criterion No. 1: Systems Management, Architecture, and Engineering	Category 1 and Category 2	10,000
Criterion No. 5: Artificial Intelligence/Machine Learning (AI/ML) Solutions	Category 1 and Category 2	10,000
Criterion No. 6: Cybersecurity	Category 1 and Category 2	8,000
Criterion No. 2: Software Platforms and Systems	Category 1 and Category 2	6,000
Criterion No. 3: Data Solutions	Category 1 and Category 2	6,000
Criterion No. 7: Managed Services	Category 1 and Category 2	6,000
Criterion No. 8: Digital Transformation	Category 1 and Category 2	4,000
Criterion No. 4: Analytic Solutions	Category 1 and Category 2	2,000

Draft RFP: Other Points Available



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- Note: Small business may but are not required to score themselves on all of these criteria – OTSB are required to score themselves on every criterion
- Many of the points are scored from “of the work samples submitted”

Criterion	Eligible Category	Maximum Points
Criterion No. 10: Highest Value Contract	Category 1 only	1,000
Criterion No. 11: User Growth	Category 1 only	4,000
Criterion No. 12: Peak Number of Users Supported	Category 1 only	3,000
Criterion No. 13: Authorizations to Operate	Category 1 only	1,000
Criterion No. 14: Continuous/Ongoing Authorizations to Operate	Category 1 only	15,000
Criterion No. 15: Facility Clearance	Category 1 only	3,000
Criterion No. 16: CMMI-SVC Level 3	Category 1 only	500
Criterion No. 17: CMMI-DEV Level 3	Category 1 only	500
Criterion No. 18: ISO/IEC 27001	Category 1 only	500
Criterion No. 19: ISO/IEC 20000	Category 1 only	500
Criterion No. 20: Peak Number of Full-Time Employees	Category 1 only	3,000
Criterion No. 21: Retention Rate	Category 1 only	5,000
Criterion No. 22: Cleared Personnel	Category 1 only	2,000
Criterion No. 23: Overseas Placement	Category 1 only	2,000



Next Steps & Resources



Next Steps & Resources



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- We provide gap analysis, color reviews, and proposal support.
- Q&A updates can be found here: [SAM.gov](https://www.sam.gov)
- We have a subcontractor portal where you can upload your capabilities for this opportunity and others:
 - <https://www.ostglobalsolutions.com/teaming-partner-match-portal/>
- We are happy to schedule time to discuss your AAMAC bid:
 - <https://calendly.com/ostglobalsolutions/bdconsulting?month=2023-09>
- We regularly publish updates to major contracts through our newsletter and blog:
 - Blog: <https://www.ostglobalsolutions.com/blog/>
 - Newsletter sign up: <https://www.ostglobalsolutions.com/tag/email/>



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