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Modern Software Delivery (MSD) IDIQ

5 February 2025

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About OST



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WE'VE WON OUR CLIENTS OVER \$26 BILLION IN GOVERNMENT CONTRACTS SINCE 2005

BUSINESS DEVELOPMENT, CAPTURE, AND PROPOSAL CONSULTING

Build Portfolio of Indefinite Delivery Vehicles 	Develop Opportunity Pipelines 	Capture Opportunities 	Win Proposals 	Optimize Your Processes
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REGISTERED APPRENTICESHIP IN GOVERNMENT BUSINESS DEVELOPMENT; 18 COURSES IN ALL ASPECTS OF FEDERAL BUSINESS DEVELOPMENT

Certified Business Developer 	Certified Capture Manager 	Certified Proposal Manager 	Certified Proposal Coordinator 	Certified Proposal Writer
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SBIR/STTR Proposal Lab for Maryland and Alabama SBA FAST Grant



OST's MSD IDIQ Support



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- Experience selection, scorecard, and narrative development to focus on the extra consideration points
- We offer:
 - Proposal Management
 - Proposal Writing & Editing
 - Orals coaching and preparation
 - Graphics and DTP
 - Color Reviews
 - Compliance Reviews
 - Labor rate analysis and basis of estimate development
- How to Develop & Coach Winning Oral Proposals
 - Prices are increasing March 1st
- Schedule a call to learn more about our support

MSD Key Details



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- Estimated Value: \$10 billion or greater
- Contract Type: Multi-award IDIQ with:
 - Firm Fixed Price
 - Cost Plus Fixed Fee
 - Time and Materials
 - Labor Hour task orders
- Duration: Five-year base period with a five-year option
- Primary NAICS: 541511 - Custom Computer Programming Services
- Small Business Reserve: A minimum of 10 small business awards or 20% of all awards, whichever is greater
- Estimated Timeline:
 - Final RFP: Jan 2025
 - IDIQ Award: FYQ2 2025
 - TO Issuance Begins: FYQ3 2025

About Army MSD



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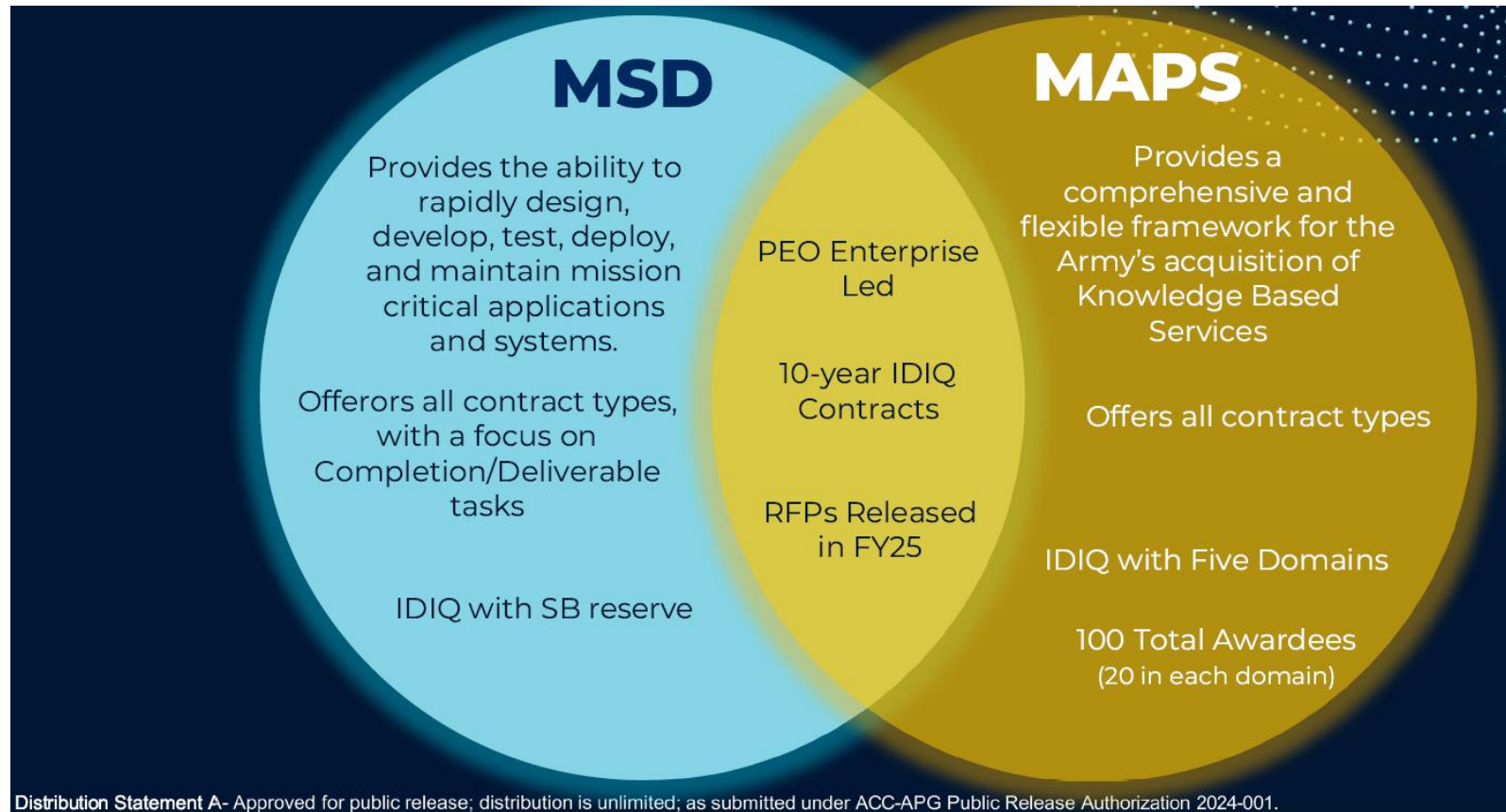
- Procured by the Army Program Executive Office Enterprise Information Systems' (PEO EIS) Enterprise Services supported by:
 - Deputy Assistant Secretary of the Army (Data, Engineering, and Software) (DASA (DES))
 - Digital Capability Contracting Center of Excellence (DC3oE)
- The MSD MAIDIQ is designed to provide the U.S. Army with the ability to rapidly design, develop, test, deploy, and maintain mission critical applications and systems.
- It aligns with Army Directive (AD) 2024-02 for Enabling Modern Software for Defense and Acquisition Practices and DoD Modern Software Strategy Memorandum, 2 February 2022.
- The MSD MAIDIQ enables the Government to build functionality, implement, and extend the capabilities of U.S. Army and to modernize the Army through rapid development and delivery of software capability. This vehicle will have in place mechanisms to sense, respond, and adjust deliveries to increase effectiveness and efficiency throughout the software lifecycle.
- This MAIDIQ is designed to provide a vehicle to award task orders in an efficient manner to support software capability efforts that incorporate but are not limited to the following:
 - Software development, security, and operations (DevSecOps, DSO)
 - Software delivery using modern architectures, infrastructure, and platforms
 - Support digital transformations that apply modern technologies
- Currently only available to Army customers, per the Q&A

MSD IDIQ and MAPS IDIQ



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- Different vehicles with different scopes





Draft RFP #3 Structure & Evaluation



Three Phase Evaluation



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- Must submit a Phase 1 proposal in order to be considered for Phases 2 and 3

Event	Date(s)
Phase One Proposals Due- Volumes I and II	TBD
Notification of Down Select	TBD + 30 Calendar Days
Phase Two Proposals Due – (Challenge and Submission) Volume III	TBD
Notification of Down Select	XX Calendar Days after submission of Phase 2 Proposal Volume
Phase Three- Volumes IV, V, and VI Due	XX Calendar Days after Down Select Notices Issued.
Award*	Q2 FY25

Total Proposal Structure



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Volume	Document	File Name(s)	Notes
Volume I: General	Cover Letter; Property Management Plan; OCI; Data Rights	xxxxGENERALxxxx.docx (or PDF) *	No Page Limit
Volume II: Factor 1 – Technical Corporate Experience	Corporate Experience Worksheet	xxxxEXPxxxx.xlsx *	See Volume II instructions for page limits.
Volume III: Factor 2 – Technical Pivot Challenge**	Video Recording Submission	xxxxTPCxxxx.	See Volume III instructions for recording limits.
Volume IV: Factor 3 - Price***	Price Narrative	xxxxPRICENARRxxx.docx (or PDF)*	No page limit
Volume IV: Factor 3 - Price***	Price Proposal	xxxxPRICExxxx.xlsx*	See Volume V instructions
Volume V: Factor 4- Ultimate Technical Challenge***	Ultimate Technical Challenge Submission	N/A	See Volume VI instructions
Volume V: Factor 4- Ultimate Technical Challenge***	Written statements and tool list	xxxxUTCxxxx.docx (or PDF) *	See Volume VI instructions
Volume V: Factor 4- Ultimate Technical Challenge***	Ultimate Technical Challenge Solution Rapid Fire Session and written materials	xxxxUTCORALxxxx.docx (or PDF) *	See Volume VI instructions
Volume VI: Factor 5 – Management Approach***	Modern Software Management Approach, Software Team Staffing Approach	xxxxMGMTxxxx.docx (or PDF) *	See Volume VII instructions

Phase One – Volume I: General



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- Element 1: Cover Letter
 - Typical proposal front matter and contractual submissions
- Element 2: Property Management Plan – addresses each of the 10 outcomes
 1. Acquisition
 2. Receipt
 3. Records
 4. Physical Inventory
 5. Subcontractor Control
 6. Reports
 7. Relief of Stewardship Responsibility and Liability
 8. Utilization
 9. Maintenance
 10. Property Closeout

Phase One – Volume II – Factor 1: Technical Corporate Experience



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- Each Prime Offeror shall complete the Technical Corporate Experience Worksheet found within Solicitation Attachment 0004 in its entirety.
- Technical Corporate Experience shall be demonstrated utilizing 3 examples of projects executing requirements relevant to those required in the PWS.
- Offerors shall not propose a base IDIQ contract or a Blanket Purchase Agreement (BPA) as an example, however offerors may propose individual orders as examples.
- 1 contract, 1 order, **OR** multiple orders under the same IDIQ contract or BPA for identical requirements, constitutes 1 example.

Phase One – Volume II – Factor 1: Technical Corporate Experience



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- **Each example** included in the corporate experience proposal shall meet all of the following minimum requirements:

Minimum Requirements of Each Example	
a.	Each example shall be work performed by the offeror as the prime contractor, subcontractor, or as part of a Joint Venture.
b.	Each example shall be a U.S. Federal Government, State Government, International Public Sector, and/or Non-Government contract, agreement, or project awarded from the private sector.
c.	Each example shall demonstrate a minimum of six (6) months of work. There is no maximum requirement on the duration of the work.
d.	Recent - The entire example for evaluation shall have occurred within the last five (5) years from the date of the solicitation release. The referenced work may be ongoing or have already been completed. The term ongoing is defined as performance not concluded, however, work to be performed after the solicitation release date will not be considered or evaluated.
e.	Percentage of the effort performed by the Offeror shall not be less than 30% and shall be based on the total cost/price of the work performed by the offeror in the contract, order or project. The example shall be limited to the Offeror's contribution of the effort.
f.	Relevant - The example shall meet one or more of the six task areas listed below.

Phase One – Volume II – Factor 1: Technical Corporate Experience



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- Offerors shall provide sufficient information for the Government to determine its level of confidence based on whether the Offeror has the experience necessary to execute the scope of work IAW the PWS by evaluation of the below 7 Task Areas.
- The below Task Areas (Items 1-7) shall be demonstrated across the 3 Technical Corporate Experience examples.
- Each Technical Corporate Experience example may demonstrate as few as 1 Task Area or as many as all 7 Task Areas, provided that the 3 examples in total address all 7 Task Areas.
- The Government may note facts and/or findings that **raise or lower** the Government's expectation of successful performance. Please note, the Government **may assess increased confidence for examples with more task areas addressed in each example.**
- Task Areas:
 1. Configuration and Integration of Software as described in PWS paragraph 2.1.1
 2. Low Code Software Solution as described in PWS paragraph 2.1.2
 3. Custom Software Development as described in PWS paragraph 2.1.3
 4. Modern Software Hosting & Operations as described in PWS paragraph 2.2.1
 5. Software Security as described in PWS paragraph 2.2.2
 6. Data Mesh principles as described in PWS paragraph 2.2.3
 7. Agile Program Management as described in PWS paragraph 2.2.4

Phase One – Volume II – Factor 1: Technical Corporate Experience



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- The following specialized experience will also be considered for the evaluation of confidence and are opportunities to increase the Government's level of confidence for this Factor:
 1. The frequency of tested software deployments in support of a software solution in use by the DoD, either a weapon system or a business system (or commercial equivalent).
 2. The Impact Level (IL) that software has been delivered into DoD cloud instances and/or a proven standardized commercial approach to security assessment, authorization, and continuous monitoring for cloud products and services.
 3. Whether the software is deployed through automation, or other than automated procedures. Automation in this context means that the build, package, test, and release of new code merges to staging servers without manual intervention after a code review occurs.
 4. The level of Authority to Operate (ATO) achieved in the example. The Agency who granted the ATO and the amount of time it took to achieve the ATO.
 5. Demonstration of simplification and streamlining of unnecessary complexity in software design to achieve the core functionality with minimal effort and resources.
- The Government will use the fields in the Technical Corporate Experience Worksheet (Solicitation Attachment XXX) for the evaluation of Technical Corporate Experience and determining the overall confidence level for this Factor.

Q&A Impacts to Phase One



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- **Question 11:** the 30% of TCV seems restrictive for Small Business. We are a sub on a multi billion dollar contract, we do the majority of the work in our core capabilities and NAICS, but it is no where near 30% of TCV.
- **Answer 11:** The Government team is continuing to develop the corporate experience factor, please provide feedback in the RFP comment matrix.
- **Question 95:** At the IDIQ level for MSD, Subcontractors are not allowed to submit past performance or assist with the tech challenge correct?
- **Answer 95:** This is correct

Phase One Evaluation



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- The Government will first evaluate Factor 1 – Technical Corporate Experience as outlined below.
- Based on a comparative analysis of Factor 1 – Technical Corporate Experience, the Government reserves the right to **select no more than approximately the top 60% of offerors with the highest confidence** to continue into Phase 2.
- If an offeror is not selected to participate in Phase 2 or Phase 3, the Government will not accept Phase 2 or Phase 3 proposal submissions and will not be evaluated further.
- If the Government's Phase 1 evaluation determines that the offerors with the highest confidence represents approximately 30 or less offerors, the Government reserves the right to bypass Phase 2 in its entirety. A Phase 2 bypass will result in Offeror's receiving a Phase 3 invitation.
- The Government reserves the right to consider the Small Business reserve percentage into the selection of Offerors to continue into Phase 2.

M.2.2 Factor 1- Technical Corporate Experience



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- For Factor 1 –Technical Corporate Experience, the Government will assess its confidence that the Offeror has the experience necessary to execute the scope of work IAW the PWS.
- The Government will note facts and/or findings from the Offeror’s proposal that may raise or lower the expectation of success (if any) and/or other findings, which may be of importance in determining the appropriate confidence rating and/or the best suited offeror.
- Recent is defined as experience occurring within the last 5 years from the date of solicitation release. Relevant is defined as all 3 examples meeting the 6 [sic] task areas listed in Section L, Factor 1.

Factor 1 Technical Corporate Experience Rating Definitions	
Rating	Description
Substantial Confidence	Based on the offeror’s recent/relevant performance record, the Government has a high expectation that the offeror will successfully perform the required effort.
Satisfactory Confidence	Based on the offeror’s recent/relevant performance record, the Government has a reasonable expectation that the offeror will successfully perform the required effort.
Limited Confidence	Based on the offeror’s recent/relevant performance record, the Government has a low expectation that the offeror will successfully perform the required effort.
No Confidence	Based on the offeror’s recent/relevant performance record, the Government has no expectation that the offeror will be able to successfully perform the required effort.

Phase Two: Volume III Factor 2 – Technical Scenario Pivot Challenge



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- The Technical Scenario Pivot Challenge will be used to assess the Offeror's capability to satisfy the requirements set forth in the PWS.
- The offerors chosen to participate will receive an invitation to the Technical Scenario Pivot Challenge, which will include a date to receive the Technical Scenario Pivot Challenge scenario, timeline for completion and submission of video proposal instructions to be completed within 180 minutes of receipt of the Government issued scenario. The Government will provide a written formal scenario via an email. Submission instructions will be provided in the email.
- Participation Representation.
 - All Contributing Personnel shall have at least twelve months of continued employment with the Prime concern (or predecessor company as appropriate)
 - An Offeror may only participate in 1 Technical Scenario Pivot Challenge as a prime Offeror (to include Joint Ventures).
 - Additionally, an individual representative may only attend/participate in a single Technical Scenario Pivot Challenge with 1 prime Offeror.

Phase Two: Volume III Factor 2 – Technical Scenario Pivot Challenge



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- The Offeror shall submit a 7 minute or less video based on a response to the Technical Scenario Pivot Challenge scenario that provides an approach, plan and demonstrates proficient knowledge and understanding of **at least 3 of the 8 following focus areas**:
 1. Secure Development practices
 2. DevSecOps Software Development Practices
 3. Modular Open System Development
 4. API First Development Practices
 5. Data Centricity Development Practices
 6. Human Centered Design Development Practices
 7. Integration of AI into workflows
 8. Use of Digital Engineering and Model Based System Engineering practices to develop software
- Offerors are cautioned that the Government is looking for in-depth discussion on the offeror's selected focus areas rather than high level discussion on all focus areas. Offerors will not be evaluated on the production quality of the video.
- Offerors are discouraged from using generative AI tools in developing their Technical Scenario Pivot Challenge submissions.

Phase Two: Volume III Factor 2 – Technical Scenario Pivot Challenge



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- The Government shall provide a written scenario of the Technical Scenario Pivot Challenge and competency focus areas electronically, where the offeror shall independently develop their video submission during their allotted caucus time slot.
- The offeror will be required to submit an Offeror created 7 minute or less video by the Technical Scenario Pivot Challenge submission time.

Step 1	Step 2	Step 3
Government Emails Pivot Scenario in a PDF file format.	Offeror Pivot Scenario Independent Development.	Offeror Pivot Scenario Video Upload Submission into designated “file” area. (e.g. DoD SAFE)
Start time 9:00 AM EST. Video submission cut-off time 12:00 PM EST		

Q&A Impacts to Phase Two



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- **Question 18:** Can any of the Udemy courses, DAU Workshops be made available to industry, or at least the course titles?
- **Answer 18:** The DC3oE recommends Digital Transformation 2023 Masterclass, Agile Samurai Bootcamp, and Product Management for AI & Data Science. These courses are available to the public with a fee.
- **Question 84:** Are subcontractor employees allowed to be used on the tech challenge - or do they all need to be from the prime offeror?
- **Answer 84:** Participants shall be Prime Contractor's existing employee(s) with a minimum of one (1) year of continuous employment via a signed affirmative written statement. RFP L.3.4.2
- **Question 89:** Subs and consultants will be integral parts of every team - why would you exclude them now?
- **Answer 89:** The MSD Team anticipates flexible teaming at the order level. The IDIQ evaluation is focused on the prime contractor's capability.
- **Question 96:** If a joint venture is bidding, can members from both entities participate in the code challenge?
- **Answer 96:** Yes

M.2.3 Factor 2- Technical Scenario Pivot Challenge



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- Based on a comparative analysis of Factor 2, **the Government will select approximately 30 of the highest rated offerors to proceed to Phase 3.**
- The Government reserves the right to select fewer offerors.
- The Government reserves the right to consider the Small Business reserve percentage into the selection of Offerors to continue into Phase 3.
- The offeror shall demonstrate proficient knowledge and understanding of Modern Software capability/methodologies through completion of a Technical Scenario Pivot Challenge.

Factor 2	
Technical Scenario Pivot Challenge Rating Definitions	
Rating	Description
Outstanding	Proposal demonstrates an exceptional approach and understanding of the requirements and contains multiple strengths and/or at least one significant strength, and risk of unsuccessful performance is low.
Good	Proposal indicates a thorough approach and understanding of the requirements and contains at least one strength or significant strength, and risk of unsuccessful performance is low to moderate.
Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements, and risk of unsuccessful performance is no worse than moderate.
Marginal	Proposal has not demonstrated an adequate approach and understanding of the requirements, and/or risk of unsuccessful performance is high.
Unacceptable	Proposal does not meet requirements of the solicitation and, thus, contains one or more deficiencies and is un-awardable, and/or risk of performance is unacceptably high.

Phase Three: Volume IV – Factor 3 – Price



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- This solicitation is for the award of a hybrid Cost-Plus-Fixed-Fee (CPFF), Firm Fixed Price (FFP), Labor Hour (LH), Time and Materials (T&M), and Cost Reimbursement (CR) Indefinite Delivery/Indefinite Quantity (ID/IQ) contract and for the necessary licenses, travel, and Other Direct Costs (ODCs) to support those efforts.
- Labor Hour Model Worksheet Instructions: The Offeror shall complete and submit Attachment 0003 the MSD IDIQ Labor Hour Model.
- The proposed labor rates shall be fully burdened labor rates encompassing all direct labor costs, applicable indirect costs, and profit in accordance with your companies accounting system.
- The Offeror shall propose median rates applicable to Labor Hour type orders. These rates are to be based upon an analysis of the median labor rate within a given labor category, working in the highest paid area within CONUS, on a complex Modern Software requirement including work requiring a secret clearance.
- Top Secret/SCI and OCONUS work are excluded.
- Requires a basis of estimate

Phase Three: Volume V – Factor 4 – Ultimate Technical Challenge



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- The Ultimate Technical Challenge will be used to assess the Offeror's technical capability to satisfy the requirements set forth in the PWS and determine how each Offeror performs in a real-time scenario resulting in a solution.
- The Ultimate Technical Challenge shall follow the Agile Manifesto and Agile principles.
- Solutions that do not comply with the Agile Manifesto and Agile principles may be determined as a weakness, significant weakness or a deficiency.
- The submission is anticipated to be required 10 business days, post receipt of the Government issued challenge.
- Offerors shall provide a technical solution utilizing an Offeror selected development and deployment environment. Offerors shall provide the government access into the deployment environment to verify functionality of the solution. Offerors shall not utilize Artificial Intelligence (AI) tools and resources under this Factor.

Phase Three: Volume V – Factor 4 – Ultimate Technical Challenge



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- Focus areas for evaluation of the Ultimate Technical Challenge solution include, but is not limited to the following:
 1. Open Architecture – Extent to which the system design allows for easy adding, upgrading, testing, and swapping of components
 2. Cyber Hygiene – Extent to which the submission is comprised of secure coding practices and complies with current Army cybersecurity regulations.
 3. Resiliency of the system – Extent to which the structure of the system that allows for high availability, avoidance of errors, and rapid recovery from issues.
 4. DevOps Integration – Utilization of “as-code” functionality in the development, integration, testing, and deployment processes.
- During the tech challenge the offerors shall instrument the collection of metrics to drive the following outcomes:
 - Improved team efficiency – Automation/code coverage
 - Improved code security and quality
 - Improve release frequency
 - Improve system modularity
- Offerors are limited to no more than 7 representatives and shall be the Prime Contractor’s existing employee(s) with a minimum of 1 year of continuous employment via a signed affirmative written statement

Phase Three: Volume V – Factor 4 – Ultimate Technical Challenge



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- Upon submission of the Ultimate Technical Challenge solution, the Government will schedule a rapid-fire virtual, oral demonstration session and will include 4 elements.
- Offerors shall present Element #1 through #3 for up to 45 minutes and Element #4 will be for up to 15 minutes.
 - Element #1: Offerors shall demonstrate 1 Offeror selected pull request and deploy the change within their environment. The offeror will then demonstrate successful deployment of the changed functionality to the government.
 - Element #2: The Offeror shall demonstrate their solution and discuss how their solution addresses the 4 focus areas of the Ultimate Technical Challenge. Additionally, the Offerors shall demonstrate a quality assurance audit to explore the development process and that standards and specifications were met during the development process.
 - Element #3: Offerors shall demonstrate how they instrumented the metrics in the Offeror's environment and then explain the approach for using those metrics to improve the performance of software delivery teams.
 - Element #4: The Government reserves the right to ask a standard set of questions to the Offeror. Each Phase 3, Factor 4 Offeror will be provided the same set of questions. The Government anticipates providing the questions at the beginning of Element 4.
- Offerors shall include their Rapid Fire Session Presentation materials as xxxxORALPRESENTATIONxxxx.docx (or PDF or PPT) within 5 business days by 12:00PM EST after conclusion and submission of the Ultimate Technical Challenge.
- The Rapid Fire presentation submission shall be a PDF or PPT, not exceeding 36 slides/pages.

Phase Three: Volume VI – Factor 5 – Management Approach



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- 3 Page Limit
- This factor will evaluate the Offeror's Management Approach to adequately support the execution of Modern Software Delivery.
- Offeror's shall provide the following information:
 1. Describe the process to fill advanced expertise or "niche" positions to support orders issued under MSD. Provide examples within the last 2 years when your company filled advanced expertise or "niche" positions.
 2. Describe the process and approach for retaining personnel for Orders issued under MSD taking into consideration the potential for shorter performance periods of 12 months or less and multiple orders concurrently performing.
 3. Describe the approach and process for organizing the scaling and staffing of Agile teams across multiple active orders.
 4. Describe the current process to foster personnel enrichment and innovation that addresses upskilling, reskilling, tech enablement, innovation, culture and knowledge sharing.

M.2.4 Factor 3 – Price; M.2.5 Factor 4 – The Ultimate Technical Challenge



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- **M.2.4 Factor 3 – Price:** To evaluate Factor 4, the Government will review the information contained in Volume V (see RFP Section L.3.4.2), and the information contained in Solicitation Attachment 0003.
- **M.2.5 Factor 4 – The Ultimate Technical Challenge:** For Factor 5 – The Ultimate Technical Challenge, the Government will evaluate the Offeror’s technical capability to satisfy the requirements set forth in the PWS. The offeror shall demonstrate knowledge and understanding of Modern Software capability through completion of the Ultimate Technical Challenge. The ratings are defined as follows:

Factor 4 The Ultimate Technical Challenge Rating Definitions	
Rating	Description
Outstanding	Proposal demonstrates an exceptional approach and understanding of the requirements and contains multiple strengths and/or at least one significant strength, and risk of unsuccessful performance is low.
Good	Proposal indicates a thorough approach and understanding of the requirements and contains at least one strength or significant strength, and risk of unsuccessful performance is low to moderate.
Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements, and risk of unsuccessful performance is no worse than moderate.
Marginal	Proposal has not demonstrated an adequate approach and understanding of the requirements, and/or risk of unsuccessful performance is high.
Unacceptable	Proposal does not meet requirements of the solicitation and, thus, contains one or more deficiencies and is un-awardable, and/or risk of performance is unacceptably high.

M.2.6 Factor 5 – Management Approach



- For Factor 5 – Management Approach, the Government will evaluate the Offeror’s Staffing approach to adequately support the execution of Modern Software Delivery. The ratings are defined as follows:

Factor 5 Management Approach Rating Definitions	
Rating	Description
Outstanding	Proposal demonstrates an exceptional approach and understanding of the requirements and contains multiple strengths and/or at least one significant strength, and risk of unsuccessful performance is low.
Good	Proposal indicates a thorough approach and understanding of the requirements and contains at least one strength or significant strength, and risk of unsuccessful performance is low to moderate.
Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements, and risk of unsuccessful performance is no worse than moderate.
Marginal	Proposal has not demonstrated an adequate approach and understanding of the requirements, and/or risk of unsuccessful performance is high.
Unacceptable	Proposal does not meet requirements of the solicitation and, thus, contains one or more deficiencies and is un-awardable, and/or risk of performance is unacceptably high.

M.1 BASIS FOR AWARD



- For this requirement the best value basis will be determined by the Highest Technically Rated Offerors with a Fair and Reasonable Price.
- The Government intends to make multiple contract awards under this solicitation which will include reserve awards with a minimum guarantee of 10 small business base awards or 20% based on the total awarded MSD MAIDIQ base contract awards to be set aside for Small Businesses, whichever is greater of all contract awards.
- Factor 4 - The Ultimate Technical Challenge Factor is significantly more important than Factor 1 – Technical Corporate Experience, Factor 2 – Technical Scenario Pivot Challenge, and Factor 5 – Management Approach.
- To be considered eligible for award, an Offeror’s proposal at a minimum shall provide all submission requirements for all Volumes, be found to be compliant with Volume 1 – General and receive a rating as stated below:

Factor	Factor Title	Minimum
Volume 1	General	Compliant
Factor 1	Technical Corporate Experience	Satisfactory Confidence or Substantial Confidence
Factor 2 (Unless Bypassed)	Technical Scenario Pivot Challenge	Acceptable, Good, or Outstanding
Factor 3	Price	Fair and Reasonable
Factor 4	Ultimate Technical Challenge	Acceptable, Good, or Outstanding
Factor 5	Management Approach	Acceptable, Good or Outstanding

Number of Awards



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- **Question 70:** With 20 total awards, that's 10 for Large and 10 for small businesses?
- **Answer 70:** The Government anticipates a reserve with a minimum guarantee of 10 small business base awards or 20% based on the total awarded MSD MAIDIQ base contract awards to be set aside for Small Businesses, whichever is greater. There is not a maximum number of Small Business awards. RFP paragraph H.12.
- The Government is only inviting “approximately 30” Offerors to participate in Phase 3.



Next Steps & Resources



Next Steps & Resources



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- We provide gap analysis, color reviews, and proposal support.
- Review our How to Develop & Coach Winning Oral Proposals before price increases:
 - [How to Develop & Coach Winning Oral Proposals | OST Global Solutions, Inc.](#)
- 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 Army MDS 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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