



OST GLOBAL SOLUTIONS

Marketplace for the Acquisition of Professional Services (MAPS) IDIQ

22 January 2025

7361 Calhoun Place, Suite 560
Rockville, MD

service@ostglobalsolutions.com

301.384.3350 • www.ostglobalsolutions.com

About OST



OST GLOBAL SOLUTIONS



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
---	-----------------------------------	---------------------------	-------------------	-----------------------------



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
----------------------------------	-------------------------------	--------------------------------	------------------------------------	-------------------------------

SBIR/STTR Proposal Lab for Maryland and Alabama SBA FAST Grant



www.ostglobalsolutions.com

OST's MAPS IDIQ Support



OST GLOBAL SOLUTIONS

- Independent review of your scorecard and proposal content
- Full proposal development
- We offer:
 - Color Reviews
 - Compliance Reviews
 - Proposal Management
 - Proposal Writing & Editing
 - Graphics and DTP
- Schedule a call to learn more about our support

About Army MAPS



OST GLOBAL SOLUTIONS

- Army Program Executive Office Enterprise Information Systems' (PEO EIS) Enterprise Services Project Management Office and the Army Contracting Command Aberdeen Proving Ground (ACC-APG) consolidates the Information Technology Enterprise Solutions 3 – Services (ITES-3S) and Responsive Strategic Sourcing for Services (RS3) follow-on contracts
- The Government intends to award 100 awards total; 20 per domain
 - Technical Domain (NAICS code: 541330)
 - Management and Advisory Domain (NAICS code: 541611)
 - RDT&E Domain (NAICS code: 541715)
 - Emerging IT Domain (NAICS code: 541512)
 - Foundational IT Domain (NAICS code: 541519)
- Awards go to the top 20 scores in each domain
 - In the event of a tie, the Government will look at the percentage of those tied Offeror's CPARS element ratings over the last 3 years, within the 5 NAICS codes under this acquisition, that are rated as Exceptional. The Offeror that has a higher percentage of Exceptional ratings will win the tie.
 - If this review does not resolve the tie, the Government will then invoke a second tie breaker. The Government will look at the percentage of those tied Offeror's CPARS element ratings over the last 3 years, within the 5 NAICS codes under this acquisition, that are rated as Very Good. The Offeror that has a higher percentage of Very Good ratings will win the tie.

MAPS Proposal Outline



OST GLOBAL SOLUTIONS

Document	File Name*	Notes
Cover Letter	xxxxCOVERDDMMYYYY.doc or .pdf	1 Page Max
Gate Criteria Attachment 0001	xxxxGATEDDMMYYYY.doc or .pdf	
Volume I – Systems, Rates, & Certifications	xxxxSandRDDMMYYYY.doc or .pdf xxxxCertsDDMMYYYY.doc or .pdf	
Volume II – Past Performance	xxxxQP1DDMMYYYY.doc or .pdf xxxxQP2DDMMYYYY.doc or .pdf xxxxQP3DDMMYYYY.doc or .pdf	3 Page Max (1 Page per Qualifying Project (QP))
Volume III – Technical	xxxxRECRUITMENTDDMMYYYY.doc or .pdf xxxxRETENTIONDDMMYYYY.doc or .pdf xxxxRISKDDMMYYYY.doc or .pdf	6 Page Max (2 Pages Each)
Small Business Subcontracting Plan	xxxxSBSPLANDDMMYYYY.doc or .pdf	Required only for Large Businesses

MAPS Gate Criteria



OST GLOBAL SOLUTIONS

- Offerors shall fully complete Attachment 0001 “Gate Criteria Questions” and provide required supporting documentation to include with their proposal.
- The Government will utilize Attachment 0001, to first determine if the Offeror will make it through the gate questions onto the next step of the proposal evaluation process.
- The Gate Criteria consists of the following for large businesses:
 - Active Facility Clearance (Secret)
 - Certifications (ISO 9001:2015 and CMMC Level 2 or higher)
 - Government Approved Accounting System
 - Contractor Performance Assessment Reporting System (CPARS) Ratings
- The Gate Criteria consists of the following for small businesses:
 - Small Business Certification
 - Active Facility Clearance (Secret)
 - Certifications (ISO 9001:2015 and CMMC Level 2 or higher)
 - CPARS Ratings

Volume I – Systems, Rates, and Certifications



OST GLOBAL SOLUTIONS

- Large Business (Max Points: 2): receives 1 point for having 2 of the following approved systems or rates; Offeror receives 1 additional point for having 3 or more approved systems or rates:
 - Approved Rates (e.g., Forward Pricing/Billing)
 - Purchasing System
 - Estimating System
 - Property Management System
- Large Business (Max Points: 2): Offeror receives 1 point (per certification), for having any of the additional certifications:
 - CMMC Level 2 or Higher
 - ISO/IEC 27001:2022
- Small Business (Max Points: 2) Offeror receives 1 point (per certification), for having any of the additional certifications:
 - Small Business Certification
 - CMMC Level 2 or Higher

Volume II – Past Performance



OST GLOBAL SOLUTIONS

- Qualifying Project (QP) Submission: QPs will be used to evaluate the Past Performance factor. Offerors may submit a maximum of 3 distinct QPs for each specific Domain they are proposing to. The Offeror may not use QP's of their teaming partners.
- To be considered a QP, each submitted project must meet all the following minimum criteria:
 - Be any of the following:
 - A single contract – including prime contracts, subcontracts, and commercial 239 contracts; or
 - A single Task Order awarded under an IDIQ contract, Blanket Purchase Agreement (BPA), or Basic Ordering Agreement, including single or multiple award; or
 - A Task Order under a Federal Supply Schedule contract (FAR 8.405-2) or BPA (FAR 8.405-3)
 - Meet or exceed a minimum total contract value of \$2M;
 - Have at least 1 year of performance, but not over 4 years old. The period of performance end date shall be within the last 4 years of the final proposal submission due date identified in this RFP.
 - The NAICS code of the QP must be the same as 1 of the 5 NAICS codes aligned to the Domains of this solicitation. Please note, while this is required, the QP does not have to match the exact NAICS code the Offeror is proposing to.
 - For example, Offeror A may submit a proposal to the Technical Domain (NAICS code: 255 541330) and utilize a QP that has a NAICS Code: 541715 (the RDT&E Domain).

Volume II – Past Performance



OST GLOBAL SOLUTIONS

- The Offeror shall provide the following information for each QP:
 - The Specific Contract/Agreement number. If the Offeror was a subcontractor, they need to submit a copy of the signed agreement.
 - Dollar value;
 - NAICS code;
 - A brief description of the work performed and a mapping to the PWS to demonstrate the work performed is relevant to the Offerors proposed Domain; and
 - If the Offeror's QP is not available in the CPARS or does not have a specific NAICS identified, then the Offeror shall provide a Past Performance Questionnaire, Attachment 0002, which will not be counted toward the QP page limitation.



Recruitment (2-page limit)

- The Offeror shall provide an overview of its processes, procedures, and mechanisms utilized when it comes to employee recruitment. The overview shall demonstrate the Offeror's ability to recruit and hire staff for specialized and non-specialized labor categories to limit staffing issues.
- At a minimum, the Offeror shall address the following:
 - How qualified candidates will be recruited;
 - How key positions will be recruited and staffed;
 - Identify the timeline needed to recruit and staff positions not already filled;
 - Identify how many recruiter positions are currently staffed;
 - Identify if you have a Human Resources department; and,
 - Provide an organizational structure of your Human Resources Department.



Retention (2-page limit)

- The Offeror shall provide an overview of its processes, procedures, and/or mechanisms utilized for retaining employees. The overview shall demonstrate the Offeror's ability to retain employees throughout the life of the program.
- At a minimum the Offeror's response shall address the following:
 - Provide an explanation of how your company supports internal and professional development;
 - Identify any mentorship programs currently offered to employees; and,
 - Provide an overview of the specific processes currently being utilized to retain employees.



Risk Management (2-page limit)

- The Offeror shall provide an overview of its policies and procedures for identifying, mitigating, and managing risks in order to demonstrate its ability to identify and manage risks.
- At a minimum the Offeror's response shall address the following:
 - Identify any proactive risk management strategies, to include risk identification, risk assessment, risk avoidance, risk monitoring, and risk response planning; and,
 - Provide an overview of your current Organizational Conflict of Interest plan that prescribes responsibilities, general rules, and procedures for identifying, evaluating, and resolving organizational conflicts of interest in accordance with FAR Subpart 9.5.

MAPS Scorecard: Systems and Rates



OST GLOBAL SOLUTIONS

Large Business

#	RFP Section	Capability	Qualification	Max Points
Systems and Rates				
1	L.2.2.1	Government Approved Systems and Rates	Offeror receives one (1) point for having two (2) of the following approved systems or rates; Offeror receives one (1) additional point for having three (3) or more approved systems or rates: ___ Approved Rates (e.g., Forward Pricing/Billing) ___ Purchasing System ___ Estimating System ___ Property Management System	2
2	L.2.2.2	Certifications	Offeror receives 1 point (per certification), for having any of the additional certifications: CMMC Level 2 or Higher ISO/IEC 27001:2022	2

Small Business

#	RFP Section	Capability	Qualification	Max Points
Systems and Rates				
1	L.2.2.1	Government Approved Systems and Rates	N/A	
2	L.2.2.2	Certifications	Offeror receives 1 point (per certification), for having any of the additional certifications: Small Business Certification CMMC Level 2 or Higher	2

MAPS Scorecard: Past Performance



Past Performance				
3	L.2.3.2	Relevance	<p>Offerors will earn five (5) points per QP that meets 100% of the Technical Capabilities under the Domain they are proposing.</p> <p>Offerors will earn three (3) points per QP that meets 75-99% of the Technical Capabilities under the Domain they are proposing.</p> <p>Offerors will earn two (2) points per QP that meets 50-74% of the Technical Capabilities under the Domain they are proposing.</p> <p>Offerors will earn one (1) point per QP that meets 25-49% of the Technical Capabilities under the Domain they are proposing.</p> <p>Offerors will earn zero (0) points per QPs that meets 0-24% of the Technical Capabilities under the Domain they are proposing.</p> <p>The maximum points to be received for Relevance is 15.</p>	15
4	L.2.3.3	NAICS Alignment	<p>Each QP that is submitted to demonstrate past performance, that aligns with Domain specific NAICS will receive one (1) additional point.</p> <p>The maximum points to be received for NAICS Alignment is three (3).</p>	3
5	L.2.3.4	Recency	<p>The QP's submitted must have at least one (1) year of performance, but not over four (4) years old. If the Offeror has a QP that has a period of performance end date within the last two (2) years that QP will receive one (1) additional point per QP.</p> <p>The maximum points to be received for Recency is three (3).</p>	3
6	L.2.3.5	Performance Quality	<p>Offeror receives one (1) point for a recent QP with a Satisfactory PP Rating in all CPAR/PPQ elements.</p> <p>Offeror receives three (3) points for a recent QP with a Very Good PP Rating in all CPAR/PPQ elements.</p> <p>Offeror receives five (5) points for a recent QP with an Exceptional PP Rating in all CPAR/PPQ elements.</p> <p>Offeror does not receive credit for a project with a below satisfactory rating in any of the CPAR ratings, a neutral rating (i.e., lack of past performance information), or a non-relevant project (regardless of the PP score). If offeror has CPAR the Government will utilize CPAR. If no CPAR is available then the offeror can submit PPQs.</p> <p>The maximum points to be received for Performance Quality is 15.</p>	15

MAPS Scorecard: Technical



OST GLOBAL SOLUTIONS

Technical			
7	L.2.4.1	Recruitment	<p>Offeror receives points based on the rating defined below:</p> <p>5 Points: Outstanding - Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh weaknesses. Risk of unsuccessful performance is very low.</p> <p>3 Points: Good - Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.</p> <p>2 Points: Acceptable - Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.</p> <p>1 Point: Marginal - Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.</p> <p>0 Points: Unacceptable - Proposal does not meet requirements and contains one or more deficiencies. Proposal is unawardable.</p> <p>The maximum points to be received for Recruitment is five (5).</p>
8	L.2.4.2	Retention	<p>Offeror receives points based on the rating defined below:</p> <p>5 Points: Outstanding - Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh weaknesses. Risk of unsuccessful performance is very low.</p> <p>3 Points: Good - Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.</p> <p>2 Points: Acceptable - Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.</p> <p>1 Point: Marginal - Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.</p> <p>0 Points: Unacceptable - Proposal does not meet requirements and contains one or more deficiencies. Proposal is unawardable.</p> <p>The maximum points to be received for Recruitment is five (5).</p>
9	L.2.4.3	Risk Management	<p>Offeror receives points based on the rating defined below:</p> <p>5 Points: Outstanding - Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh weaknesses. Risk of unsuccessful performance is very low.</p> <p>3 Points: Good - Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.</p> <p>2 Points: Acceptable - Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.</p> <p>1 Point: Marginal - Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.</p> <p>0 Points: Unacceptable - Proposal does not meet requirements and contains one or more deficiencies. Proposal is unawardable.</p> <p>The maximum points to be received for Recruitment is five (5).</p>

Large Business max points: 55

Small Business max points: 53



Next Steps & Resources



Next Steps & Resources



OST GLOBAL SOLUTIONS

- We provide gap analysis, color reviews, and proposal support.
- 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 MAPS 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/>



Sign up for our newsletter and schedule an appointment

www.ostglobalsolutions.com

Let's Partner in Winning Business



OST GLOBAL SOLUTIONS



David Huff

CEO

c: 513.316.0993

o: 301.769.6602

e: dhuff@ostglobalsolutions.com



www.ostglobalsolutions.com