Industry White Paper
## June 2020
Defense Intelligence Agency – SITE III IDIQ
Overview and Planning

The DIA will combine two information technology contracting vehicles worth potentially $5.1B as a follow-on to the Enhanced Solutions for the IT Enterprise contract (E-SITE). The DIA plans to merge the $3B Infrastructure Sustainment and Development 2 program with the $2.1B Application DS2 solicitation to form a SITE III multiple-award contract. IDS2 covers cloud services and data center support work, while ADS2 seeks data integration, software engineering and other technical support services.

The prime contractor must hold a Top-Secret facility clearance at the time of proposal submission while subs can hold a Secret facility clearance.

RWCO has extensive experience across the prior IDIQ platforms with DIA, to include E-SITE. RWCO has experience in E-SITE and other contract vehicles within DIA; RWCO is poised to provide proposal support as well as a Proposal Readiness Review, offering an outside view of how a company's quals compare to the requirements.
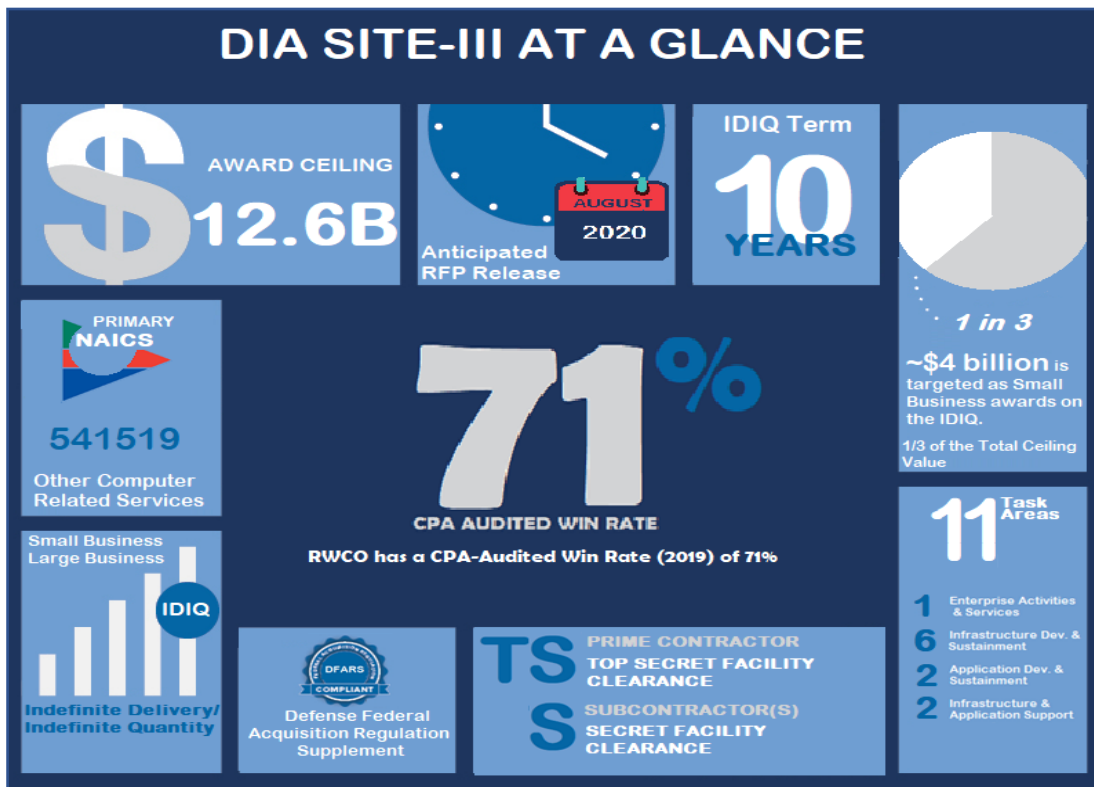
DIA IT IDIQs

SITE III will offer IT infrastructure modernization services to the intelligence sector in a manner similar to the procurement approach applied under the $6B E-SITE contract (2015). The E-SITE was discontinued the vehicle before its scheduled expiration date of July 2025. Part of the rationale to discontinue the E-SITE vehicles was that the IDIQ had considerable overlap with existing vehicles already in place for procurement of IT services and support. Thus, DIA acquisition opted to discontinue the IDIQ and utilize the existing vehicles of IDS2 andADS2 to meeting the IT needs of the agency. Now that those vehicles are nearing the end of respective lifecycles, DIA is moving ahead with a comprehensive IT IDIQ platform (E-SITE).

In 2015, 65% of the bidding population won a seat on the IDIQ, with half being large business and half being small businesses.

Within the context of the prior IDIQ, E-SITE, DIA has reported that there had been seventy-seven (77) bidders and fifty (50) awardees, of which twenty-five (25) large business and twenty-five (25) were large businesses as defined under the NAICS 541519 – Other Computer Related Services.

The SITE III Draft SOW

The draft SOW identifies the following task areas:

- **Enterprise Activities and Services**— a broad brush of activities to include assessment and evaluation, testing, project management and planning logistical support, including configuration management. Also included in this area is knowledge management, enterprise operations and ITSM.

- **Infrastructure Development/Sustainment (six task areas)**— life cycle support, service desk, and desk side and field services support; connectivity and network services; enterprise computing, storage, and cloud services, and mission and business systems services; unified communications; audio visual and digital media services; enterprise operations, event monitoring and management and performance.

- **Application Development/Sustainment (two task areas)**— customer outreach and relationship management, mission engagement and operations planning and customer education and training; software engineering development, and integration, application tool development to include web and portal systems development and sustainment, data analytics; knowledge management, maintenance of development and test environments, and lifecycle software license management.

- **Infrastructure/Application Development and Sustainment (two task areas)**— support services for outside technical support, callout/per call services, and deployment support; cybersecurity services.

Key Areas of Note

Organizations that wish to explore the possibility of bidding on SITE III should note that, in addition to clearance requirements, Contractor experience is limited to those have Intelligence Community (IC) experience. This requirement greatly limits that competitive landscape and increases the probability that those that submit compliant bids will likely garner a seat at the IDIQ level. The Government will use a multi-step, pass/fail evaluation on eight response areas. Failure of any one area will result in loss of award. Additionally, the RFP utilizes scenarios for the relevant experience response. Large businesses must provide relevant experience for each of the four scenarios (a

citation may be used for multiple scenarios). Small business must provide experience for a minimum of two scenarios. The scenarios are broken down as follows:

- Infrastructure Scenario #1 — Customer Facing Requirements: Help/Service Desk, Desk Side Support, Endpoint Devices
- Infrastructure Scenario #2 — Backend Infrastructure and Cybersecurity (Servers, Storage, Cloud, Monitoring, Network
- Application Scenario #1 — New Software Application Development, Accreditation, Integration, and Deployment
- Application Scenario #2 — Operation and Maintenance of Applications

Each scenario has different levels of size and scope requirements based upon business size. It's expected these requirements could limit the number of small businesses that may qualify for award.

Status

DIA held open a question period that ended April 10, 2020. Thousands of questions flowed in and, to date, approximately 700 questions have been answered. Based on RWCO's communication with Government, the release window has been moved from April to August 2020. The rationale for this this change is due, in part, to COVID-19 pandemic response activities by the U.S. Federal Government and due to task order awards under the predecessor program ending in late December 2020.

> **Considerations for Bidding:**
> - The main considerations for bidding are that an offeror, as the prime, hold a Top-Secret facility clearance (pending does NOT count) and have IC experience.
> - A critical requirement, especially for small businesses, will be meeting the size and scope requirements for the relevant experience areas (scenarios).

About RWCO

Richard Wagner & Company (RWCO) is a business strategy, business development, and proposal consulting firm headquartered in the Washington, DC, metropolitan region. The firm was founded to assist small- and medium-sized businesses efficiently navigate the complicated and hyper-competitive process of winning business with public and private markets, to include Government sectors and regulated markets.

RWCO prides itself on having a positive, demonstrable impact on the growth and development of our clients. Our staff is composed of motivated, driven professionals who take the business of winning very seriously. RWCO staff has decades of experience and a proven track record of success. This hands-on experience, combined with our unique approach, makes us different from other business development organizations.

We equip clients with the tools, resources, and expertise necessary to consistently win new business, retain existing business, and grow the operational capabilities of their organizations. We do this by providing seasoned, experienced consultants with a track record of navigating competitive business environments. We optimize our impact on client success through defined processes and approaches that have been proven effective over an extended period of time and across multiple business domains.

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