The long anticipated OASIS+ RFP is going to hit the streets very soon and I’m sure that a number of companies have looked at the draft and determined whether they are going to respond. There are some unique factors about OASIS+ that make it an an intriguing acquisition.

First, it’s another of what I called “evidence-based” acquisitions where your proposal team’s ability to write a “compelling story” with lots of good prose will not help you win.

Secondly, you’re not going to be competing against any other bidder. The GSA has determined that any bidder showing evidence to support a pre-established number of points within a domain will be awarded a contract. If the number of bidders reaching that threshold is five, 25, or 1025 doesn’t matter. They will all be granted a contract.

Finally, GSA has announced their intentions to have a continuous onboarding process after the initial tranche of awards. This means that if you are eligible for an award in your initial analysis you can resubmit once the on-ramping begins and can still be given a contract.

(Parenthetically, I’m sure there are other unique factors to the acquisition, but this are the ones that merit discussion.)

A three step approach to OASIS+ makes sense for anyone in the Federal space considering a bid.

The first thing you should do is assess your initial viability by running the checklists provided in the OASIS+ draft RFP. The are a number of binary decisions that will impact your point totals. These are things such as holding a Facility Clearance, having an approved accounting or purchasing system, having ISO or CMMI certifications, etc.

If you meet those binary requirements, then you need to start examining your past contracts to determine which of them can be qualifying projects for your response and to start the process of data gathering (signed contract documents, SOWs or PWSs, verified FPDS records or the equivalent of Past Performance Questionnaires, etc.). Be prepared for a lot of searching and scrambling to get everything together for your response. While I’m unaware of GSA stating anything about the response timeline, I would expect it to be anywhere from 45 to 60 days at the outset.

IF you should find that you don’t meet the minimum threshold for the domains you want to pursue, then you should consider developing a plan that will get to the point of having enough points to qualify for the on-ramp once it begins.

There is help available for each of these steps, if you need it.

And now a word from our sponsor, WordSmart Business Services: If you’re a small to medium size business looking to enhance your business development, capture management, and proposal operations, give our sponsor WordSmart Business Services a call. David Nealy can give you significant insight into how WordSmart’s Proposal Essentials Plus suite can provide your team the best level of support possible at an affordable price. Use code FPP, that Foxtrot Papa Papa and see what WordSmart can do for you. Call David at 720-725-0009.

That’s it for this episode. As always suggestions, critiques, and comments can be sent to me at ken.blair@fedprops.com. Or give me a call at 301-859-0316.

Thanks for listening.