*Ken Blair (Voiceover):* Everybody, welcome to the Federal Proposal Podcast.

Ken Blair: Every once in a while, we’ll be giving you a special edition of the podcast that focuses on some specific attribute of the proposal industry. In most cases, these episodes will focus opportunities set aside for a particular small business status (think 8(a), HUBZone, etc.) or perhaps a particular NAICS, or a specific agency. This is one of those occasions and this episode will highlight some interesting opportunities that are HUBZone set asides. All the information presented is gathered from readily available sources and no warranty for fitness of use is expressed or implied.

First out of the blocks is a major procurement that any HUBZone-qualified business should have on their radar to bid.

OASIS Plus Multi-Agency Contract (OASIS+):

Previously called the GSA Multi-Agency Contract (GSA MAC), the name was changed to OASIS+ to reflect the long-standing lineage of the OASIS series of contracts with this being the sixth update to the original. While not solely a HUBZone set aside, I think it’s worthy to review it now so that any company considering bidding on it can get the process started. The current contract small business spend has been just north of $225 million but only about $17 million of that was with HUBZone companies. This procurement offers another chance for HUBZones to get a contract vehicle they can market the heck out of and get the Feds to increase that spend. The overall ceiling is estimated to be in the $60 billion range across all socioeconomic categories. Given the importance of this one, I’ll due a separate podcast on it in the next couple of weeks.

Advanced Prototyping and Experimentation (APEX) IDIQ

The next opportunity we’re going to take a look at is the Advanced Prototyping and Experimentation (APEX) IDIQ. This one is is on the radar from the U.S. Army Material Command to acquire capabilities to support Quick Reaction Advanced Systems Research and Development; Rapid Prototyping; System Integration, Experimentation and Testing for the Army Research Laboratory’s APEx Team. Expected out in early Calendar Year 23 with an estimated value of $25M. The work will be performed under NAICS 541330 Engineering Services. The current contract expires April of next year so consider that their may be a contract extension depending upon how efficient the Army can be with the solicitation process.

Information Technology Services for Global Aviation Services

Lastly, for this special edition, let’s take a look at a Department of State solicitation for Information Technology Services for Global Aviation Services. This is an estimated $340M HUBZone setaside to provide support to the Department of State’s drub interdiction efforts under the umbrella of an agency specific IDIQ. This one involves seven different NAICS aimed at different aspects of the program to include Program Management, Flight Services, Maintenance Services, Logistics service, IT/Communications Services, Training, Safety compliance. The current contract, held by Tsymmetry, is scheduled to expire in 2025 and has a current spend of just under $175M. Based upon currently available information, it’s unknown if the State Department will release this as a series of solicitations based upon NAICS (more likely) or if they will release a general purpose solicitations and have vendors compete within channel by NAICS (less likely). The advantage to the latter approach is it’s more efficient to work a single set of responses against common terms and conditions but it may be more complicated to evaluate

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For any of these opportunities I would encourage you to do further research.

If you’ve found this episode to be useful or instructive, please consider subscribing so you don’t miss any of the information we’ll make available.

Thanks for listening and have a great week.

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