NGA CIBORG & IT Schedule 70
Briefing to the FGDC

September 13, 2016

Overview – IT Schedule 70

➢ The solicitation on FebBizOpps, is open continuously and vendors can submit an offer or modification at any time

➢ Flexibility to adapt to changing market needs

➢ Participation by new and innovative vendors

➢ May establish Blanket Purchase Agreements (BPAs) which support increased efficiency

➢ Currently 25 Special Item Numbers (SINs) or IT Categories of services and products

➢ Accessible to federal, state and local government

IT Schedule 70 Vendor On-Boarding Support

- Solicitation contains evaluation factors (Corporate Experience, Past Performance, Quality Control, Relevant Project Experience (for services), and price)

- Dedicated team to support new offers & modifications

- Frequent vendor training sessions

- Updates available via GSA Interact - IT Schedule 70 Group

Making It Easier Initiatives

- FASt Lane: Reduces the time it takes to get specific new innovative IT suppliers on Schedule 70 as well as the time it takes for changes to be made to a current contract. The FASt Lane program ensures agencies have quicker access to emerging technologies and innovative suppliers.

  Dedicated personnel for FASt Lane processing
  - Reducing the time to get on Schedule 70 from 110 days to 45 days
  - Modifications processed in an expedited manner

- Startup Springboard: Allow highly qualified businesses an alternative to the current 2-year professional experience requirement.
  - Using the professional experience of their executives and key personnel as a substitute for having two years of corporate experience
  - Using the project experience of key personnel as a substitute for having relevant corporate past performance
  - Providing financial documentation that demonstrates the company's financial responsibility in lieu of submitting two years of financial statements
  - IT Schedule 70 Plain Language Roadmap: Developed a clear and concise way that explains the Schedule 70 offer process for new vendors in discrete and simple terms in a step-by-step guide.

Draft Revised SIN 132-55

SIN	Description
132-55 Commercial Satellite Subscription Services	Includes pre-existing, pre-engineered commercial satellite service solutions, including dedicated, shared, or on-demand satellite resources, ancillary terrestrial components, and Contractor specified networks and equipment, based on any commercially available satellite or airborne constellation/platform, including, but not limited to, satellite-based communications, sensor data, imagery and geospatial collected or derived services and/or products. Sub-Categories: Satellite Communications (SATCOM) Services Earth Observation (EO) Services

Companies Talking with GSA about an IT Schedule 70 Contract/Modification

- ❖ MDA Info Systems
- ❖ Terra 4D Systems
- ❖ Airbus
- ❖ Compass
- ❖ Boeing Phantom Works
- ❖ Black Sky

- ❖ Harris Geospatial
- ❖ Digital Globe
- ❖ Observera
- ❖ Planet Lab
- ❖ Leidos
- ❖ e-GEOS

Next Steps

- Solicit feedback from the CAC and FGDC on the NGA/GSA strategy to move forward specifically the creation of a government-wide blanket purchase agreement (BPA)

- Establish a cross-governmental team to develop requirements for a government-wide BPA

- Continue to share information on the strategy to procure earth observation products and services while soliciting feedback from all stakeholders

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