



Army APEO Cloud Market Research

This Market Report has been filtered to remove Industry Partners who do not want their business information shared on the Acquisition Gateway.

On May 29, 2019, GSA issued a request for information (RFI) to Schedule 70 on behalf of the Army to understand industry capabilities to provide US Army Program Executive Office (PEO) Enterprise Information System (EIS) cloud services (infrastructure/platform as a service only). The RFI closed on June 12, 2019.

Requirement Summary

The US Army is embarking on an initiative to develop enterprise level mechanisms to support requirements across its PEO EIS portfolio. These requirements include a range of products and services to include cloud hosting, software licenses (ERP's, ITSM, etc.), managed service provider support services, systems integrator services, and technical architecture oversight services. These mechanisms will be leveraged to solution, deliver, and support an enterprise solution. The RFI is only related to the cloud hosting component.

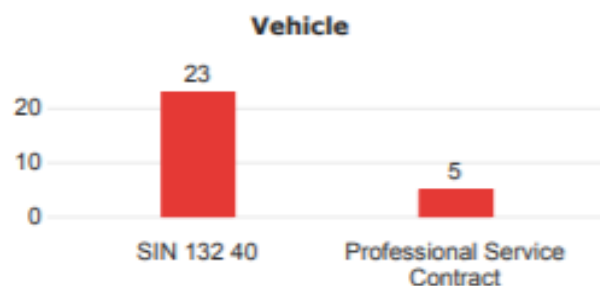
GSA Solution

SIN 132 40 - Cloud and Cloud-Related IT Professional Services - SUBJECT TO COOPERATIVE PURCHASING - Includes commercially available cloud computing services such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS) and emerging cloud services. IT professional services that are focused on providing the types of services that support the Government's adoption of, migration to or governance/management of Cloud computing. Specific labor categories and/or fixed price solutions (e.g. migration services, etc.) that support activities associated with assessing Cloud solutions, refactoring workloads for Cloud solutions, migrating legacy or other systems to Cloud solutions, providing management/governance of Cloud solutions, DevOps, developing cloud native applications or other Cloud oriented activities.



The following report demonstrates the interested parties business information, socio-economic information, and technical information as it relates to the requirement.

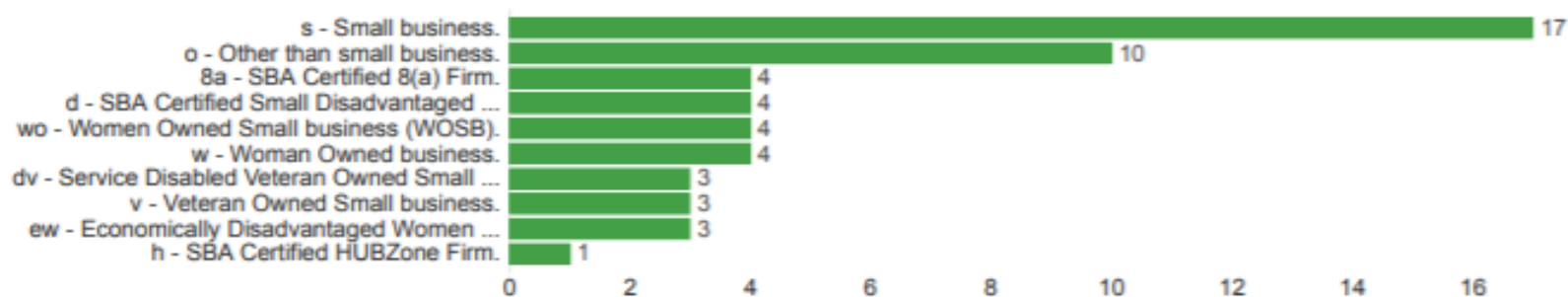
Interested Parties - Recommended Contract



Recommended NAICS - Interested Parties

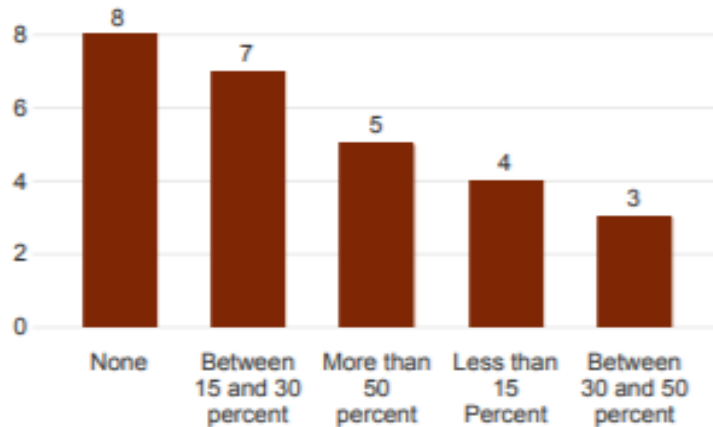


Socio-economic Status/Business Size - Interested Parties





Subcontracting Estimation - Interested Parties



Recommended Contract Type - Interested Parties



Interested Parties - Contact Information

Company Name	Contact Name	Phone	Email	Business Size	SIN	Subcontracting Estimation
Carahsoft Technology Corp.	[Redacted]			o - Other than small business.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[Redacted]



Company Name	Contact Name	Phone	Email	Business Size	SIN	Subcontracting Estimation
Communications Training Analysis Corporation (CTAC)	[Redacted]	[Redacted]	[Redacted]	s - Small business.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[Redacted]
Development Consultants Incorporated (DCI)	[Redacted]	[Redacted]	[Redacted]	s - Small business., w - Woman Owned business., wo - Women Owned Small business (WOSB)., ew - Economically Disadvantaged Women Owned Small business (EDWOSB)., d - SBA Certified Small Disadvantaged business., 8a - SBA Certified 8(a) Firm.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[Redacted]
Force 3. LLC	[Redacted]	[Redacted]	[Redacted]	o - Other than small business.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[Redacted]
HumanTouch, LLC	[Redacted]	[Redacted]	[Redacted]	s - Small business.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[Redacted]



Company Name	Contact Name	Phone	Email	Business Size	SIN	Subcontracting Estimation
Microsoft	[REDACTED]	[REDACTED]	[REDACTED]	o - Other than small business.	N/A	[REDACTED]
NetApp	[REDACTED]	[REDACTED]	[REDACTED]	o - Other than small business.	Other GSA Contract	[REDACTED]
Project Hosts, Inc	[REDACTED]	[REDACTED]	[REDACTED]	s - Small business.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[REDACTED]
SB International Inc (DBA-SBS-Corp)	[REDACTED]	[REDACTED]	[REDACTED]	s - Small business., w - Woman Owned business., ew - Economically Disadvantaged Women Owned Small business (EDWOSB), d - SBA Certified Small Disadvantaged business., 8a - SBA Certified 8(a) Firm.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[REDACTED]
TTEC Government Solutions, LLC	[REDACTED]	[REDACTED]	[REDACTED]	o - Other than small business.	SIN 132-40 Cloud and Cloud-Related IT Professional Services	[REDACTED]



Company Name	Contact Name	Phone	Email	Business Size	SIN	Subcontracting Estimation
TechTrend, Inc.	[REDACTED]			s - Small business.	SIN 132-40 Cloud and Cloud- Related IT Professional Services	[REDACTED]
Vertosoft LLC	[REDACTED]			s - Small business.	SIN 132-40 Cloud and Cloud- Related IT Professional Services	[REDACTED]

Capability File: OASIS SB Pool 1

Files specific to RFI; not all firms submitted as other URLs have been provided.

Company Name	DUNS Number	GSA Contract Number	Cloud Service Offering
Carahsoft Technology Corp.	088365767	GSA-35F-0119Y	VMware Cloud on AWS
Communications Training Analysis Corporation (CTAC)	956975809	GS-35F-256CA	SIN 132-40 – Cloud and Cloud Related IT Professional Services. AWS Authorized Government Reseller; Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Software as a Service (SaaS), and Cloud Specific labor categories.



Development

Consultants Incorporated 042292750 GS35F354GA Authorized AWS
(DCI)

Force 3. LLC	55-605-4591	47QTCA19D002A	[REDACTED]
HumanTouch, LLC	843919197	GS-35F-0376N	[REDACTED]
Microsoft	081466849	NA	[REDACTED]
NetApp	01-031-2879	GS-35F-0511T	Cloud Volumes ONTAP, Cloud Insights, NetApp Private Storage
Project Hosts, Inc	013867744	GS-35F-497CA	Project Hosts Federal Private Cloud and Project Hosts DoD IL5 Cloud
SB International Inc (DBA-SBS-Corp)	13331400	47QTCA18D00L1	If you would like, we can send that as attachment
TTEC Government Solutions, LLC	184446537	GS-35F-151GA	[REDACTED]
TechTrend, Inc.	791140838	GS-35F-0525W	Microsoft Azure - Government
Vertosoft LLC	080431574	GS-35F-688GA	IaaS, PaaS, and SaaS Offerings

Technical Yes or No - Interest Parties

Questions	Yes	No
1. Does your company utilize industry best practice to address technical performance, KPI, service level perspectives, and/or contractual business perspectives?	27	0
2. Does your company utilize best practices to provide the government with billing insight?	27	0
3. Does your company possess corporate certifications and partnerships you believe are important for the government to consider?	26	1
4. Has your company had experience within the past 5 years providing services and products to support migration to the cloud with similar scope and scale?	27	0

Technical Yes or No - by Interested Parties

Company Name	#1	#2	#3	#4
Company Name	#1	#2	#3	#4

Receive YES/NO answers to preset questions in tabular form from responding companies.



Optional Feedback - All Interested Parties

Company
Name

Optional Feedback:

**Receive suggestions,
recommendations, additional
documentation and feedback
from responding companies.**



Conclusion

This market research study contributes to understanding of the US Army Program Executive Office (PEO) Enterprise Information System (EIS) requirement for cloud services (infrastructure/platform as a service only) under Schedule 70, SIN Cloud and Cloud-Related IT Professional Services. Based on the above report, GSA believes it is reasonable to hypothesize:

- The Army will receive adequate competition under Schedule 70; multiple firms have indicated they offer a complete solution.
- The Army may be able to satisfy socio-economic interests as outlined in FAR Part 19. This should be reviewed based on the technical capabilities of the companies as they relate to Army requirements.
- The Government included the following statement in the RFI, "For Schedules Only: Based on the responses submitted to this RFI, the Government reserves the right to issue all future requests for quotes directly to identified sources via email in accordance with FAR 8.405-3(b)(1)(ii)(B)(2) and/or FAR 8.405-2(c)(3)(iii)(B)." This statement was to notify industry the Government has the regulatory authority to send directly to the sources it determines will provide adequate competition. The regulation states, "The ordering activity shall provide the RFQ (including the statement of work and evaluation criteria) to at least three schedule contractors that offer services that will meet the agency's needs"
- All hypotheses should be independently verified by the Army based on the data provided in this report and their other sources.

Finally, GSA is committed to providing Army support throughout their acquisition lifecycle through data, training, assistance modifying base level contracts, and acquisition advice and services related to our contracts. Should you have any questions please contact Brian Knutson at brian.knutson@gsa.gov. Thank you for the opportunity to research this requirement.

This Market Report has been filtered to remove Industry Partners who do not want their business information shared on the Acquisition Gateway.