



US Army Program Executive Office (PEO) Cloud Managed Services Market Research Report

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

On behalf of the US Army, Program Executive Office (PEO), GSA issued a request for information (RFI) to understand capabilities related to Cloud Managed Services. The RFI was posted on GSA eBuy on July 10, 2019 and closed on July 24, 2019.

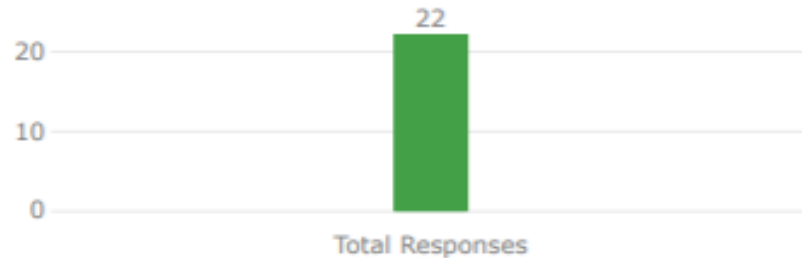
The following is a summary of the requirement:

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 managed service provider services. This solution will be leveraged to deliver and support PEO-EIS Managed Service Requirements as an enterprise.

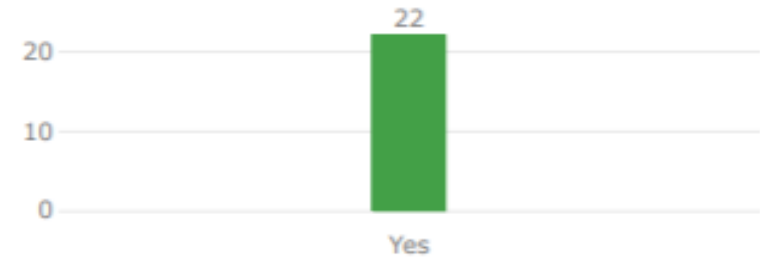
GSA researched Schedule 70 SIN 132-40 and the following report identifies interested parties and their business, size, socio-economic and technical capabilities.



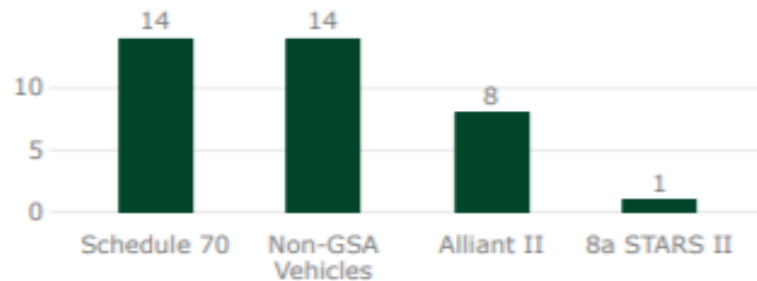
Total Responses



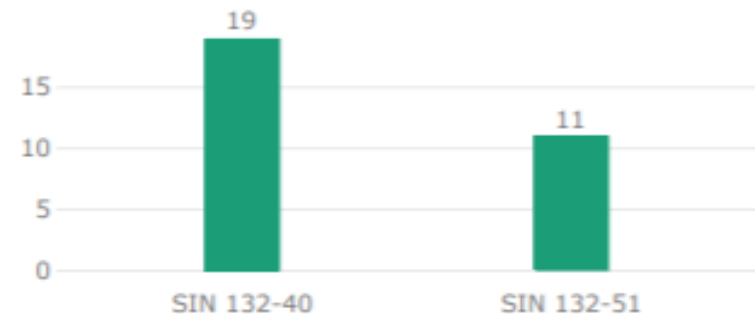
Total Interested Parties



Interested Parties GSA Contracts



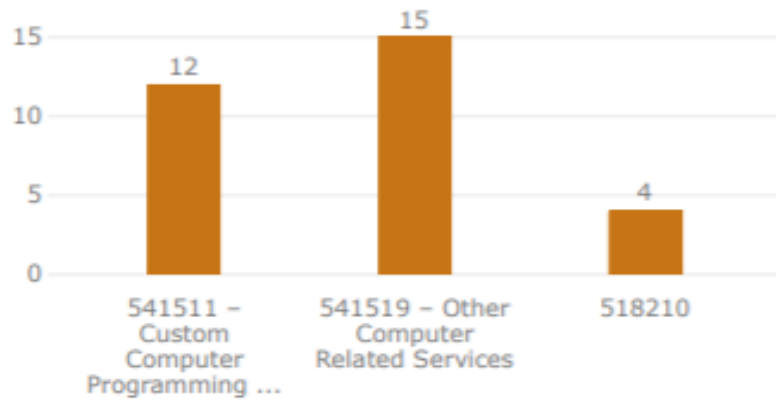
GSA Schedule SINS



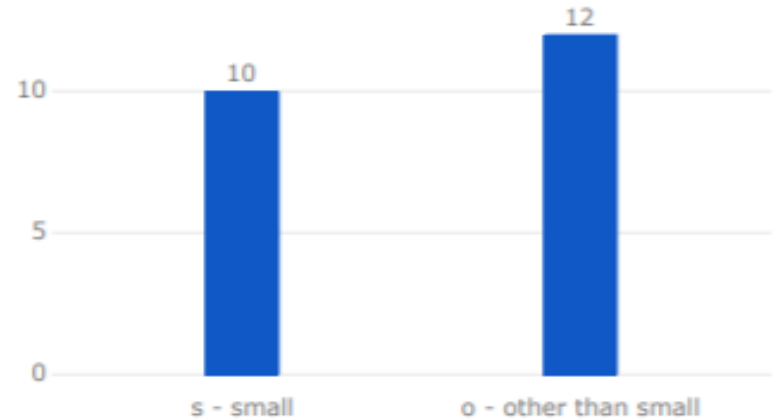
Other Contracts held by Interested Parties: Army Accent, DISA milCloud 2.0, NASA SEWP V, ITES 3-S, RS3, NIH CIO-SP3, DISA Encore II, USAF NETCENTS 2 Netops and Apps, NIH CIO-SP3, SEWP-V, CIO-CS



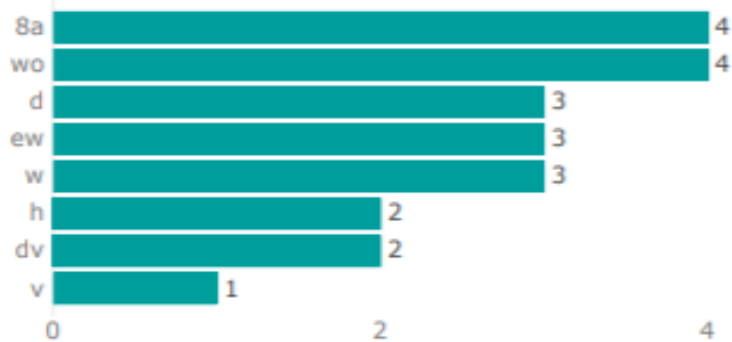
Recommended NAICS Code



Business Size



Socio-Economic Breakdown



Contract Type Recommendation





Interested Parties Contact Information

Company Name:	Contract Number	Point of Contact	POC Email:	POC Phone #:
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**Receive responding company's
contact information.**



Business Size/Socio-Economic/GSA Contracts and Non-GSA Contracts

Company Name:	Business Size	Socio Economic	GSA Contracts	Other GSA Contracts	Non-GSA Vehicles (particularly DoD) - Text
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Learn what responding companies meet your agency's socioeconomic requirements and what acquisition vehicle they can be found on.



Company Name:

Capability URL

Technical Yes/No Questions

Questions	Yes	No
1. Do you have experience with Coordinating security and network requirements with Army Communications-Electronics Research, Development & Engineering Center (CERDEC) and Defense Information Systems Agency (DISA).	17	5
2. Do you have a DCAA compliant cost accounting system?	18	4
3. Could your organization accommodate a cost type contract?	21	1

Technical Questions by Interested Party

All numbers correspond with the question and question number in the technical question breakdown table above.

Company Name:

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

	1.	2.	3.
	Yes	Yes	Yes
	Yes	No	Yes
	No	Yes	Yes
	Yes	Yes	Yes
	Yes	Yes	Yes



Interested Parties Current CSP's

Company Name:	AWS	Azure	Google Cloud	IBM	Oracle	Other
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Learn what CSP's are currently being leveraged by responding companies.



Company
Name:

AWS

Azure

Google Cloud

IBM

Oracle

Other

Technical Question:

Company
Name:

Based on your response to the type of contract, (1) provide pricing mechanisms that should be incorporated to maximize competition and provide the best value (2) how should a pricing matrix be developed for competition. Limited to 1000 Characters.



Company
Name:

Based on your response to the type of contract, (1) provide pricing mechanisms that should be incorporated to maximize competition and provide the best value (2) how should a pricing matrix be developed for competition. Limited to 1000 Characters.

[A large blue rectangular area, likely a placeholder for a response or a redacted section.]

Optional Feedback

Company
Name:

Optional Feedback:

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



Recommendations:

This market research study contributes to understanding of the US Army Program Executive Office (PEO) understanding of Schedule 70 capabilities related to their Cloud Managed Services requirements. Based on the above report, GSA believes it is reasonable to hypothesize:

- The US Army PEO will receive adequate competition under Schedule 70; SINs 132-40 and respondents also suggested SIN 132-51
- The US Army PEO 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 the AWACS 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 US Army PEO based on the data provided in this report and their other sources. Finally, GSA is committed to providing the US Army PEO 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 allowing us to help research this requirement. GSA Market Research, Visualize Results

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