

# STAHL CONSULTING'S BIC1 JV IS PLEASED TO SUPPORT THE DV UNITED TEAM

Make the most out of

## CIO-SP3



(Chief Information Officer – Solutions and Partners IV) (CIO-SP3)  
\$20B Governmentwide Acquisition Contract (GWAC)



Solicitation Number: NIHJT2010002 DV United's Contract: HHSN316201200193W (Small Business) HHSN316201200060W (SDVOSB)  
**CIO-SP3 is a ten (10) year Indefinite Delivery/Indefinite Quantity (IDIQ) Contract that offers IT solutions and services including health and biomedical-related IT services to meet scientific, health, administrative, operational, managerial, and information management requirements. The contract is managed through NITAAC.**

### The DV United Team

DV United, LLC (DVU) is a 14-year-old SDVOSB Joint Venture company founded through the union of 30+ successful and established small businesses. DVU has the requisite expertise and experience providing innovative systems and solutions in enterprise IT, security technologies, and certified management strategies. DVU's *disabled-veteran-owned status* and its multiple previous IT engagements with and successful support to multiple federal agencies, including the U.S. Army, U.S. Navy, DHS, HHS, USDA, VA and many more gives them a full appreciation of the broader mission and the mission complexity that comes with implementing and sustaining programs of a National-level critical nature, on a virtually Worldwide platform.

### All Task Areas are Covered

STAHL as a subcontractor to DV United's Team consists of Team Members with breadth, depth and Past Performance in all, ten (10) Task Areas.

Task Area 1 (Mandatory): IT Services for Biomedical Research, Health Sciences and Healthcare

Task Area 2: Chief Information Officer (CIO) Support

Task Area 3: Imaging

Task Area 4: Outsourcing

Task Area 5: IT Operations and Maintenance

Task Area 6: Integration Services

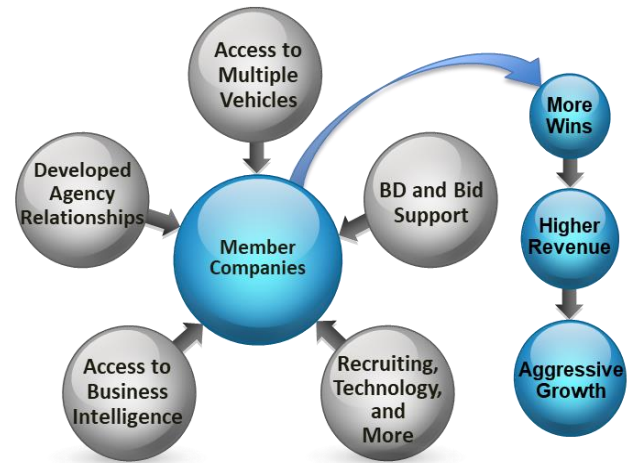
Task Area 7: Critical Infrastructure Protection and Information Assurance

Task Area 8: Digital Government

Task Area 9: Enterprise Resource Planning

Task Area 10: Software Development

### SBA Certified Small Businesses helping each other succeed!



Through its relationship with DV United's CIO-SP3 Team, STAHL is one of the most powerful bidders on this GWAC, due to our focus on agency relationships, business intelligence, Key and SME recruiting, government marketing, early identification of opportunities and proven, systematic processes to deliver superior, integrated, IT solutions.



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# STAHL and the DV United Team for CIO-SP3 (SAMPLE) - Partner Role Competencies and Certifications:

Companies	TASK AREA 1	TASK AREA 2	TASK AREA 3	TASK AREA 4	TASK AREA 5	TASK AREA 6	TASK AREA 7	TASK AREA 8	TASK AREA 10	
	IT Services	Chief Information Officer (CIO) Support	Imaging	Outsourcing	IT Operations and Maintenance	Integration Services	Critical Infrastructure Protection and Information Assurance	Digital Government	Enterprise Resource Planning (ERP)	Software Development
1	Sample Co.	X	X		X		X			
2			X							
3		X		X		X		X	X	X
4		X		X						
5		X			X	X	X			
6		X					X	X	X	X
7				X			X			X
8		X	X		X					

Team Member Capability Focus
IT Services, CIO Support, IT O&M, Protection & Assurance
Imaging
CIO Support and Outsourcing
Outsourcing
Critical Infrastructure Protection and Information Assurance
Digital Government and ERP
Software Development
IT Operations and Maintenance

### Strategic Alliance

STAHL's **Strategic Alliance** provides an umbrella to support the inclusion of diverse set-aside companies, with a **wide range of capabilities and capacities**, to provide complete coverage of the CIO-SP3 vehicle. Workshares will be determined on an individual Task Order basis, based on a variety of criteria, including Past Performance, Customer Adjacency and more.

### Workshare

Team Member contribution, Workshare and Revenue go hand-in-hand with potential outcomes, above and beyond the minimum goals represented for this program. **Contributions will be measured metrically** to the Team's success and reported to all members. (Exceptions being the 40% mandatory Prime revenue and 51% Prime workshare, which are fixed.)

### Contribution

A Team Member's "**Contribution**" is defined through STAHL's proprietary Stage-Gate Process and registration of Agency/Program PM's and Buyer organization CORs. Team Member **Contribution will be based on** Strategy, Forecast Planning, and Opportunity ID Registration.

### Sole Source

Strategy, Forecasting, and Agency Planning will involve a large-scale STAHL initiative to **drive Best Value opportunities in Sole Source Awards** to our Team. Our initiative will drive higher margins, with lower or no competition, to the Team.

### Retainer

The Business Model is a retainer-based engagement with STAHL Consulting providing **professional services** such as: **BD, capture, administration, marketing, recruiting, proposal support**, and more to the Team. Retainers are **\$5k** monthly for small business members, plus three percent (3%) of the Gross Award amount on all services, and 1½% for all Hardware & Software Commodity Purchases paid by the PRIME. STAHL is targeting a *minimum* of **\$100M** in total awarded contracts over five (5) years. The retainer allows each Team Member to **participate in up to 49%** of the workshare on individual Task Orders as a **Subcontractor**.

### TO Pipeline and Task Area Coverage

Forecasted **Pre-RFP**, STAHL's **iPMO**, and **Task Area coverage** will drive the Task Order (TO) **Selection Process**, which involves the following **criteria**: Larger Complex Programs + Dollar Size + Team Member Past Performance (DNA) + Contribution + Agency Adjacency + Task Area Coverage + Workshare Solution.

### Taxation

There are no taxes directly tied to the TA. Taxation will be paid by each member in direct proportion to the actual work they perform.

### The iPMO™, PrePMO™, and ePMO™ Difference

STAHL Consulting serves as the Administrator, Coordinator, and Developer for the Team. The **Integrated Program Management Office™ (iPMO)** acts as the bridge between our Team and the government to build and maintain relationships within the Agency, including PMs, to enhance the reputation of our Team through calls, meetings, mailings, agency marketing, and more to build a brand and put our Team in the minds of the government early and often. The **iPMO** then works with our **PrePMO** to position our Team; identify and vet potential opportunities (advertised and unadvertised); recruit Keys & SMEs; help develop solutions, support proposal development, and much more. Our **PrePMO** is also prepared to support the Team in proposal management, coordination, writing, reviews, etc. Finally, our Enterprise PMO™ (**ePMO™**) supports the Channel Team with tools, technology, processes, and communications to enhance the potential and win rate of the entire Team.

Note: This is not an offering. Final documents such as the Teaming Agreement, Policies, Business Model, Contracting Service Agreement with STAHL, etc. supersede any information provided in this discussion document.

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Features	Benefits
* \$20B program ceiling and five-year base period with one, five-year option	* Allows for long-range planning of large-scale program requirements
* Contract types include: Firm Fixed Price, Cost Reimbursement, Indefinite Delivery Indefinite Quantity, Time and Materials	* Enhanced opportunities for all SBA Set-Aside Groups
* Opportunity to provide integrated solutions	* Offers flexibility of contract types to mitigate risk
* Deliver best business practices and the latest technology to create a more efficient, citizen-centered federal government.	* Offers access to a pool of Contractors, with extensive, industry credentials
* ISO 9001; 20000, 27000, 27013 DoD 8750 Certified Personnel, PMP, ITIL, FISMA, NIST, CCNA CISCO, CISA, Exceptional CPAR Rating	* Facilitates large-scale, integrated, IT solutions
* Access to exceptionally qualified Small Business industry partners (DNA vetted)	* Enables federal clients to earn Small Business credit
* Ceiling rates are negotiated at the Master Contract level, ensuring that Agencies start with the most cost competitive rates. And, with competition, they may get even lower.	* Saves time and money, by reducing procurement lead time
* Mechanism for quick ordering of needed IT Solutions and services at equitable and reasonable prices.	* Systematic processes promote contract compliance and reduce audit risks
* Compliance with Section 843 of the National Defense Authorization Act (NDAA) of 2008 and Section 863 of NDAA 2009	* FAR 16.505 Fair Opportunity process supports best value awards
* CONUS and OCONUS Contracts	* Minimizes protest risks and supports timely order award, for optimal mission support

### STAHL Professional Services for Administration and Support Aimed at Winning More TOs

STAHL provides a wide range of services to our Family Team of Companies and, importantly, we are systems, process and metrics based to provide what government wants.

Our comprehensive, systematic process includes:

- building & maintaining relationships with specific Agencies and AQM Offices
- continually researching & monitoring current & future competitive landscape
- screening Task Orders, selecting, and bidding only on the Task Orders that are a "Best Fit" for our Team and the Agencies we serve. We are **proactive**, not reactive. We know what is coming and are prepared to respond immediately upon release of the Solicitation with an already assembled, vetted Team.
- supporting the Team to deliver professional, comprehensive proposals, working with Team Members, that not only meet the broad range of services, capabilities and capacities required by AQMs, but deliver Team Member services with superior quality, in a systematic manner.
- providing ongoing services throughout the life of contracts to help ensure contract compliance.

- STAHL's integrated marketing, proposal, project, and process management package:
  - builds ongoing business relationships
  - drives new business to Team Members
  - delivers quality proposals, and high award rates
  - provides project management tools, metrics and compliance reporting
- STAHL has an identified Prime (DV United) with which we have worked and for whom we have won contracts.
- STAHL is concentrating on large, integrated solutions that individual, small companies cannot provide. This helps us achieve a 33+% Award Rate and our target of \$100M+ in Awards, over 5 years.
- Being part of our STAHL Family Team of Companies opens the door to join multiple government vehicles and independent RFQs for which you qualify..
- Team Members have access to all Team Members and out-of-network companies that want to hire our Team to perform work for them.

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