

STAHL CONSULTING'S BIC1 JV IS PLEASED TO SUPPORT THE T-FOUR TEAM



Make the most out of

ITES-3S



Information Technology Enterprise Solutions 3 Services (ITES-3S)
\$12.1B (IDIQ)



Solicitation Number: W52P1J15R0096 Contract: W52P1J-18-D-A041

ITES-3S is the Army's preferred source for the purchase of a full range of IT services and solutions, CONUS and OCONUS, with a \$12.1B ceiling and potential 9-year term.

The T-FOUR Team

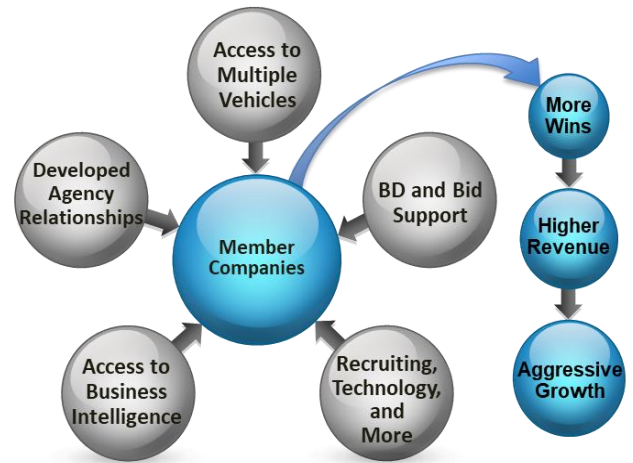
T-Four is your global Information Technology partner of choice, working with its Clients, rather than operating in a vacuum. T-Four is strong, yet flexible enough to respond quickly with the Information Technology experts and solutions required to assure its Customers reduced cost, increased ROI and Mission Critical Program success. T-Four has a combined 55-year history of offering exceptional IT solutions.

All Task Areas are Covered

T-Four, LLC is a woman owned small business, Joint Venture Company founded through the union of six established and successful small businesses with extensive experience supporting DoD and other Federal Agency customers. T-Four is also supported by many, other small business sub-contractors. T-Four has breadth, depth and Past Performance in all, nine (9) Task Areas.

- Task Area 1: Business Process Reengineering (BPR)
- Task Area 2: Information Systems Security
- Task Area 3: Information Assurance
- Task Area 4: Information Technology Services
- Task Area 5: Enterprise Design, Integration, and Consolidation
- Task Area 6: Education/Training
- Task Area 7: Program/Project Management
- Task Area 8: Systems Operation and Maintenance
- Task Area 9: Work Support

SBA Certified Small Businesses helping each other succeed!



Through its relationship with T-Four's ITES-3S 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 T-Four Team for ITES-3S (SAMPLE) - Partner Role Competencies and Certifications:

Companies	TASK AREA								
	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 9
Sample Co.		X	X	X	X				
	X			X	X		X		X
	X	X	X	X	X			X	
	X			X	X		X	X	X
				X	X			X	
		X	X	X		X			

Team Member Capability Focus
IT Security and System Assessment and Authorization (A&A)
Program Mgt/Mgt Services, IT Consulting, Relocation, Ops Maint, Help Desk
Enterprise IT Solutions, Software Apps, Database Support, Network O&M
IT Support, Systems Engineering, O&M, Program/Project Mgt
Virtualization, Network Infrastructure, Cloud Services
IT Tech Services, Cybersecurity, Intelligence, Training

Strategic Alliance

T-Four's Teaming Agreement (TA) 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 ITES-3S vehicle. The **Prime** will have a minimum **workshare of 51%**, with a minimum **revenue share of 40%**, with all other Team Members having a combined workshare of up to, but less than **49% or less** per Opportunity pursuit, as required for a Prime/Sub-Team.

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.

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**.

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.)

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.

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, systems, processes, and communications to enhance the potential win rate for 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
* \$12.1B program ceiling and 5-year(s) base plus 4 x 1-year(s) option(s)	* 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 reduces 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 (T-Four) 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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