HUNTINGTON-INGALLS (HII) / BIC-1(Best in Class) TEAM

Make the most out of

U.S. ARMY AMP-02

$900M MAC IDIQ

Solicitation Number:

U.S. Army AMP-02 (Army Modernization Priorities) is a MAC IDIQ, providing the Army and other Joint Warfighter partners with a quick-reaction contracting vehicle to enable & accelerate the realization of new Army Modernization transformational overmatch capabilities through rapid RDT&E prototyping, experimentation, testing, analytics, and technology insertion/integration – all aspects of operationalizing science through disruptive innovation for dominant Multi-Domain Operations (MDO) capabilities.

The HII Team

Huntington-Ingalls Industries (HII) is is a global engineering and defense technologies provider. With a 135-year history of trusted partnerships in advancing U.S. national security, HII delivers critical capabilities ranging from the most powerful and survivable naval ships ever built, to unmanned systems, ISR and AI/ML analytics. HII leads the industry in mission-driven solutions that support and enable a networked, all-domain force. Headquartered in Virginia, HII's skilled workforce is 44,000 strong. HII provides security solutions to government and commercial customers worldwide, providing services in Cyber & Electronic Warfare, Fleet Sustainment - C5ISR maintenance, modernization and integrated product support, Intelligence, Surveillance & Reconnaissance,

All Requirements are Covered

HII's Team consists of Team Members with breadth, depth and Past Performance to meet all Requirements.

1. Mission Area Support – such as technology discovery, innovation and transition to enable and accelerate the realization of new, convergent, synchronized Army Modernization transformational MDO overmatch capabilities for Army Warfighters in the areas of: winning in the sub-conflict competition domain, penetration and elimination of enemy anti-access and area denial systems, protection of Army forward positioned assets/soldiers, countering adaptable threats, irregular warfare support, and expeditionary and special operations support.
2. Technical Area Support – such as electronic warfare, cyber and sensor technology; electronic missile guidance, assured position, navigation and timing (PNT), counter ballistic missile (BM), counter cruise missile (CM), counter hypersonics, and counter unmanned aerial system (UAS) technology; information assurance and cyber vulnerability assessments; software design, development and integration; materials development, integration, and employment; mechanical design and development of components and systems; systems integration and human systems interfacing.
3. Organizational Capabilities – such as maintaining a process for developing, planning, managing and oversight of the overall effort; conducting studies and assessments, rapid prototyping, advanced technology demonstrations and insertion into POR and fielded systems, field evaluations, field trials, and other appraisals of equipment and systems; understanding of MDO issues

SBA Certified Small Businesses helping each other succeed!

HII's Team is a powerful bidder on this IDIQ, due to our Program Managed Team and 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.

Powered by STAHL Channels

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HII / BIC-1 (Best in Class) Team
(SAMPLE) Partner Role assignment against Competencies and Certifications:

	Companies	Electronic Warfare	Cyber and Sensor Technology	Electronic Missile Guidance	Software Design, Dev and Integration	Rapid Prototyping	Field Evaluations	Team Member — Capability Focus
1	HII (Prime)	X	X	X	X	X	X	Electronic Warfare, Cyber/Sensor Tech, E Missle Guidance, Software, Prototyping, Field Eval
2			X				X	Cyber/Sensor Tech, Field Eval
3		X	X				X	Electronic Warfare, Cyber/Sensor Tech, Field Eval
6		X	X			X	X	Electronic Warfare, Cyber/Sensor Tech, E Missle Guidance, Software, Prototyping, Field Eval
4		X						Electronic Warfare, Cyber/Sensor Tech, Prototyping, Field Eval
5					X			Software
8				X	X			E Missle Guidance, Software
7		X	X			X	X	Electronic Warfare, Cyber/Sensor Tech, Prototyping, Field Eval

(EXAMPLE GAP)

Teaming Agreement
The 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 IDIQ. 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 our Gate Process and registration of Agency/Program PM's and Buyer organization's CORs. A Team Member's Contribution will be based upon their Strategy & Forecast Planning, Opportunity ID Registration, Call Plan Transparency, OCI avoidance, Solutioning Participation, and other factors.

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 monthly fee-based, dependent on the Member Tier Level, plus three percent (**3%**) of the Gross Award amount, paid by the PRIME. STAHL is targeting a *minimum* of **$100M** in total awarded contracts over five (5) years. The retainer allows for each Team Member to **participate in** *up to* **49%** of the workshare on individual Task Orders as a **Subcontractor** to the **Prime**.

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

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

TO Pipeline and Constellation Coverage
Forecasted **Pre-RFP,** STAHL's **iPMO**, and the **Channels Administrator** will drive the Task Order **(TO) Selection Process,** which **involves the following criteria**: Larger Complex Programs + Dollar Size + Your Past Performance (DNA) + Contribution + Agency Adjacency + Core Constellation Areas + 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 Program Manager Administrator, Coordinator, and Developer for the Team. The **Integrated Program Management Office™ (iPMO)** acts as the <u>bridge between our Team and the government to build and maintain relationships within the Agency</u>, 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 vette 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
* $990M program ceiling and five-year base period with one, five-year potential option	* Allows for long-range planning of large-scale program requirements
* Sole Source Task Orders up to $4.5M	* Enhanced opportunities for current, expiring, and expired 8(a) firms
* Contract types include: Fixed Price, labor hour, and time and material terms	* Offers flexibility of contract types to mitigate risk
* Two (2) Areas: Mission Support and Technical Support	* Offers access to a pool of BIC contractors, with extensive industry credentials
* CMMI-SVC Level 3, Registered Provider Organization of the CMMC Accreditation Body (CMMC-AB), ISO 9001; 20000, 27000, 27013 DoD 8750 Certified Personnel, PMP, ITIL, FISMA, NIST, CCNA CISCO, CISA, Exceptional CPAR Rating	* Facility integrated IT solutions
* Access to exceptional qualified 8(a) small business industry partners (DNA approved)	* Enables federal clients to earn 8(a) small business credit
* Pre-competed, easy-to-use contract ,with streamlined ordering procedures, based on FAR 16.505	* Saves time and money by reducing procurement lead time
* Complimentary scope compatibility reviews	* 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
* No protest on orders under $4.5M, except on the grounds that the order increases the scope, period, or maximum value of the IDIQ	* Minimizes protest risk and supports timely order award for optimal mission support

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

We provide a wide range of services to our consortium 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' to our Team and the Agencies we serve. We are proactive, not reactive. We know what is coming and we are prepared to respond immediately upon release of the Solicitation.
- supporting the Team to deliver professional, comprehensive proposals, working with you, that not only meet the broad range of services, capabilities and capacities required by AQMs, but deliver our 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 worked with the Prime, HII, and won contracts with them.
- STAHL concentrates 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 Channel opens the door for companies to join multiple government vehicles and direct Awards where they 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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