



MIST Cluster Small Business Summit

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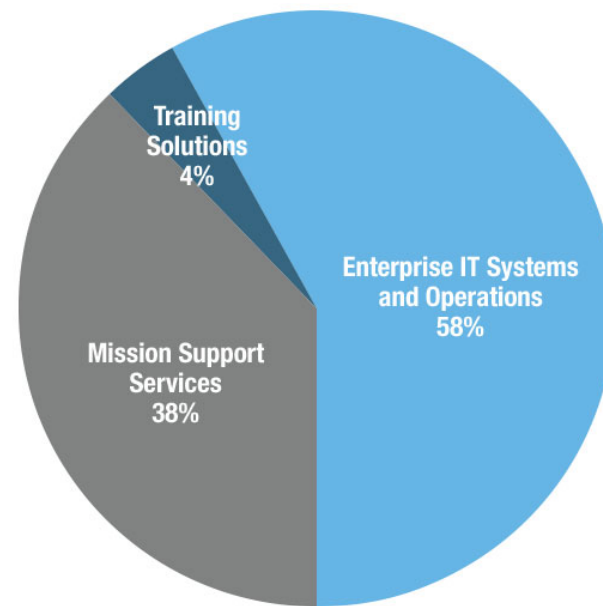
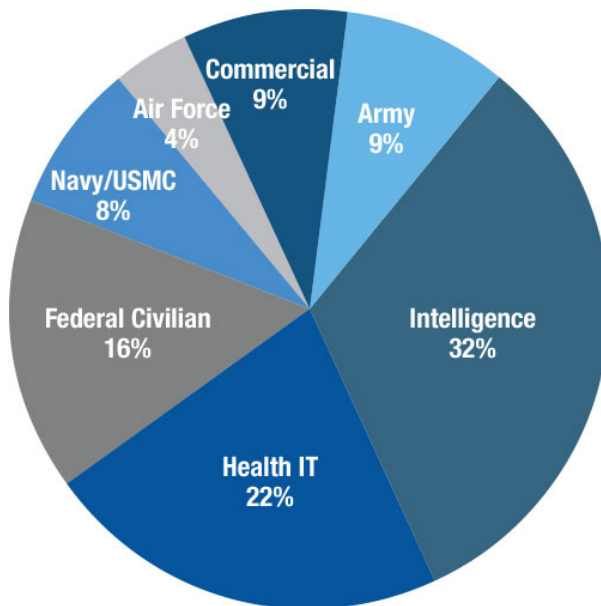
GDIT Overview

- ***IT Integrator and Services Provider***
 - Large scope and scale, global footprint
 - Over 40,000 employees around the world
- ***Aligned for customer success***
 - Full suite of government-wide and agency specific flexible contract vehicles
 - Growing state and local presence
- ***End-to-end mission-focused solutions***
 - Cybersecurity
 - Enterprise Information Systems
 - Mission Support Services



GDIT Core Competencies

“ Delivering Information Technology (IT) and professional services through the integration of forward-looking technology, strategy, domain understanding, management excellence and a mission focus. ”



Who We Serve

- **Defense:** U.S. Army, Air Force, Navy, Marines, Joint, Reserve, National Guard, Department of Defense (DoD)
- **Federal Civilian:** U.S. Departments of the Treasury, Justice, Commerce, Education, Labor, Transportation and Energy; Federal Bureau of Investigation; Veterans Affairs
- **Health:** U.S. Department of Health & Human Services; Centers for Medicare & Medicaid Services; Centers for Disease Control and Prevention; Military Health System; U.S. Army Medical Department; Regence BlueCross BlueShield
- **Homeland Security:** U.S. Coast Guard; Citizenship and Immigration Services; Customs and Border Protection; Department of Homeland Security Headquarters
- **Intelligence Community:** Director of National Intelligence; National Security Agency; National Geospatial-Intelligence Agency; Defense Intelligence Agency; Department of State
- **State & Local Government:** States of New York, Maryland, Pennsylvania and Florida; NY/NJ Port Authority; Los Angeles World Airports; Delaware State Police
- **Commercial:** AT&T, Verizon, T-Mobile, Boeing, Hibbett Sporting Goods
- **International:** United Kingdom (UK) Department of Health, Southwark Council, Ealing Council



Local Customers

- *National Aeronautics and Space Administration*
 - *National Oceanic and Atmospheric Administration*
 - *Commander, Naval Meteorology and Oceanography Command*
 - *Naval Oceanographic Office*
 - *Department of Homeland Security*
 - *Health and Human Services Center – Medicare/Medicaid*
 - *Space and Naval Warfare Systems Center*
 - *Bureau of Safety and Environmental Enforcement*
 - *Bureau of Ocean Energy Management*
 - *Naval Sea Systems Command*
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- The diagram uses blue brackets on the right side to group the customer list into four location-based categories:
- Stennis Bay St Louis**: Groups the first five items (NASA, NOAA, Naval Meteorology and Oceanography Command, Naval Oceanographic Office, and Department of Homeland Security).
 - Hattiesburg**: Groups the sixth item (Health and Human Services Center – Medicare/Medicaid).
 - New Orleans**: Groups the seventh and eighth items (Space and Naval Warfare Systems Center and Bureau of Safety and Environmental Enforcement).
 - Pascagoula**: Groups the ninth item (Bureau of Ocean Energy Management).
- The tenth item, *Naval Sea Systems Command*, is listed at the bottom and is not grouped by a bracket.

NASA Awards Next Generation Contract at NASA Shared Services Center to Start – Oct 2015

- NASA has awarded a contract to GDIT, to provide business, administrative and technical support services to the NASA Shared Services Center (NSSC).
- The NSSC Nex-Gen (NSSC NEX-GEN) contract is
 - an indefinite delivery/indefinite quantity contract
 - period of performance of eight years, two-year base, three one-year options, three one-year award term options,
 - a maximum ordering value of \$480 million.
- GDIT is responsible for the performance of non-inherently governmental activities supporting a broad range of functional areas including
 - financial management,
 - human resources,
 - procurement,
 - information technology and
 - agency business services

NASA Nex-Gen Contract

- Nex-Gen is an IDIQ contract with two pricing models currently used
- Firm Fixed Price Level of Effort (FFP LOE)
 - The Government orders skill levels and hours from GDIT to execute the requirements described within the Task Order Scope and the Contract PWS
- Fixed Unit Price (FUP)
 - NASA has defined 34 transactional services
 - Each of these 34 services have Fixed Unit Prices
 - GDIT executes all transactions presented via the defined work management tool and invoices the Government based on the quantity of units GDIT processes

NSSC Nex-Gen Services

	Service Domain	Service Name		Service Domain	Service Name
1	ESC	Customer Contact Center	18	HR	Drug Testing
2	ESC	Document Imaging	19	HR	Employment Inquiries
3	ESC	Enterprise Service Desk	20	HR	Classification Appeals
4	Finance	Accounts Payable	21	HR	Employee Awards
5	Finance	AP/CMPs	22	HR	Employee Notices
6	Finance	AR/CMPs	23	HR	Benefits Processing
7	Finance	FBwT/CMPs	24	HR	Retirement estimates and Processing
8	Finance	Domestic Travel	25	HR	On-boarding
9	Finance	COS Travel	26	HR	Civ/Mil Deposit Processing
10	Finance	Foreign Travel	27	HR	Leave Programs
11	Finance	ETDY Travel	28	HR	Payroll Processing
12	Finance	PCS Relo Assistance	29	HR	eOPF Records
13	Finance	NSSC Travel Support	30	HR	Personnel Actions
14	PR	Grant Awards	31	HR	SES/CDP Processing
15	PR	Grant Administration	32	HR	Financial Disclosures
16	PR	SBIR/STTR Awards	33	HR	Off-site Training
17	PR	SBIR/STTR Administration	34	HR	On-site Training

A Good Small Business Partner: Considerations

What is GDIT looking for

- **Reputable Performance**
 - Word of Mouth
- **Customer Knowledge**
 - Previous Work in Agency
 - Relationships and Contacts
- **Business in Order**
 - Financial Stability (Approved Accounting System)
 - Effective Business Processes
 - Competitive Costs
- **Focused Offerings**
 - Clear top capabilities and forte
- **Partnership-ability**
 - “Easy” to work with
 - Discriminators

Questions you need to answer

What are your strengths & core capabilities?

What types of past performance do you have?

Where is your current work today?

What areas do you want to grow in?

Is the market growth there to support it?

Closing the Deal – Getting on the Team

- ***Know the contracting details***
 - NDA / TA / Attachments (SOW)
- ***Ask about the decision making process / selection process***
 - Internal discussions
 - Meetings with small businesses
 - Database searches
 - Teaming decision authority
- ***Basis for teaming decisions – Why this company? Why this individual?***
 - Demonstrate knowledge of the work in the RFP
 - Behind the scenes discussion
 - Value brought to the table
 - Thought process behind selection
- ***Understand what you bring to the Prime***
 - Demonstrate knowledge of the work in the RFP
 - Be able to cite reasons
 - Differentiators / value
 - Relationships /support
 - Existing business – different approach

Our Database Provides Teaming Partners

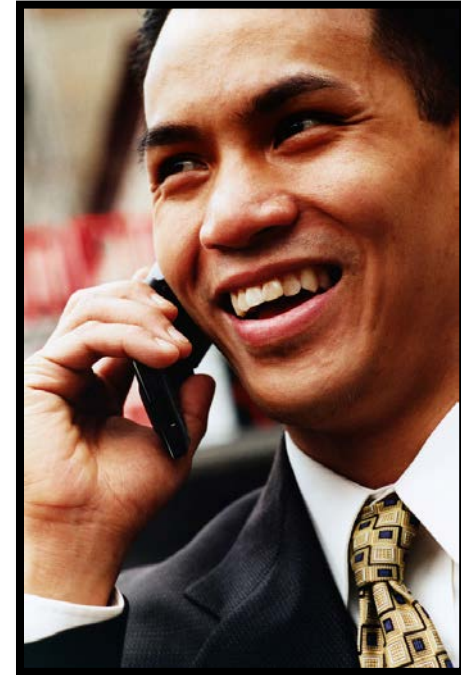
- Go to the Partners Page at <https://gdit.com/sb>
- Click on “**Register Your Company**” and register
 - This is a General Dynamics central registration site, accessible by all General Dynamics
 - This database is searchable – we use it to find teaming partners

INCLUDE:

- ***Descriptive capability keywords***
 - E.g.: Network engineering, not IT
 - Not: See attached brochure
- ***Specific customer areas***
 - E.g.: DOD/Navy/NAVSEA/NUWC not Federal Government
 - **Upload corporate briefings** and other capability documents
- ***Technical certifications, clearances, other relevant info***

So How Can You Work With Us?

- **Develop understanding of customer mission and requirements**
- **Review** <https://gdit.com> or www.gd.com GDIT business unit websites
 - Understand what we do and fit with your company
- **Familiarize** yourself with our products and services
- **Monitor** program awards, recompetes, new contract opportunities
- **When contacting us:**
 - Address your product/service differentiators
 - Clearly present your value proposition
 - Engage earlier than later
 - State industry and related experience
- Contact the **applicable SBLOs** listed on www.gd.com/Suppliers
- **Register** in the General Dynamics Enterprise Supplier Registration Portal at www.gd.com/suppliers or <https://gdit.com/sb> (Update regularly)
- **Ensure** your company is **compliant with FAR 52.204-21 Basic Safeguarding of Covered Contractor Information Systems** (June 2016) – see [GDIT Cybersecurity for our Suppliers](#)



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