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ASSISTED ACQUISITION SERVICES DIVISION



Assisted Acquisition Services Division Uses 8(a) Small Disadvantaged Business to Satisfy Army's Critical Human Resources Requirements

Challenge: The 3rd Infantry Division (ID) of the United States Army based at Fort Stewart, Georgia is a direct subordinate unit of the XVIII Airborne Corps and U.S. Army Forces Command. The Army 3rd ID was deploying in a few months and learned during previous deployment operations that they required contractors to ensure their mission readiness. The contractors were needed to perform human resources core requirements to support the G1 Personnel Division, G3 Operations Division, G3 Training Division and Mission Support Staff G5 Force Integration.

The 3rd ID contacted the General Services Administration's (GSA) Federal Acquisition Service (FAS) seeking acquisition assistance with meeting this requirement in five to six weeks and at the end of the fiscal year. A further challenge developed when Hurricane Irma made landfall and halted communication with the point of contact. During that time, most base personnel became unavailable due to the storm's impact.

Action: FAS' Assisted Acquisition Services Division (AASD) worked with U.S. Army's Forces Command (FORSCOM) officials at Ft. Stewart to fully define their

requirements. They conducted market research which included a Request for Information (RFI).

AASD's expedited work with the Army to ensure client backup contacts were in place at the receipt of this requirement enabled successful and consistent communication during a crucial time due to Hurricane Irma and ensured the progression of the award in a timely manner.

Solution: Using the RFI responses, AASD identified a viable 8(a) small disadvantaged business with the knowledge and capability to enable quick response and successful performance. Using an 8(a) direct award greatly reduced the time needed for solicitation and award. The contracting team worked to quickly secure the approval of the Small Business Association (SBA).

They provided the Army with evaluation documents accompanied with detailed and thorough guidance to ensure they could efficiently complete evaluations required by the Federal Acquisition Regulations (FAR) guidelines. Additionally, AASD cross-referenced the contractor quote with the Performance Work Statement (PWS).

Result: AASD awarded the Army's human resources core requirement fifteen calendar days prior to the requested effective date, enabling more transition planning for this first-time requirement. The contract was awarded for \$916,449, a 2.9% savings from the Independent Government Cost Estimate (IGE). The Army 3rd ID is pleased with the current services, and they are working on a new requirement for a longer period of performance with GSA.

Reference:

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Contract number: IDo4170181