



OST GLOBAL SOLUTIONS

OASIS+ Upcoming On-Ramp and Lessons Learned from Phase I Submissions

23 July 2025

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About OST



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BUSINESS DEVELOPMENT, CAPTURE, AND PROPOSAL CONSULTING

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Indefinite Delivery
Vehicles



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Pipelines



Capture
Opportunities



Win Proposals



Optimize Your
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Manager



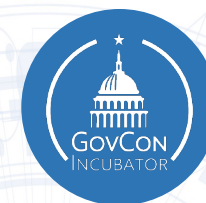
Certified
Proposal
Coordinator



Certified
Proposal
Writer



**SBIR/STTR Proposal Lab for
Maryland and Alabama SBA
FAST Grant**



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Market Overview





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Contract Consolidation to OASIS+

- **PACTS III** – \$8.4B Ceiling Value – canceled and merged with OASIS+
- **FirstSource III** – \$10B Ceiling Value – canceled and merged with OASIS+
- **Executive Order 14240** (20 Mar 2025) directs every civilian and defense agency to eliminate duplicative IDIQs and “rationalize Government-wide contract vehicles,” explicitly naming GSA as the executive agent for GWACs.

“In alignment with recent executive orders, the department conducted a thorough analysis of active contract awards and solicitations to assess mission-criticality and continued needs. As a result of the analysis and findings, FirstSource III was determined to be a non-mission critical contract that would provide redundant offerings available through existing General Services Administration (GSA) and other governmentwide solutions. The department will continue to leverage existing GSA and governmentwide contract solutions, such as NASA SEWP, for future IT requirements.”
DHS announcement from sam.gov.



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Rolling Award Announcements

Company Type	Unrestricted	Small Business	8(a)	SDVOSB	HUBZone	WOSB
Total Awards	700	1,575	423	460	145	443

Active Domains:

1. Management & Advisory
2. Technical & Engineering
3. Intelligence Services
4. Research & Development
5. Logistics
6. Facilities
7. Environmental
8. Enterprise Solutions (Large Business Only)

2 July 2025 SAM.gov Update:

GSA confirmed that awards for the 8(a), SDVOSB, WOSB and HUBZone pools are on hold until GAO rules on 14 protests; all other OASIS+ tracks continue, and the **next on-ramp remains slated for late-CY 25/early-FY 26.**

OASIS+ Phase II RFI



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- The OASIS Plus program team is now researching the next phase, which potentially cover five additional domains
- RFIs were due July 8th 2025

New Domains	Functional Area Description
Business Administration Domain	This functional area includes requirements to assist with administrative, and business management services. This includes an array of language services, document management, administrative support, and data services.
Human Capital	This functional area includes training and development services, human capital strategy services, and organizational performance improvement. Services aim to support human capital objectives through hiring and talent acquisition, proper background investigations, and career and leadership development.
Financial Services	This functional area includes requirements designed to support financial objectives, such as accounting, budgeting, financial advising, loan servicing, asset management services and complementary financial services.
Marketing & Public Relations	This functional area includes marketing & public relations services that span advertising, marketing, production and media services.
Social Services	This functional area includes social services requirements. These requirements involve government services provided for the benefit of the community and society.

OASIS+ Phase II Competition



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- Expected to release Q4 (Oct-Dec 2025)
- GSA is signaling opening competitions the existing 8 domains + the 5 new domains
- Newcomers and incumbents seeking to add new domains should prepare now
- Unrestricted, SB, 8(a), SDVOSB, WOSB, and HUBZone will be eligible to bid
- Reminder: When a company qualifies for a domain, they automatically qualify for all the industry codes within that domain
- A company can be classified as both "large" and "small" within the same domain, depending on which specific industry code applies to each project



One Acquisition Solution
for Integrated Services +

*The largest professional services
GWAC*



Scorecard Review





Domain Qualifications & Instructions

- **36 out of 50 credits** is the threshold for all small business and socioeconomic Set-Asides (small business, 8(a), HUBZone, WOSB, SDVOSB)
- **42 out of 50 credits** is the threshold for Unrestricted (UR) Domains
- **45 out of 50 credits** is the threshold for the Enterprise Solutions Domain
- To be eligible for award of any Domain, the offer must meet or exceed the **Domain-specific qualification threshold**
- Offerors wishing to bid on multiple Domains must submit compete separate proposals within GSA's OASIS+ Submission Portal
- A Qualifying Project (QP) and/or Federal Experience Project (FEP) may **only be submitted once** per Domain (e.g. Technical & Engineering Domain, Intelligence Domain, etc.) **and** Solicitation (e.g. SB, 8(a), HUBZone, UR, etc.)

Example Scorecard Dissection



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Management and Advisory Domain: SB & Socioeconomic Set Asides

RFP	Capability	Qualification	Max Credits	Commentary
L.5.2.3.1	QP - Relevance	Relevant QP: Each Relevant QP receives 4 evaluation credits ; each non-Relevant QP receives 0 credits for this item, but can receive credit for items 2, 3, and 4.	20	Up to 5 QPs can receive up to 4 points in this section; if you have QPs that are not relevant to this Domain, then you can still receive points for the other Capability areas.
L.5.2.3.2	QP - Scale	Offeror receives 1 credit for each QP that demonstrates any one of the following: ___Average annual value ≥ \$1M or 5 FTEs ___Average annual value ≥ \$4M or 20 FTEs (this credit is in addition to the credit for \$1M / 5 FTEs) Note that credit is provided for total annual project value and/or FTEs, not just the portion relevant to this Domain. *Under this category, a QP can achieve more than one credit if it meets more than one of the criteria.	6	A QP can earn up to 2 credits for this capability area, so larger contracts will earn more credits. The minimum average annual value for this Domain is \$500k per year.
L.5.2.3.3	QP - Integrated Experience	Offeror receives 1 credit for each QP that demonstrates one of the following: ___Performance spanned 5 or more different Labor Categories OR ___Performance spanned 3 or more distinct functional areas within Attachment J.P-5, Functional Areas and Subareas; *Under this category, each QP can only achieve 1 credit max	5	Each of the 5 QPs submitted may qualify for an additional credit if they meet or exceed the criteria listed – either 5 or more different LCats or 3 or more distinct functional areas.
L.5.2.3.4	QP - Management & Staffing	Offeror receives credit for QPs demonstrating any of the following: ___Surge Capability: providing surge support with < 45 days lead time ___Managing 3 or more first-tier subcontractors/teaming partners ___Providing services that involve 5 or more personnel with individual security clearances: Secret, Top Secret, Q (DOE); *Under this category, a QP can achieve more than one credit if it meets more than one of the criteria	7	Each QP can earn up to 3 credits in this capability area for a maximum of 7 additional credits.
L.5.6	Past Performance	Offeror receives 1 credit for 3 Relevant QPs with a Positive Past Performance Rating (e.g., >3.0 on a 5 point scale). Offeror receives 2 credits under this criterion if 4 QPs are Relevant with a Positive Past Performance Rating, and 3 credits if all 5 are Relevant with a Positive Past Performance Rating. Offeror does not receive credit for a QP with a satisfactory rating, a neutral rating (i.e., lack of past performance information), or a non-relevant QP (regardless of the PP score), but they can still use those QPs to claim other QP-based credit IAW criteria 1-4.	3	If 3 Relevant QPs have an average Positive Past Performance (>3 on a 5 point scale), then the offeror will receive 1 credit. If 4 Relevant QPs have an average Positive Past Performance, then the offeror will receive 2 credits. If 5 Relevant QPs have an average Positive Past Performance, then the offeror will receive 3 credits.



Example Scorecard Dissection

Management and Advisory Domain: SB & Socioeconomic Set Asides

RFP	Capability	Qualification	Max Credits	Commentary
L.5.3.1	FEP - Competition in MA Environments	Offeror receives credit for competitive task orders awarded in MA-IDIQ, MA-BOA, MAS, or MA-BPA environment (1 for each award). To be considered competitive, the task order solicitation must have been issued using competitive procedures. Offeror may include up to 4 additional projects for this factor.	4	
L.5.3.2	FEP - Federal Agencies	Offeror receives 1 credit for providing services in support of 3 or more distinct Federal Agencies. Offeror may include up to 3 additional projects for this factor.	1	
L.5.4.1	Accounting System	Offeror receives 2 credits for having an adequate accounting system supported by documentation described in the RFP.	2	
L.5.4.8	Government Facility Clearance	Offeror receives 1 credit for having one of any of the following Facility Clearance Levels: __Top Secret __Secret FCL	1	
L.5.5	Other Certifications	Offeror receives 1 credit for having one of any of the following certifications: __Capability Maturity Model Integration (CMMI) - Level 2 or higher __ISO 27001:2013 or 27001:2022 (Information Security) __ISO 9001:2015 (Quality Management) __ISO 22301 (Business Continuity)	1	

Total Credits Available 50
OASIS+ SB Qualification Threshold 36



Lessons Learned



Major Compliance Issues: Scorecard Validation



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- Issues aligning offerings by Domain and NAICS
 - NAICS on the QPs did not align with the Domain
 - Unable to validate that capabilities and past performance align to an applicable Domain via documentation
- **Suggestion:** Use relevant NAICS codes to build a strong narrative aligned to domain scope

Management and Advisory Domain Relevant NAICS

NAICS Code & Title	CLIN	Size Standard
541611 Administrative Management and General Management Consulting Services	10101	\$24.5 Million
541612 Human Resources Consulting Services	10102	\$29.0 Million
541613 Marketing Consulting Services	10103	\$19.0 Million
541614 Process, Physical Distribution, and Logistics Consulting Services	10104	\$20.0 Million
541618 Other Management Consulting Services	10105	\$19.0 Million
541620 Environmental Consulting Services	10106	\$19.0 Million
541690 Other Scientific and Technical Consulting Services	10107	\$19.0 Million
541990 All Other Professional, Scientific and Technical Services	10108	\$19.5 Million



Major Compliance Issues: Misc.

- Unable to validate commercial or non-traditional government performance
 - Use JP-6 Forms for Non-CPARS Past Performance
 - When CPARS are unavailable, submit JP-6 forms signed by contracting officers
 - Ensure that Joint Venture submits past performance from one of the JV members or subcontractors, not from an affiliate
- QP or FEP contract value claimed did not match the final amount during evaluation
- Unresponsive to solicitation changes: Track amendments and submit the updated SF-30 documents
- Verify your certifications are current and active at time of submission, including set aside status and system maturity certifications
 - Not certified in sam.gov with required socioeconomic status: WOSB, SDVOSB, HUBZone, and 8(a)
 - CMMI Level 2 or Higher, ISOs (27001:2013 or 27001:2022, 9001:2015, 22301), facility clearance, Accounting System, etc.



Next Steps & Resources





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Next Steps & Resources

- Schedule a call for a Scorecard Analysis or to discuss our limited time offer
- We provide market analysis, BD strategy, pipeline management, opportunity qualification, and other capture support.
- Schedule time to discuss your business development needs:
 - <https://calendly.com/ostglobalsolutions/bdconsulting?month=2023-09>
- Upload your capabilities for opportunities in our subcontractor portal:
 - <https://www.ostglobalsolutions.com/teaming-partner-match-portal/>
- We regularly publish updates to major contracts through our newsletter and blog:
 - Blog: <https://www.ostglobalsolutions.com/blog/>
 - Newsletter sign up: <https://www.ostglobalsolutions.com/tag/email/>

Sign up an appointment



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