



OST GLOBAL SOLUTIONS

# Professional Administrative Computational and Engineering Services (PACE) VI Webinar

14 August 2025

7361 Calhoun Place, Suite 560  
Rockville, MD  
[service@ostglobalsolutions.com](mailto:service@ostglobalsolutions.com)  
301.384.3350 • [www.ostglobalsolutions.com](http://www.ostglobalsolutions.com)

# About OST



OST GLOBAL SOLUTIONS



**WE'VE WON OUR CLIENTS OVER \$28 BILLION IN GOVERNMENT CONTRACTS SINCE 2005**

**BUSINESS DEVELOPMENT, CAPTURE, AND PROPOSAL CONSULTING**

Build Portfolio of  
Indefinite Delivery  
Vehicles



Develop  
Opportunity  
Pipelines



Capture  
Opportunities



Win Proposals



Optimize Your  
Processes



**REGISTERED APPRENTICESHIP IN GOVERNMENT BUSINESS DEVELOPMENT; 18 COURSES IN ALL ASPECTS OF FEDERAL BUSINESS DEVELOPMENT**

Certified  
Business  
Developer



Certified  
Capture  
Manager



Certified  
Proposal  
Manager



Certified  
Proposal  
Coordinator



Certified  
Proposal  
Writer



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



[www.ostglobalsolutions.com](http://www.ostglobalsolutions.com)



OST GLOBAL SOLUTIONS

# WinMoreBD and Training Licenses

- A secure Gen-AI-powered platform that helps government contractors **win 50% more deals by uniquely automating capture strategy**
- Built on **20 years of proprietary BD, capture, and proposal IP** that has won \$28B
- **33% off** the first year license cost when it launches in Dec 2025 and includes:
  - **5 licenses to the platform**
  - **5 licenses** to OST's self-paced training courses, which is 350+ hours of training in full lifecycle BD **(\$60,000 value)**
- Upskill your BD team and your customer-facing ops team to close more in these difficult times
- Including 10 companies in the beta – **there are only 4 slots left**
- Book a call to learn more



**Book an appointment**





# PACE V Overview

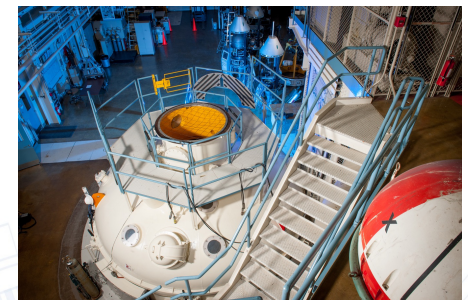
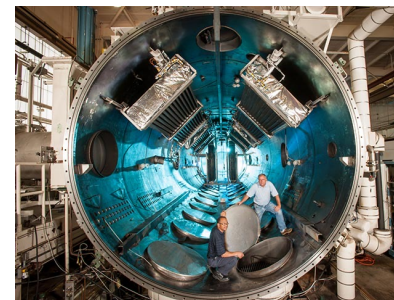


# NASA Glenn Research Center (GRC)



OST GLOBAL SOLUTIONS

- **NASA John H. Glenn Research Center at Lewis Field (GRC)**, located in Cleveland (with Plum Brook Station in Sandusky)
- GRC pushes ushng technology in aeronautics and space through R&D in critical domains like **propulsion, power systems, cryogenics, communications, advanced materials**, and **microgravity science**
- Scope is dual-site:
  - The Glenn main campus, provides R&D, propulsion, microgravity, power systems, and materials science needs
  - The Neil A. Armstrong Test Facility (Plum Brook Station, Sandusky) offers world-class test environments—thermal vacuums, zero-gravity drops, and high-altitude propulsion simulations
- PACE supports operational IT across the innovation lab ground operations and high-end testing settings, bridging the gap between mission-critical R&D and the digital backbone enabling it
- PACE is not typical back office IT support – it enables the cutting-edge science, propulsion tests, space infrastructure, and the Artemis mission





# Professional Administrative Computational and Engineering Services (PACE V)



OST GLOBAL SOLUTIONS

- **Incumbent:** BQMI-Peerless Joint Venture, LLC
  - Banner Quality Management, Inc.
  - Peerless Technologies Corporation (PACE IV incumbent)
- **Contract #:** 80TECH21DA001
- **NAICS:** 541519
- **Size Standard:** \$34M annual receipts
- **Contract Type:**
  - Cost Plus Fixed Fee
  - Agency Specific Indefinite Delivery Indefinite Quantity
- **Competition Type:** Small Business Set-Aside
- **Contract Ceiling:** \$233.2M
- **PoP:** 24-months (Base), 24 months (Option 1), 12-months (Option 2)
- **Proposals Received:** 12



"It's an honor to be able to support the cutting-edge research and development at GRC. Both companies have a long history of supporting NASA's IT efforts and we look forward to doing our part to support the agency's goals."

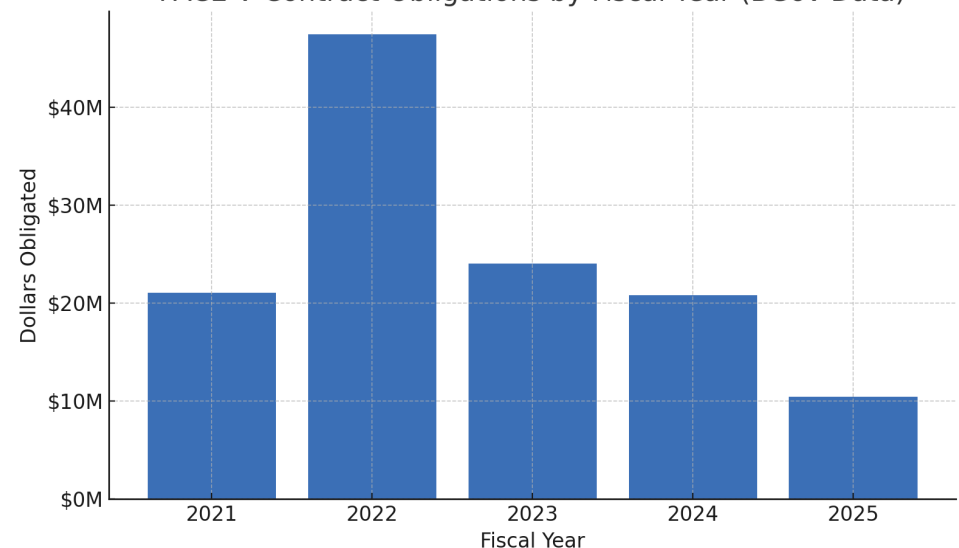
*-Gail Hall, Managing Director of the BQMI-Peerless Joint Venture.*



# Contract Burn Rate

- Average Annual Burn (w/o 2025)
  - \$28.36M (w/ 2022)
  - \$21.99M (w/o 2022)
- Task Order analysis from BGov for PTW analysis suggests:
  - The recurring-task average is \$21.6M per year
  - Above baseline may be for surge capacity or special projects
- P00011 obligated late 2021 (\$2.69M) references EO 14042, which was the COVID-19 vaccine mandate for federal contractors
- The top 3 transactions for 2022 (mods P00019, P00025, P00036) account for ~30% of the burn
- P00036 says “Center Wide IT for Glenn Research Center” — which may indicate a consolidated or expanded IT support scope added mid-contract
- Dense concentration of large mods in Q3-Q4 FY 2022 suggesting either a funding realignment or push to obligate unused funds before year end

PACE V Contract Obligations by Fiscal Year (BGov Data)



# NASA Consolidated Applications and Platform Services (NCAPS)



OST GLOBAL SOLUTIONS

- A comprehensive enterprise solution to standardize and centralize NASA's IT support
- The contract rationalizations duplicative efforts to create efficiencies across NASA Centers and other functions
- Seeks to consolidate the scope of NASA's Office of the Chief Information Officer (OCIO) application and platform services at NASA Centers, IT Programs, and the NASA Shared Services Center (NSSC)
- **Awarded to CACI in 2024**
- De-scoped **\$5.4M** from the PACE V contract

Center	Contract Number	Contract Name	Contractor	Large / Small	Contract End Date	Comments	% of application development work transitioning to NCAPS	Value (in \$M)
GRC	80TECH21DA001	Professional, Administrative, Computational and Engineering (PACE V)	Peerless Technologies Corporation (Peerless)	Small	11/30/2020		4.20%	\$5.4





# PACE V RFP Overview





# PACE V Proposal Instructions

- **Mission Suitability**
  - **A. Management Approach**
    - 1. Organizational Structure and Management Plan
    - 2. Phase-in plan
    - 3. Recruitment, retention, staffing and compensation
    - 4. Key Personnel
  - **B. Overall Understanding of the Requirements**
    - 1. Technical Approach to meeting the requirements of the SOW
    - 2. Technical Scenarios
  - **C. Innovation Approach**
    - 1. Innovations Plan
    - 2. Innovation Scenarios
- **Relevant Experience and Past Performance**
  - Maximum of 3 contract references
  - Can come from major SubKs (15% or more)
  - Recency is 3 years
  - PPQs were required

Volume	Title	Page Limit
I	Mission Suitability	100 pages
	Total Compensation Plan	10 pages for each Offeror and 10 pages for each Subcontractor required by NFS 1852.231-71. The Total Compensation Plan(s) is/are not included in the Volume I: Mission Suitability page count.
II	Relevant Experience and Past Performance	20 pages
III	Cost	No page Limit
IV	Business	No page Limit



# PACE Cost Information

Cost Volume – Part 1. General Cost Information
Section 1 – Cost Proposal Introductory Page and Table of Contents
Section 2 – Responsibility Determination Disclosures (Financial Capability)
Section 3 – Subcontract Cost Analysis
Section 4 – Labor Estimate
Section 5 – Escalation
Section 6 – Business Systems Reviews and Status Information
Cost Volume – Part 2: Cost Templates
Section 7 - Workbooks
1. Business Systems Reviews and Status Information, Attachment B
2. PACE V Cost Summary Template (for each WBS element, base and option efforts by contract year), Attachment B
3. CAOT.xlsx, Attachment L
Cost Volume – Part 3: Contractor Basis of Estimate (Separate Binder)
Section 8 – Cost Narrative/ Contractor Basis of Estimate (BOE)



# Evaluation Criteria

## Mission Suitability Scoring

<b>Management Approach</b>	
Organization Structure and Management Plan	125 points
Phase In Plan	25 points
Recruitment, retention, staffing, and compensation	125 points
Key Personnel	75 points
Management Approach Subtotal	<b>350 points</b>
<b>Overall Understanding of the Requirements</b>	
Technical Approach	300 points
Technical Scenario 1	100 points
Technical Scenario 2	100 points
Overall Understanding of Requirement Subtotal	<b>500 points</b>
<b>Innovation Approach</b>	
Innovation Plan	50 points
Innovation Scenario 1	50 points
Innovation Scenario 2	50 points
Innovation Approach Subtotal	<b>150 points</b>
<b>Mission Suitability Total Points</b>	<b>1000 points</b>

- Past Performance is evaluated using confidence ratings
- Cost is evaluated for reasonableness
- Cost realism was also conducted to determine probable cost





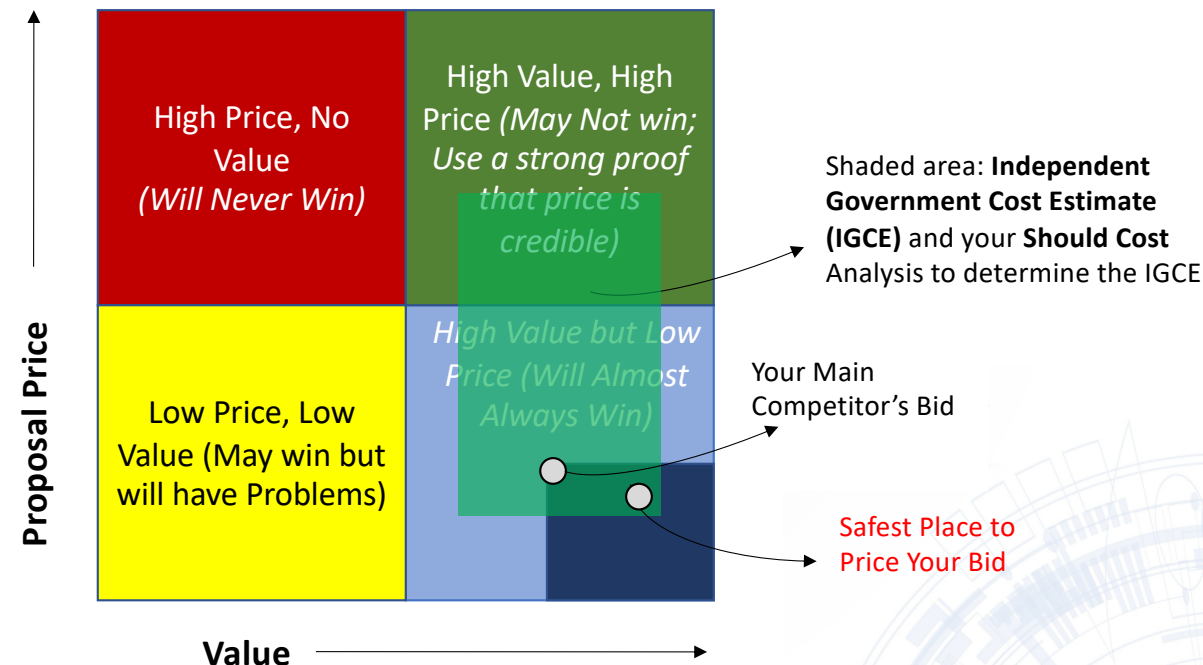
# PACE V Evaluations





# Tradeoff Analysis Reminder

*Your positioning will depend on the bid evaluation factors (best value or LPTA), customer buying tendencies, your Should Cost analysis, and the competitive analysis from your PTW exercise*





# PACE V Evaluation Findings

Offeror	Mission Suitability	Relevant Experience and Past Performance	Proposed Cost	Probable Cost
RDI	854	Very High	8 <sup>th</sup> LOWEST	8 <sup>th</sup> LOWEST
AFSS	905	Very High	3 <sup>rd</sup> LOWEST	6 <sup>th</sup> LOWEST
Dynanet	655	Moderate	12 <sup>th</sup> LOWEST	12 <sup>th</sup> LOWEST
B-P JV	982	Very High	4 <sup>th</sup> LOWEST	2 <sup>nd</sup> LOWEST
Genex	778	Very High	6 <sup>th</sup> LOWEST	5 <sup>th</sup> LOWEST
NDB Tech	953	Very High	7 <sup>th</sup> LOWEST	7 <sup>th</sup> LOWEST
Diligent	821	Very High	5 <sup>th</sup> LOWEST	3 <sup>rd</sup> LOWEST
SaiTech	799	Very High	11 <sup>th</sup> LOWEST	11 <sup>th</sup> LOWEST
WCJV	694	Moderate	9 <sup>th</sup> LOWEST	9 <sup>th</sup> LOWEST
INNOVIM	900	Very High	LOWEST	4 <sup>th</sup> LOWEST
Mission Innovate	646	Very High	2 <sup>nd</sup> LOWEST	LOWEST
ACES	885	Very High	10 <sup>th</sup> LOWEST	10 <sup>th</sup> LOWEST

# Significant Strengths Summaries Across the Proposals



OST GLOBAL SOLUTIONS

Area	Strength Summaries
<b>Applications</b>	<ul style="list-style-type: none"> <li>• Innovative and effective approach to Electronic Workflow and Business Process Automation</li> <li>• Effective approach to Application Portfolio Rationalization</li> <li>• Innovative, complete, and effective understanding of Software Life-Cycle Management using NPR 7150.2 methodologies</li> </ul>
<b>Communications</b>	<ul style="list-style-type: none"> <li>• Approach to Space Communication that includes realistic and highly effective support of Delay/Disruption Tolerant Networking</li> <li>• Complete, innovative, and highly effective approach to supporting Space Communications</li> <li>• Realistic and highly effective approach to supporting Delay/Disruption Tolerant Networking (DTN)</li> </ul>
<b>Computing</b>	<ul style="list-style-type: none"> <li>• High level of effectiveness in leading a data center modernization initiative</li> <li>• Complete and realistic approach to vendor relationship management in support of Test Facilities</li> <li>• Effective approach to modification, replacement, and upgrade proposals based on business value</li> </ul>
<b>Cybersecurity</b>	<ul style="list-style-type: none"> <li>• Approach to integrating Industrial Control System/Operational Technology environments</li> <li>• Acknowledges and addresses unique skills required to staff ITSATC</li> <li>• Innovative and effective approach to integrating local web services into a Web Application Firewall</li> <li>• Realistic, highly effective, and efficient approach to managing/providing analytical support to Splunk logging infrastructure</li> </ul>
<b>Information Management</b>	<ul style="list-style-type: none"> <li>• Complete and highly effective approach to putting Machine Learning models into production</li> <li>• Complete, realistic, and highly effective approach to Taxonomy Development</li> <li>• Complete and effective approach to Knowledge Management Tool Support</li> </ul>
<b>Technical Scenarios</b>	<ul style="list-style-type: none"> <li>• Effective assignment of an “outage coordinator” to manage communications during servicing</li> <li>• Facility Services Model with innovative documentation of hardware/software changes</li> <li>• Innovative approach to minimizing customer impacts</li> </ul>
<b>Innovation</b>	<ul style="list-style-type: none"> <li>• Complete list of value-added innovations at no additional cost</li> <li>• Proven recommendations for enhancements through cloud services</li> <li>• Knowledge of new/emerging use cases for Federal cloud solutions</li> </ul>



# Weakness Summaries Across the Proposals



OST GLOBAL SOLUTIONS

Area	Strength Summaries
<b>Applications</b>	<ul style="list-style-type: none"> <li>• Incomplete and inadequate approach to Scientific Applications and Services</li> <li>• Inadequate approach to Software Life-Cycle Management</li> <li>• Incomplete and inadequate approach to Applications Work Area</li> </ul>
<b>Communications</b>	<ul style="list-style-type: none"> <li>• Incomplete and inadequate approach to supporting Unmanned Aircraft Systems in the NAS</li> <li>• Incomplete approach to Space Communications</li> <li>• Inadequate approach to supporting Highly Specialized Computing services</li> </ul>
<b>Computing</b>	<ul style="list-style-type: none"> <li>• Not adequately addressing highly specialized skills for Test Facility Data Systems</li> <li>• Inadequate approach to Test Facility cybersecurity</li> <li>• Inadequate approach to developing an alternate processing site in support of Data Center Management</li> <li>• Not adequately discussing custom hardware/software configuration management for Test Facility data systems</li> </ul>
<b>Cybersecurity</b>	<ul style="list-style-type: none"> <li>• Not adequately addressing IT Security Awareness and Training Center (ITSATC) requirements</li> <li>• Not adequately addressing Cybersecurity Engineering Team (CSET) requirements</li> <li>• Failure to address Data Loss Prevention requirements of the SOW</li> </ul>
<b>Information Management</b>	<ul style="list-style-type: none"> <li>• Inadequate approach to Project Management Support</li> <li>• Inadequate approach to License Management</li> <li>• Incomplete and inadequate approach to supporting IT Management and Governance</li> </ul>
<b>Technical Scenarios</b>	<ul style="list-style-type: none"> <li>• Inadequate approach to maintaining evidence chain-of-custody during incident</li> <li>• Incomplete and inadequate remedial maintenance process</li> <li>• Incomplete documentation process for Facility Servicing Model</li> </ul>
<b>Innovation</b>	<ul style="list-style-type: none"> <li>• Inadequate approach to providing innovative processes for enhancing efficiency</li> <li>• Unrealistic Innovation Plan</li> </ul>



# Highly Competitive Proposals

- B-P JV and NDB Tech stand out for each receiving more than 95% of the 1,000 available points and the highest available adjectival rating, Excellent, in each of the three sub-factors
- Every submitted proposal was found to have at least one Significant Strength in at least two out of the three Mission Suitability sub-factors
- B-P JV, NDB Tech, AFSS, INNOVIM, ACES, and RDI. B-P JV, NDB Tech, and ACES, each received 100% of the available Management Approach points, while INNOVIM received 94%, AFSS 90%, and RDI 87%
- Each of these six offerors proposed an Excellent Phase-In Plan as well as an Excellent
- Proposals from Dynanet, Genex, SaiTech, Diligent, Mission Innovate, and WCJV each have various Management Approach Strengths and Significant Strengths, but none rise to the level of the six proposals scoring the highest in this sub-factor
- Innovation Approach is the least heavily weighted of the three Mission Suitability sub-factors, accounting for 15% of the total available points – all but three of the proposals are Excellent in this sub-factor, earning at least 91% of the available points
- Ten of the twelve proposals merit a Very High Level of Confidence, with the two other proposals meriting a Moderate Level of Confidence



# Best Value Determination

- With respect to the non-cost Factors, the proposals of B-P JV and NDB Tech stand out. Each of these proposals has a distinct and material advantage over the other proposals in the Mission Suitability Factor
- In Understanding the Requirements, however, which is the most heavily-weighted of the Mission Suitability sub-factors, B-P JV's and NDB Tech's proposals are materially and distinctly superior
- B-P JV's proposal has Significant Strengths in five of the seven Work Areas, at least one Strength in all seven Work Areas, no Significant Weaknesses, and only two Weaknesses
- NDB Tech's proposal has at least one Strength and no Significant Weaknesses in every Work Area. In the End User, Information Management, and Information Technology Management and Governance works areas, moreover, NDB's proposal outshines BP-JV's. Additionally, NDB Tech's proposal was unique in earning 100% of the total points available for both Technical Scenarios
- B-P JV's and NDB's past performance were both highly relevant and similarly outstanding
- The CO found the non-Cost Factors essentially equal
- B-P JV's probable cost, which is the second lowest, and lower than the IGCE, is significantly lower than NDB Tech's, which is the seventh lowest, and higher than the IGCE
- B-P JV submitted the highest rated proposal with the second lowest probable cost (the lowest probable cost submitted the lowest rated technical proposal)



# Recommendations Next Steps & Resources







OST GLOBAL SOLUTIONS

# Capture Recommendations

- Read the PACE V RFP documents and start planning capability and past performance gaps
- Target past consultants/staff for competitive intelligence and hot buttons
- Start drafting your win themes to identify gaps in knowledge, capabilities, or proof points (past experience)
- Vet your significant sub contractors' past performance references – several subs were called out in the evaluation with sub-standard customer references
- Conduct price-to-win to understand how to design your staffing and solution to come in under the IGCE
- Start verifying your solutions with the customer to ensure innovations will work – many innovations were found to be not-feasible
- Key personnel were called out in multiple proposals – start recruiting your superstar program management staff



OST GLOBAL SOLUTIONS

# Next Steps & Resources

- Schedule a call for capture/proposal support
- Schedule a call to discuss our AI platform
- 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



[www.ostglobalsolutions.com](https://www.ostglobalsolutions.com)

# Let's Partner in Winning Business



OST GLOBAL SOLUTIONS



**David Huff**  
CEO

**c:** 513-316-0993

**o:** 301-384-3350

**e:** [dhuff@ostglobalsolutions.com](mailto:dhuff@ostglobalsolutions.com)

[www.ostglobalsolutions.com](http://www.ostglobalsolutions.com)