



OST GLOBAL SOLUTIONS



OASIS⁺

One Acquisition Solution
for Integrated Services +

Phase II On-Ramp

11/20/2025

www.ostglobalsolutions.com

AGENDA



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- About OST
- OASIS+ Overview
- Phases 1 and 2
- Scorecard
- Documentation & Submission
- Compliance Issues To Avoid
- How OST Can Help You



OST: A Bit About Us



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HIGHLIGHTS

- Won \$27B+ for our clients in funded awards since 2005
- Nearly 20 years in GovCon BD: home of the GovCon Incubator
- AI in BD course (launched 2024) delivered to 112 companies

Bid & Proposal Academy

- 18 Courses: Foundations through Advanced Capture and Proposal Management
- Customized Corporate Training
- DoL-certified Government BD Apprenticeship Program

GovCon Catalyst

- Pipeline services that deliver a full business development strategy backed by real human intel that results with winnable opportunities and measurable ROI.

Capture and Proposal Services

- A **Capture** process that includes customer engagement, intelligence gathering, win strategy development, competitive analysis, teaming, and solution development.
- Developing entire **Proposals** from start to finish, collaborating with SMEs, providing surge support, or offering targeted proposal guidance and color team reviews.

Overview



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What is OASIS+?

- A **Governmentwide, multiple-award contract (AKA: GWAC)** designed to support federal agencies' procurement requirements for services-based solutions.

POOLS
Small Business
HUBZone SB
Women-Owned SB (WOSB)
8(a)
Service-Disabled Veteran-Owned SB (SDVOSB)
Unrestricted

ACTIVE DOMAINS		NEW (PHASE II)
Management & Advisory	Logistics	Business Administration Domain
Technical & Engineering	Facilities	Human Capital
Intelligence Services	Environmental	Financial Services
Research & Development	Enterprise Solutions*	Marketing & Public Relations
*Large Business Only		Social Services

How many awards will be made?

- No cap on number of awardees

How does OASIS+ align with this administration's goals?

- **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.

Overview: Functional Area Description



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- **Management & Advisory**
 - Delivers management, consulting, and program support services.
- **Technical & Engineering**
 - Provides specialized technical and engineering expertise to design, develop, and optimize systems, processes, and technologies.
- **Intelligence Services**
 - Enables C3ISR mission capabilities through intelligence, surveillance, reconnaissance, and advanced situational awareness support.
- **Research & Development**
 - Advances innovation through basic research, applied research, and experimental development across scientific and technical disciplines.
- **Logistics**
 - Provides end-to-end logistics solutions for planning, moving, supplying, and sustaining personnel, equipment, and mission operations.
- **Facilities**
 - Supports the operation, maintenance, and management of buildings, infrastructure, and real property assets.
- **Environmental**
 - Delivers environmental compliance, remediation, restoration, and technical support to meet environmental and sustainability requirements.

Overview: Functional Area Description



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- **Enterprise Solutions (Large Business Only)**
 - Provides large-scale, multi-disciplinary solutions for complex, enterprise-wide missions requiring extensive coordination and oversight.
- **Business Administration**
 - Supports administrative and business operations through language services, document management, data services, and administrative support.
- **Human Capital**
 - Advances workforce readiness through talent acquisition, training, professional development, and human capital strategy and performance improvement.
- **Financial Services**
 - Supports financial operations including accounting, budgeting, advising, asset management, loan servicing, and other complementary financial activities.
- **Marketing & Public Relations**
 - Delivers strategic marketing, communications, advertising, and media production services to enhance outreach and public engagement.
- **Social Services**
 - Provides community-focused services that support public welfare, social programs, and government initiatives benefiting individuals and society.

Phase 1 & Phase 2: On-Ramps



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Phase 1

Closed Oct. 2023

Awards: 3,746

- Small Business: 1,572
- HUBZone: 147
- WOSB: 442
- 8(a) SB: 420
- SDVOSB: 458
- Unrestricted: 707

Items of Interest

- Protests
- Furloughs
- Government Shutdown

Phase 2

On-Ramp Schedule

- Release: Q4 2025 / **More Likely: 1st QTR 2026**

Highlights

- 5 New Domains
- Newcomers and incumbents are eligible to submit
- Qualify for a domain & automatically qualify for all the industry codes within that domain
- Companies can be both "large" and "small" within the same domain
 - Depends on which specific industry code applies to each project

OASIS+ Scorecard Overview



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Domain Award Eligibility = meet or exceed qualification threshold

- Set-Asides
 - (small business, 8(a), HUBZone, WOSB, SDVOSB): 36 out of 50
 - Unrestricted Domains: 42 out of 50
 - Enterprise Solutions Domain: 45 out of 50
-

You can submit for multiple Domains

- Requires separate proposals within GSA's OASIS+ Submission Portal
-

Qualifying Projects and/or Federal Experience Projects may only be submitted once per Domain within the same Pool

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The Focus: Seven Major Capability Areas

- **Relevant Experience (Projects)**
- **Past Performance: validates quality of delivery and customer satisfaction**
- **Business Systems & Certifications**
- **Corporate Experience Across NAICS / Functional Areas**
- **Federal Contract Performance & Clearances**
- **Socioeconomic Status (For Small Business Tracks)**
- **Organizational Risk & Responsibility Factors**

OASIS+ Scorecard Overview



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What's Reviewed and Needed

- Contract documents (SOWs, PWS, J&As, award docs)
- Invoices or financial records showing contract value
- CPARS reports or PPQs
- Contract mods showing period of performance
- ISO/CMMI certificates
- DCAA/DCMA system approval letters
- Organizational charts, clearance letters, NAICS documentation

GSA Submission: Symphony



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Compliance and Delivery

- **Scorecard** (J.J.P-1 OASIS+ Domain Qualifications Matrix and Scorecards)
- **SF 33, RFP Cover Letter**
- **Provisional Attachments**
 - J.P-2 FPDS, J.P-3 Project Verification, Form J.P-4 OASIS+ Domain Auto-Relevant NAICS Codes and PSCs
 - J.P-6 Past Performance Rating Form, J.P-7 Joint Venture Work and Qualifications Template, J.P-8 Direct Labor Rates, J.P-9 Cost Price Templates
- **Cybersecurity and Supply Chain Risk Management**

What Phase 1 Taught Us



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Domain & NAICS Alignment

- Qualified Project NAICS did not match the domain
- Documentation did not clearly show capability alignment
- Use domain-relevant NAICS codes and craft a strong alignment narrative

Project Validation Problems

- QP/FEP contract values did not match submitted amounts
- Inability to validate commercial or non-traditional performance
- Use JP-6 forms for non-CPARS past performance (signed by COs)

Responsiveness to Solicitation

- Missed or ignored solicitation amendments
- Always track updates and submit required SF-30 forms

Certifications & Eligibility

- Certifications not current at time of submission
- Missing or inactive socioeconomic certifications
- Required systems/certifications missing: CMMI Level 2+, ISO (9001, 27001, 22301), facility clearance, approved accounting system
- Ensure your certifications are real and active

Let Us Help You



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How OST Can Help

T&M Services: \$4,000-\$6,000

1. Scorecard Assessment, Review, and Guidance \$1,000-\$1,800

2. Resources and Forms \$3,000-\$4,200

- a. CPAR's and JP-6's
- b. Reps and Certs
- c. Past Performance Correlation and Documentation
- d. Teaming Strategy and Support
 - i. 200+ Partners
 - ii. Qualify for Additional Pools and/or Domains
 - iii. Additional Past Performance and Scorecard Points
- e. Cyber Security and Supply Chain Risk Management (C-SCRM) Initial Creation
- f. Submission in Symphony

Phase 1 Support

25 Companies

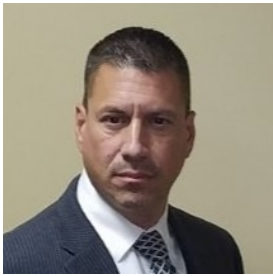
34+ Submissions

Sign-Up for OST's GovCon Catalyst Monthly Pipeline Services & Receive a free OASIS+ Scorecard Assessment

Let's Partner in Winning Business



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Bill Schalik
Partner, President

c: 240-401-4302

o: 301-384-3350

e: bschalik@ostglobalsolutions.com

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Overview: Functional Area Description



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- **Management & Advisory:** Supports a broad range of management and consulting services designed to improve a federal agency's performance and mission achievement. Includes business process improvement, change management, strategy development, risk mitigation, governance, program/project management, cost-schedule-performance analysis, and stakeholder/leadership support.
- **Technical & Engineering:** Covers professional services requiring technical or engineering expertise, applying physical laws and engineering principles in the design, development and utilization of machines, materials, instruments, processes, and systems. Includes providing expert technical advice and assistance.
- **Intelligence Services:** Focuses on mission requirements involving command, control, communications, intelligence, surveillance and reconnaissance (C3ISR). Supports organizational and technological capabilities that improve situational awareness and enhance defense/intelligence operations.
- **Research & Development:** Includes requirements supporting basic research, applied research, and experimental development across physical, engineering, life sciences, nanotechnology, biotechnology, social sciences, and humanities.
- **Logistics:** Covers comprehensive logistics solutions including planning, designing, implementing, and operating systems for the movement of supplies, equipment, and personnel by road, air, water, rail, or pipeline.
- **Facilities:** Involves services required to maintain, operate, and support buildings, paved surfaces, utilities infrastructure, and real property assets and equipment. Includes major facility support but excludes major construction as a primary purpose.

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- **Environmental:** Supports agencies in meeting environmental requirements. Includes air/water quality, hazardous material remediation, ecological restoration, environmental planning/documentation, chemical/radiological support, and multidisciplinary environmental consulting.
- **Enterprise Solutions (Large Business Only):** Designed for large, complex, multi-disciplinary requirements often spanning multiple locations and labor categories. Supports mission objectives requiring significant management attention and oversight.
- **Business Administration Domain:** 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:** 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:** 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:** Includes marketing & public relations services that span advertising, marketing, production and media services.
- **Social Services:** Includes social services requirements. These requirements involve government services provided for the benefit of the community and society.

OASIS+ Scorecard Overview



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1. Relevant Experience (Projects)

This is the most heavily weighted section. Points are awarded for:

- Successfully completed **complex, multi-disciplinary projects**
- Project dollar values meeting or exceeding pool thresholds
- Recency of work (usually within the past 5 years)
- Customer type (Federal projects typically score highest)
- Use of multiple labor categories or functional areas
- Experience across the specific **OASIS+ domain(s)** you are pursuing

Offerors typically submit **3–5 projects per domain**, depending on pool rules.

2. Past Performance: validates **quality of delivery** and **customer satisfaction**

- CPARS ratings (Exceptional > Very Good > Satisfactory)
- Past performance questionnaires (PPQs) when CPARS is unavailable
- Coverage of multiple NAICS or functional areas
- Relevance and complexity
- Performance trend (stable or improving evaluations earn more points)

Higher CPARS ratings significantly increase scorecard points.

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3. Business Systems & Certifications

GSA awards points for having established, auditable systems that demonstrate maturity and organizational discipline, such as:

- Approved Accounting System (e.g., DCAA/DCMA)
- Earned Value Management System (EVMS)
- Approved Purchasing System
- Approved Estimating System
- MMAS / Property Management System
- ISO Certifications (9001, 20000, 27001)
- CMMI Levels (for applicable domains)

These systems verify the contractor can support large, complex federal work.

4. Corporate Experience Across NAICS / Functional Areas

This section measures the breadth and depth of your company's experience, including:

- Experience across multiple NAICS codes applicable to each domain
- Demonstrated capability in multiple technical or management disciplines
- History performing large, multi-site or multi-agency efforts

Breadth of experience increases overall competitiveness.

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5. Federal Contract Performance & Clearances

Additional points are awarded for:

- Holding an existing Indefinite Delivery/Indefinite Quantity (IDIQ) contract
- Possessing facility clearances (Secret, Top Secret, SCI)
- Having staff with active security clearances
- Experience on cost-type contracts
- Work performed inside secured or classified environments

These qualities indicate the contractor can perform sensitive mission work.

6. Socioeconomic Status (For Small Business Tracks)

For the small business pools (SB, WOSB, 8(a), HUBZone, SDVOSB), offerors earn points for:

- Owning the relevant certification
- Demonstrating past performance as a prime
- Submitting evidence of compliance with size standards

Large business pools do not score this category.

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7. Organizational Risk & Responsibility Factors

GSA evaluates:

- Financial stability (e.g., delinquent debt, positive financial indicators)
- Compliance with federal contracting regulations
- Absence of active exclusions or suspensions
- Qualifying representations and certifications in SAM.gov

These factors ensure low performance risk.