



OST GLOBAL SOLUTIONS



# ARMY MAPS Solicitation

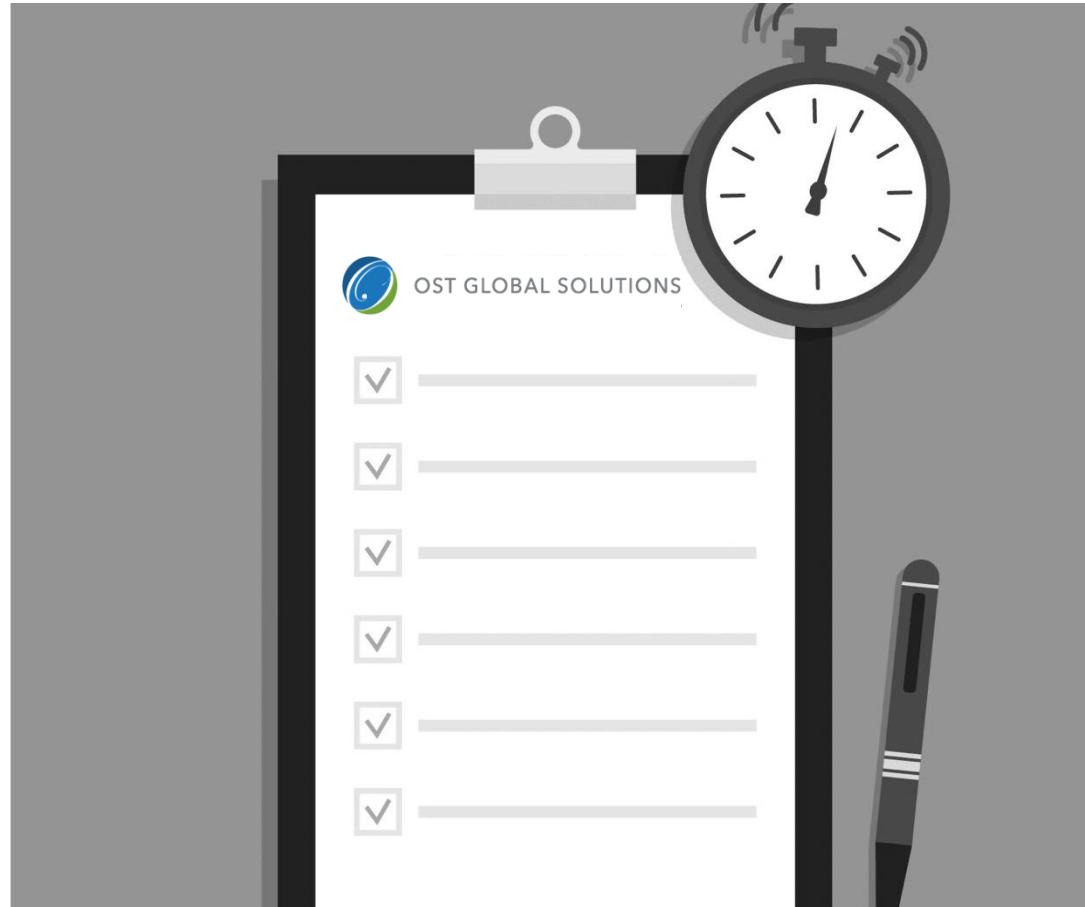
2/11/2026

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# AGENDA



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- **About OST**
- **MAPS Overview**
- **Items of Interest**
- **Business & Domain Highlights**
- **Scorecard Overview**
- **Proposal and Teaming Requirements**
- **Take Aways**
- **Additional 6 Solicitations To Target**
- **How OST Can Help You**



## 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 120+ 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

# Solicitation Snapshot



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## ARMY MAPS (W15P7T-25-R-MAPS)

- **Agency:** Army Contracting Command (ACC), Communications-Electronics Command (CECOM)
- **Estimated Value:** \$50B
- **Final RFP Release:** Q2 [was 2/2/26]
- **Proposals Due:** March 4, 2026
- **Expected Awards:** June 2026
- **Contract Type:** Multiple-award IDIQ
- **Duration:** 5-year base + 1 five-year option (10 years total)
- **Number of Awards:** 250 total (50 per domain)
- **Pools:**
  - SB, WOSB, SDVOSB, SDV, 8(a), HUBZone
  - Large Business
  - Commercial-Sector Vendors

CONSOLIDATES: RS3 (\$37.4B) and ITES-3S (\$12.1B)



MAPS= Marketplace for the Acquisition of Professional Services

# What to Know Before You Bid



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## AWARDS

- **Small Business: 25 Awards Per Pool**
  - SB, WOSB, SDVOSB, SDV, 8(a), HUBZone
- **Large Business: 15 Awards**
- **Commercial-Sector Vendors: 10**

**DOMAIN-Level Award Allocations: Up to 50 Awards Per Domain**

- 1) Technical Services
- 2) Management & Advisory Services
- 3) RDT&E
- 4) Emerging IT Services
- 5) Foundational IT Services

**QP's MUST ALIGN CLEARLY TO DOMAIN SCOPE**

**Competitive Scoring = Relevant, Recent, and Quality Performance**



**MAPS is not just for Mega-Primes**

# Details: Businesses and Domains



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## BUSINESS TYPES



### Large:

- Secret Facility Clearance
- Accounting System
- Purchasing System
- ISO 9001:2015 or 2013 certification
- CMMC Final Level 2 (Self) or higher
- CPARS Ratings\*

### Small:

- Secret Facility Clearance
- Small Business Certification
- ISO 9001:2015 or 2013 certification
- CMMC Final Level 2 (Self) or higher
- CPARS\*

### Commercial-Sector Vendors:

- Commercial-Sector Vendor Confirmation
- CMMC Final Level 2 (Self) or higher
- SAM.gov Registration

\*No more than 5 Marginal ratings

THESE REQUIREMENTS ARE NON-NEGOTIABLE

A  
R  
M  
Y  
M  
A  
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S

## SERVICE DOMAINS

### 1) Technical Domain:

- Engineering Services
- Logistics Services
- Manufacturing Readiness
- Medical Logistics
- Technology Insertion
- Integration and Interoperability

### 2) Management and Advisory:

- Acquisition and Strategic Planning
- Financial Services
- Training and Education Services
- Program Management
- Quality Assurance
- Risk Management

### 3) RDT&E (Research, Development, Testing and Evaluation):

- Basic and Applied Research
- Experimental/Developmental Research
- Modeling and Simulation
- Prototyping and Fabrication Support
- Exploratory Research

### 4) Emerging IT:

- Artificial Intelligence/Robotic Process Automation
- Cloud Services (Infrastructure, Platform, Software)
- Big Data and Analytics
- Quantum Computing
- Business Process Reengineering
- Cybersecurity Services
- Network/Systems Operation and Maintenance

### 5) Foundational IT:

- Help Desk Support
- Independent Verification and Validation (IV&V)
- IT Education and Training
- IT Supply Chain Management
- IT Management Services

# Scorecard



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## Total Maximum Score

**Large Business: Max 110,000 points   Small Business: Max 108,000 points**

### Where the Points Are: Qualifying Projects

Up to 3 QPs per domain

Max 15 total QPs

Points driven by: Relevancy, Recency, Quality, Dollar Value

Higher % alignment = higher points

Bonus points for work within last 2 years

At least 1 year of performance required



### Quality & Value Scoring

CPARS / PPQs matter

“Exceptional” ratings score highest

Higher dollar values earn more points

Point-based ranking

Gate criteria (pass/fail)

Scores validated by the Government

### Army MAPS QPs

- Contracts, Task Orders (inc.’s with a Federal Supply Schedule)
- \$2.5M minimum value
- Minimum 1 year of performance
- End of Period of Performance 4 years old from the final Solicitation Date
- NAICS must match the NAICS listed in the RFP Section for the respective Domain

# Scorecard



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## Government Approved Systems, Agreements & Certifications

### Large Business – Max 10,000 Points

- Approved Rate Agreements – 1,000
- Estimating System – 1,000
- EVMS – 1,000
- Property Management – 2,000
- Top Secret FCL – 1,000
- CMMC L2 (Scheduled) – 1,000
- CMMC L2 (Approved) – 2,000
- ISO 27001 – 1,000

**Small businesses can score slightly higher in the Systems category (12K vs. 10K)**

### Small Business – Max 12,000 Points

- Purchasing, Accounting, Estimating, EVMS, Property Systems
- TS FCL
- CMMC L2 (Scheduled / Approved)
- ISO 27001

# Scorecard



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## Past Performance Scoring (The Major Driver)= 98,000

- 1 Recency – 18,000 Max**
  - 1,000 per QP (within required timeframe)
- 2 Relevancy – 15,000 Max**
  - 5,000 per QP (100% capability match)
  - Tiered scoring for 75–99%, 50–74%, etc.
- 3 NAICS Alignment – 3,000 Max**
  - 1,000 per QP aligned to domain NAICS
- 4 Performance Quality (CPARS/PPQ) – 21,000 Max**
  - Up to 7,000 per QP
  - Exceptional ratings score highest
- 5 Dollar Value – 9,000 Max**
  - 3,000 per QP if > \$50M
  - Tiered scoring for lower values
- 6 Vacancy Rate – 30,000 Max**
  - Up to 10,000 per QP
  - 0% vacancy scores highest
- 7 Time-to-Fill Rate – 21,000 Max**
  - Up to 7,000 per QP
  - ≤30 days scores highest

### Qualifying Projects (Up to 3 QPs per Domain)



- Past Performance = ~90% of total scoring weight
- Staffing metrics (Vacancy + Time-to-Fill) alone represent 51,000 points
- MAPS is heavily operations-performance driven — not narrative driven

# Proposal Requirements



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**Technical Narrative: NTE 6 Pages (2 pages each for Recruitment, Retention, and Risk Management)**

## Volume I – Cover Letter

**Purpose:** Administrative acknowledgment, offeror ID

- Offeror legal name, UEI, CAGE,
- Domain(s) proposed
- Acknowledgment of solicitation amendments

## Volume III – Systems, Certs & Agreements

**Purpose:** Gate criteria and compliance proof

- Secret FCL documentation
- ISO certs
- CMMC Level 2 (Self or higher)
- Business system approvals (Large Only)
- Small business certs

## Volume V – Cost / Price Template

**Purpose:** Price realism and completeness

- Completed MAPS Cost Template
- Labor categories and rates by domain
- Supporting cost assumptions



## Volume II – Self-Scoring Scorecard

**Purpose:** Eligibility determination

- CPARS / PPQs matter

## Volume IV – Qualifying Projects (QPs)

**Purpose:** Primary scoring driver for MAPS

- Up to 3 QPs per domain (Max 15 QPs total)
- Narrative description aligned to domain capabilities
- Contract details (customer, value, PoP)
- Relevancy mapping to MAPS technical requirements

## Volume VI – SB Subcontracting Plan (Large only)

**Purpose:** FAR SB Subcontracting Compliance

- Goals by socioeconomic category
- Management and reporting approach

**NOTE: Final volume page counts Are TBD and will be identified with the upcoming RFP release**



## TEAMING and SUBCONTRACTING REQUIREMENTS

**Draft RFP “The Offeror may not use Qualified Projects (QPs) of their subcontractors”**

### THIS SHOULD CHANGE

- Offerors should use their QPs (affiliates and/or subsidiaries)
- Subcontractor QPs:
  - Should be considered discretionary
  - Can be used for tentative scoring options
- If Subcontractor QPs are approved, plan for:
  - Eligibility constraints and heightened substantiation requirements,
  - Limitations to first-tier subcontractors
  - Additional documentation to validate claimed experience



**OST Teaming Portal: 200+ Companies (WINNING TEAM= SYNERGIES + CULTURAL FIT)**

# Key Points



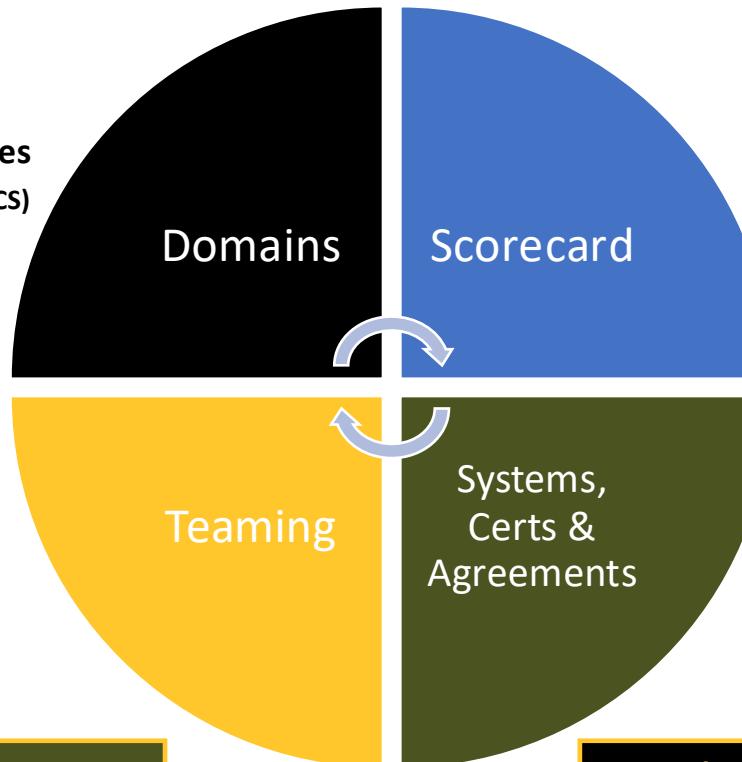
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**5 Domains and 29 Subcategories**  
(aligned to acquisition categories/NAICS)

**Domain Strategy Matters**  
Don't Assume= Better

**Cannot use subcontractor QPs**  
Should Change?



RFP Release 2nd QTR

Awards: 250 total (50 per domain)

## Proposal Package

MAPS is structured as a full-package submission (scorecard + substantiation + QPs + cost + technical narrative)

## Marketplace Rules & Off-Ramps

Contractors must bid on 50% of task orders in their domain  
Failure to compete can trigger off-ramping

**Total Maximum Score**  
Large Business: Max 110,000 points  
Small Business: Max 108,000 points

## MUST HAVES

- Facility clearance (Secret)
- Compliance Certifications: ISO / CMMC
- CPARS with marginal or better scoring

# Top Solicitations



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1. THE STORE (CIO-CS FOLLOW-ON) **\$20B**
2. OASIS+ **\$60B**
3. OMNIBUS IV – SMALL BUSINESS ON-RAMP **\$10B**
4. HRS GENERATION VI (HRS GEN VI) **\$7.6B**
5. 2GIT (2ND GENERATION IT FOLLOW-ON) **\$5.5B**
6. GSA ASCEND **\$5B**



## Items of Interest

- All are geared for small business and have set aside options
- **\$108B+** in funding
- All 6 solicitations are:
  - Owned or Transitioning to GSA
  - Dependent on GSA MAS/SIN alignment

# Let Us Help You



## How OST Can Help

- **Gap Analyses**
- **Teaming Strategies: OST Teaming Portal (200+ Partners)**
- **Win Theme Development**
- **Scorecard Assessment, Review, and Guidance**
- **Prior, Draft, or Final RFP Delivery:**
  - Creating Annotated Outlines, Compliance Matrices, Schedule Plans (w/ Color Team Reviews)
  - Proposal Management and Writing, Desktop Publishing, Graphics, Cost/Pricing (many other support LCAT's)
  - Separate Compliance SME Support

### SCORECARD BASED DELIVERIES

- ARMY MAPS
- OASIS+
- DOD SOF GSD

CURRENTLY SUPPORTING 40+ CLIENTS



Sign-Up for OST's GovCon Catalyst Monthly Pipeline Services & Receive a Free GSA OASIS+ or ARMY MAPS or DOD SOF GSD Scorecard Assessment\*

\*multiple pools and domains w/ teaming solutioning and introductions

# Let's Partner in Winning Business



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