

OST GLOBAL SOLUTIONS · WEBINAR · 10/21/2026

Getting on Megatron

The DAF Battle Network MAC IDIQ: What it is and how to position before RFP Release

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OST GLOBAL SOLUTIONS

TODAY'S ROADMAP

What we will cover

01

The vehicle

Scope, structure, and a schedule

02

What the data says

ABMS and XA in numbers

03

How to position

Pool choice, capability mapping, teaming, and readiness

04

How OST helps

From bid/no-bid through the task order focus

ABOUT US

OST: who we are and what we do

\$27B+

Won for clients in funded awards since 2005

85%

Win rate when OST leads the proposal

120+

Active clients, predominantly small businesses

~20 yrs

In GovCon BD; home of the GovCon Incubator

GovCon Catalyst

Monthly pipeline support: opportunity identification and qualification, account planning, and daily IDIQ and GSA vehicle monitoring.

Capture and Proposal

Customer engagement, competitive analysis, teaming, and win strategy; full proposal development, surge support, and color reviews.

B&P Academy

18 courses from Foundations through Advanced Capture and Proposal Management, plus a DoL-certified BD apprenticeship.

Megatron at a glance

2 pools

Small Business pool and an unrestricted pool.

Hybrid

Supply and Service:

- Development, procurement, assembly, delivery, and sustainment.

Part 15

Competed under RFO Part 15 source selection procedures.

Decentralized

All DAF program offices and DoW agencies will be able to place orders.

541715 / AC13

- Same NAICS and PSC as the XA IDIQ:
- R&D in physical and engineering sciences.

TBD

- Ceiling and ordering period not finalized.
- The “\$4.5B+” figure is an estimate.

Office: AFLCMC / PAE C3BM • PCO: Julianne Payne • PM: Jeffery “Ryan” Compton

What C3BM will buy through Megatron

1 Digital Architecture

The backbone that lets roughly 50 programs exchange data.

2 Sensor Integration

Bringing sensors into the network, not building the sensors.

3 Secure Processing

Compute and data handling at the right classification level.

4 Connectivity

Communications links and transport, including in contested environments.

5 Applications

Battle management software, delivered continuously.

6 Synthetic Environments

Modeling, simulation, test, and training environments.

Approx. 50

Air and Space Force Programs

- Integrated with DAF Battle Network Architecture Solutioning
- Not tied to one program
- Built to accept multiple appropriations and acquisition pathways

Megatron replaces two vehicles at once

ABMS IDIQ

FA8612, AFLCMC C3BM C3

First awards 29 May 2020; five-year
base lapsed May 2025

\$950M ceiling per vendor

220 vehicles, full and open

XA IDIQ

FA8635, Advanced Training
Capabilities

First awards **December 2022**; **ten-**
year vehicle

NAICS 541715, PSC AC13

160 vehicles, full and open



Megatron

FA861227RB001, PAE C3BM

One office, one vehicle

Small Business pool plus
unrestricted pool

The only door in for firms not already
on ABMS or XA

Neither predecessor is onboarding new vendors. For anyone not already holding a seat, Megatron is the entry point, which is exactly why their track records matter.

Where the schedule stands



The schedule has already slipped once

The August update targeted a draft RFP in late Q4 FY26. On 5 October the government moved draft L and M to after Industry Day, which was then postponed.

Plan for slips, not against them

Use the time. Every week the RFP is late is a week to settle teaming, fix gaps, and draft past performance before the clock starts.

What the Industry Day tells you

Demand is enormous

- Registrations forced manual vetting of every company,
- The government ruled out one-on-ones because of volume.
- Expect a crowded field in both pools.

The gate is controlled information

- The draft SOW is CUI.
- Access is vetted against SAM.gov registration and CAGE code.

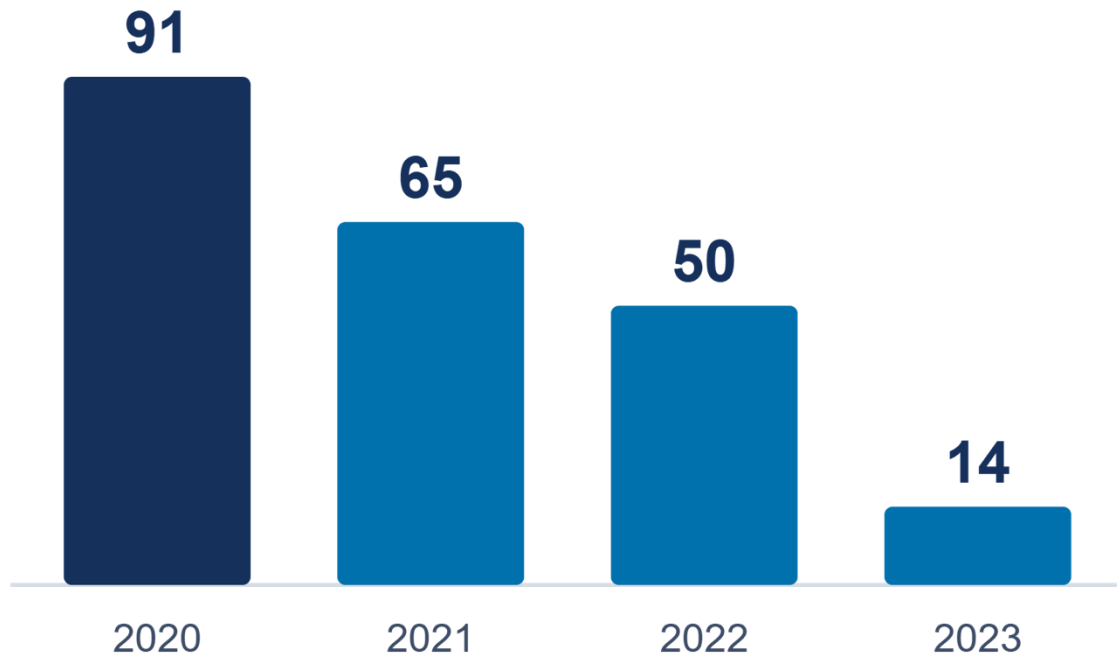
Draft RFP: Sections L and M

- Evaluation criteria will not post until the rescheduled Industry Day happens.

Missed the 5 October registration deadline?

Follow the notice. The government says it will post an update if registration reopens; vetted registrants keep their status.

ABMS: the pool kept growing for four years



220

- ABMS vehicles awarded between 2020 and 2023.
- The Air Force on-ramped continuously rather than awarding once.

A firm that won a seat in 2020 watched **129 more** join behind it.

Eight firms took 96% of the ABMS money

Recipient	Task orders
L3Harris Integrated Systems	\$147.3M
Raytheon	\$114.7M
Northrop Grumman Systems	\$66.8M
BrainGu	\$50.1M
Leidos	\$49.9M
SAIC	\$47.3M
Anduril Industries	\$29.9M
Lockheed Martin	\$28.6M

\$559M

- Total ABMS task order flow, across 216 orders

\$534M

- Went to the eight firms at left.
- Most of the other 212 holders saw little beyond a \$1,000 minimum guarantee.

XA: 160 seats, almost no orders

Attribute	Detail
Office	FA8635, Advanced Training Capabilities, AFLCMC Wright-Patterson
NAICS / PSC	541715 / AC13, the same codes Megatron now uses
Competition	Full and open, no set-aside
Award waves	93 vehicles in December 2022, 67 more in June 2023: 160 total
Term	Ten years; first vehicles run to 14 November 2027
Task order flow	Effectively zero beyond ~\$1,000 minimum guarantees

- Press reported XA as a \$900M vehicle awarded in July 2023.
- Federal records show first awards in December 2022 and no populated ceiling. Treat the \$900M figure with care.

A seat on the vehicle is not the same as winning work

380

Contract vehicles awarded across
ABMS and XA combined

216

Task orders placed, all of them under
ABMS

8

Firms that captured roughly 96% of the
dollars

- The capture that matters happens after award, at the task order level.
- Firms that didn't make an investment after the IDIQ proposal award, end up with very little ROI.

What is different this time

A real small business pool

- Both predecessors were full and open.
- Megatron has Small Business and unrestricted pools.

One office, one vehicle

- ABMS and XA ran out of two offices.
- Megatron consolidation concentrates demand, rather than splitting it.

No runway left

- Neither predecessor is onboarding. The ABMS base period has lapsed and C3BM demand must flow somewhere.

THE OPEN QUESTION

Does a structured small business pool produce real task order flow, or does it repeat the pattern of hundreds of holders splitting a nominal minimum guarantee?

Decide which pool you are credible in

Small Business pool

WHO

Firms under the RFP's NAICS size standard at the time of offer

YOU COMPETE WITH

Other small businesses, Including well-funded defense tech startups and mentor-protégé JVs

WATCH FOR

- Limitations on subcontracting
- Recertification rules on a long vehicle

Unrestricted pool

WHO

Any size; this is where the eight ABMS winners will compete

YOU COMPETE WITH

The primes that took 96% of ABMS dollars

WATCH FOR

Small firms can compete with a large prime as a teammate

Pick one. A small firm splitting B&P across both pools usually writes two average proposals instead of one strong one.

Map yourself to the six capability areas

Capability Area	Your Past Performance	Your Support Staff	Teaming Options?
Digital Architecture			
Sensor Integration			
Secure Processing			
Connectivity			
Applications			
Synthetic Environments			

Strong

- A completed contract you can document.
- A reference who will confirm.

Partial

- Related work, or the people but not the contract. **Strengthen it or team.**

Gap

- Find a partner now. **Do not wait.**

Fix teaming before the RFP, not after

Small business prime

- Lead a team of similarly situated small businesses in the SB pool.
- Strongest when you own one or two capability areas outright.

Mentor-protégé JV

- Pair with a mentor for capability and past performance while competing as small.
- Approval takes time; start now.

Sub to an unrestricted prime

- Bring a niche capability to a large prime's team. **BE ENTICING!**
- Lower B&P but negotiate workshare in writing.

COMPLIANCE CHECKS FOR ANY TEAM

Limitations on subcontracting on set-aside orders

Defined subcontractor rule: the prime must truly manage the work

Nonmanufacturer rule on supply orders

Readiness checklist before RFP Release

Access

- ☐ Active SAM.gov registration and CAGE code
- ☐ SAM user with Opportunities Administrator or Data Entry role
- ☐ CUI draft SOW requested through SAM.gov

Security

- ☐ NIST SP 800-171 controls in place; SPRS score posted
- ☐ CMMC Level 2 plan: Phase 2 of the rollout begins 10 Nov 2026
- ☐ Facility clearance status known, in case classified orders follow

Proof

- ☐ Past performance mapped to the six capability areas
- ☐ CPARS and references collected and confirmed
- ☐ Resumes for the key roles you expect to propose

Business systems

- ☐ Accounting system ready if cost-type orders appear
- ☐ Rates and pricing model built before the RFP
- ☐ Teaming agreements signed, workshare defined

Work backward from the milestones

NOW

Until Industry Day

- Bid/no-bid and pool decision
- Teaming partners and MPP JV
- Capability map and gap fixes

NEXT

Draft RFP

- Compliance matrix and outline
- Draft past performance volumes
- Submit questions on L and M

THEN

Final RFP, mid Q1 FY27

- Write, review, price, submit
- Color team reviews
- Final teaming workshare

AFTER

Award, Q3 FY27 (target)

- Task order capture plan
- Customer engagement by program
- Daily ordering-office monitoring

Budget B&P in two parts:

- the IDIQ proposal, and the first year of task order capture after award.
- ABMS showed which one produces revenue.

Five mistakes to avoid

01 Waiting for the final RFP to team

- Lock partners and workshare now.
- Good partners are looking for teammates.

02 Bidding the pool you are not credible in

- Choose one pool based on size status and real capability.
- Don't fall victim to the the bigger ceiling.

03 Treating the award as revenue

- 216 orders went to a handful of firms.
- Plan and fund task order capture.

04 Ignoring the CUI and CMMC gate

- Fix SAM roles and your 800-171 posture before you need them.

05 Repeating unverified numbers

- Use federal data in your business case.
- The numbers are deceiving: \$4.5B, \$3.6B, or \$900M.

From the seat to the task orders

Bid / No-Bid

Fit against the capability areas, size status, pool choice, and win probability in a crowded field.

Capture and teaming

Win themes, competitive positioning against ABMS and XA incumbents, and partners through our teaming portal of 200+ companies.

Proposal development

Past performance narratives, technical approach, pricing, and compliance for a Part 15 IDIQ.

Task order capture

GovCon Catalyst: daily IDIQ monitoring and qualification so the seat turns into orders.

85% Win rate when OST leads the proposal / Teaming pool of 200+ vetted companies



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