

AN ALERT FROM THE BDO GOVERNMENT CONTRACTING PRACTICE

BDO KNOWS: GOVERNMENT CONTRACTING

GENERAL SERVICES ADMINISTRATION ALLIANT 2 REQUEST FOR PROPOSAL

On June 27, the General Services Administration (GSA) released final requests for proposals for professional IT services under Alliant 2 Unrestricted (A2) and Alliant 2 Small Business (A2SB) government-wide acquisition contracts (GWACs), which have a combined ceiling of \$50 billion. The deadline for proposals is August 29. This procurement will include additional, unprecedented evaluation criteria for business system compliance and could create a competitive advantage for contractors that are able to certify the adequacy of their accounting, estimating, earned value management (EVM) and purchasing systems.

A2 and A2SB evaluate bidding firms based on several criteria related to government and commercial projects. Offerors are awarded points based on the following criteria, which are weighted as a percentage of a 100,000-point rating:

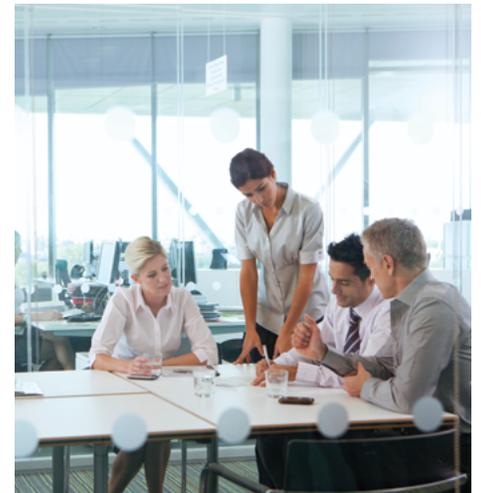
- ▶ 42% – Relevant project experience (government and non-government/commercial)
- ▶ 32% – Trend in aforementioned project experience
- ▶ 26% – Systems, certifications and clearance

The more points a small business is awarded of the possible 100,000 through the A2SB evaluation process, the more likely it is to receive awards under GWAC IT contracts. Companies bidding under the A2 GWAC program must, in addition to the point

system evaluation, prove they have met or exceeded small business goals in three separate contracts.

In an **unprecedented** move, GSA stipulates that contractors must have **adequate** and **compliant** business systems to be awarded points for the “systems, certifications and clearance” portion of the proposal. Contractors must ensure certain business systems are adequate and compliant prior to submitting a proposal response. The proposal points are awarded for the following adequate and compliant business systems:

- ▶ Cost accounting system
- ▶ Approved purchasing system
- ▶ Current FPRA, FPPR and/or approved billing rates
- ▶ EVM system
- ▶ Acceptable estimating system



BDO KNOWS GOVERNMENT CONTRACTING

For more information about the Alliant 2 program or assistance preparing your business systems, please contact:

CHRISTOPHER CARSON

National Government Contracting Practice Lead
703-770-6324 / ccarson@bdo.com

ROBERT CRAIG

Risk Advisory Services Managing Director
703-770-1095 / rcraig@bdo.com

MARC JOHNSON

Senior Manager, Government Contracts Advisory Services
703-336-1580 / mjohnson@bdo.com

The following excerpt from the draft GWAC request for proposal demonstrates the point value attributed to each adequate and compliant business system:

Systems, Certifications, and Clearances	26065
a. Business Systems	14,065
1) Cost Accounting System	9,400
2) Approved Purchasing System	2,500
3) Current FPRA, FPPR and/or approved billing rates	850
4) EVMS ANSI/EIA Standard-748	465
5) Acceptable Estimating System	850

From a competitive perspective, it's important that contractors perform adequate due diligence to ensure the aforementioned business systems are compliant before submitting their GWAC proposal.

People who know Government Contracting, know BDO.

ABOUT BDO USA

BDO is the brand name for BDO USA, LLP, a U.S. professional services firm providing assurance, tax, advisory and consulting services to a wide range of publicly traded and privately held companies. For more than 100 years, BDO has provided quality service through the active involvement of experienced and committed professionals. The firm serves clients through 63 offices and more than 450 independent alliance firm locations nationwide. As an independent Member Firm of BDO International Limited, BDO serves multi-national clients through a global network of 1,408 offices in 154 countries.

BDO USA, LLP, a Delaware limited liability partnership, is the U.S. member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms. BDO is the brand name for the BDO network and for each of the BDO Member Firms. For more information please visit: www.bdo.com.

Material discussed is meant to provide general information and should not be acted on without professional advice tailored to your firm's individual needs.