

**Prototype Project  
Opportunity Notice (PPON)  
Enterprise Business System –  
Convergence  
(EBS-C) Prototype**



**ENTERPRISE BUSINESS SYSTEMS  
CONVERGENCE**

**Notice ID: W519TC-23-R-EBSC**

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**Amendment 0003**  
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## SECTION 1 – EXECUTIVE SUMMARY

### 1.1 Purpose & Authority<sup>1</sup>

The purpose of this Prototype Project Opportunity Notice (PPON), published under the Other Transaction Authority (OTA) of 10 USC § 4022<sup>2</sup>, is to fulfill the Army requirements for the Enterprise Business Systems – Convergence (EBS-C) Prototype Project. The Army is seeking Technical Integration Provider(s) (TIP(s)) to develop EBS-C Solutions to meet the requirements in the Statement of Need (SoN).

This document defines a Gate and eight Steps planned for the evaluated competitive process. Please note that this document as well as all other published files are subject to change as determined necessary by the Government.

This PPON contains the following Sections:

- Section 1 is the Executive Summary
- Section 2 provides the Definitions and Appropriate Use of Authority
- Section 3 provides an overview of the entire planned OTA Acquisition Process
- Section 4 provides the General Instructions and Notices to Offerors
- Section G includes Gate Instructions to Offerors and the Gate Evaluation
- Sections Step 1 – Step 8 provide the Offeror Instructions and Evaluation Criteria for Steps 1 through 6 in compartmented segments

This PPON is an open competition, not released under any Consortium.

Only complete proposals that meet all of the instructions of this PPON and offer an EBS-C Solution that meet all of the requirements in the SoN will be accepted. For the submissions that pass the Gate criteria, the Government will evaluate them in Step 1 and determine which are the most beneficial in accordance with the applicable Evaluation Criteria. Those Offerors with submissions determined most beneficial will receive an Upward Invite to the next step.

The Government intends to award one (1) or more Other Transaction Authority (OTA) Agreements under the authority of 10 USC § 4022. Offerors are hereby notified that the Government will only provide funding of a “**Fixed Amount – Not to Exceed (NTE)**” per awardee for **Prototype Development Phase 1**. The Government intends to award Phase 1, **Solution Discovery**, with a Fixed Amount - NTE of **\$7,500,000** and a projected award date in the end of 3<sup>d</sup> Quarter Fiscal Year (FY) 23. The award will include an unpriced **Option for Phase 2, Initial Limited Deployment (ILD)** that may include a variety of Cost Elements (e.g., **Fixed Amount, Cost Reimbursable**), and that Option is planned for award in FY24. A similar approach will be followed for the included unpriced **Option for Phase 3, Full Deployment**, planned for award in FY26. All Phase 2 & 3 Option Awards will include an evaluation of the Offeror’s Price, received in response to updates to the Performance Work Statement, and available Government funding.

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<sup>1</sup> For a review of Title 10 USC § 4022 [formerly §2371b]. Authority of the Department of Defense to carry out certain prototype projects, see the current version at:

[10 USC 4022: Authority of the Department of Defense to carry out certain prototype projects \(house.gov\)](https://www.house.gov/committees/defense/10 USC 4022: Authority of the Department of Defense to carry out certain prototype projects (house.gov))

<sup>2</sup> For additional information on Other Transactions, please refer to the Department of Defense (DoD), Other Transactions Guide, Version 1.0, dated November 2018, available at:

[https://www.dau.edu/pdfviewer/Source/Guidebooks/Other-Transactions-\(OT\)-Guide.pdf](https://www.dau.edu/pdfviewer/Source/Guidebooks/Other-Transactions-(OT)-Guide.pdf)

Each Awardee selected will implement an approach using commercially available solution(s) to demonstrate an EBS-C Solution prototype capability over a phased schedule. (See Figure 1 for the EBS-C Agile Prototype OTA and Follow-on Production Schedule and PPON Section 2.1 for a definition of “commercially available”.)

The Army is not placing any restrictions on how Primes / Teams are organized. While only one proposal is permitted per Prime / Team, Offerors are encouraged to cross-team. For example, an offeror may submit as a Prime and also serve as a Team Member under another Prime. Team Members may participate on multiple teams. The Army cannot and will not manage Offeror Teaming Arrangements. At Step 6 “Exchanges with Negotiations”, the Army will permit the remaining active Prime Offerors to update their proposals to include Teaming Agreements, Performance Work Statement, Price and other Agreement Artifacts. The Army will then select the “Best EBS-C Solution” to move to Step 7, Prototype Phase 2 with options for Steps 8 – N, Prototype Phase 3. See details in Sections 3.1.6 and STEP 6, S.6.

## 1.2 Background

The Army requirement for the EBS-C Solution is documented in the Statement of Need (SoN), which, in Enclosure C, Capability Requirements Document (CRD) Part 2 “Slim Line” [File is labeled “Slim Line” to indicate the removal of all of the Controlled Unclassified Information]. As found on page 1 of Encl C. “On 26 March 2020, Army Senior Leadership approved EBS-C as a software initiative to provide a modernized warfighting capability that enables integrated and auditable sustainment operations from the strategic support area to the tactical edge of the battlefield, enabling decision-making by Soldiers, the civilian workforce, and leaders at echelon. EBS-C will converge Army business systems through an integrated finance-logistics transactional core, [based on the integrated capabilities of the S/4HANA Digital Core, (see SoN for a more detail description)] simplify the Warfighter/Workforce user interface, and fundamentally transform our operations to become as “*commercial-as-possible and military-as-necessary*” while improving the security of our data.”

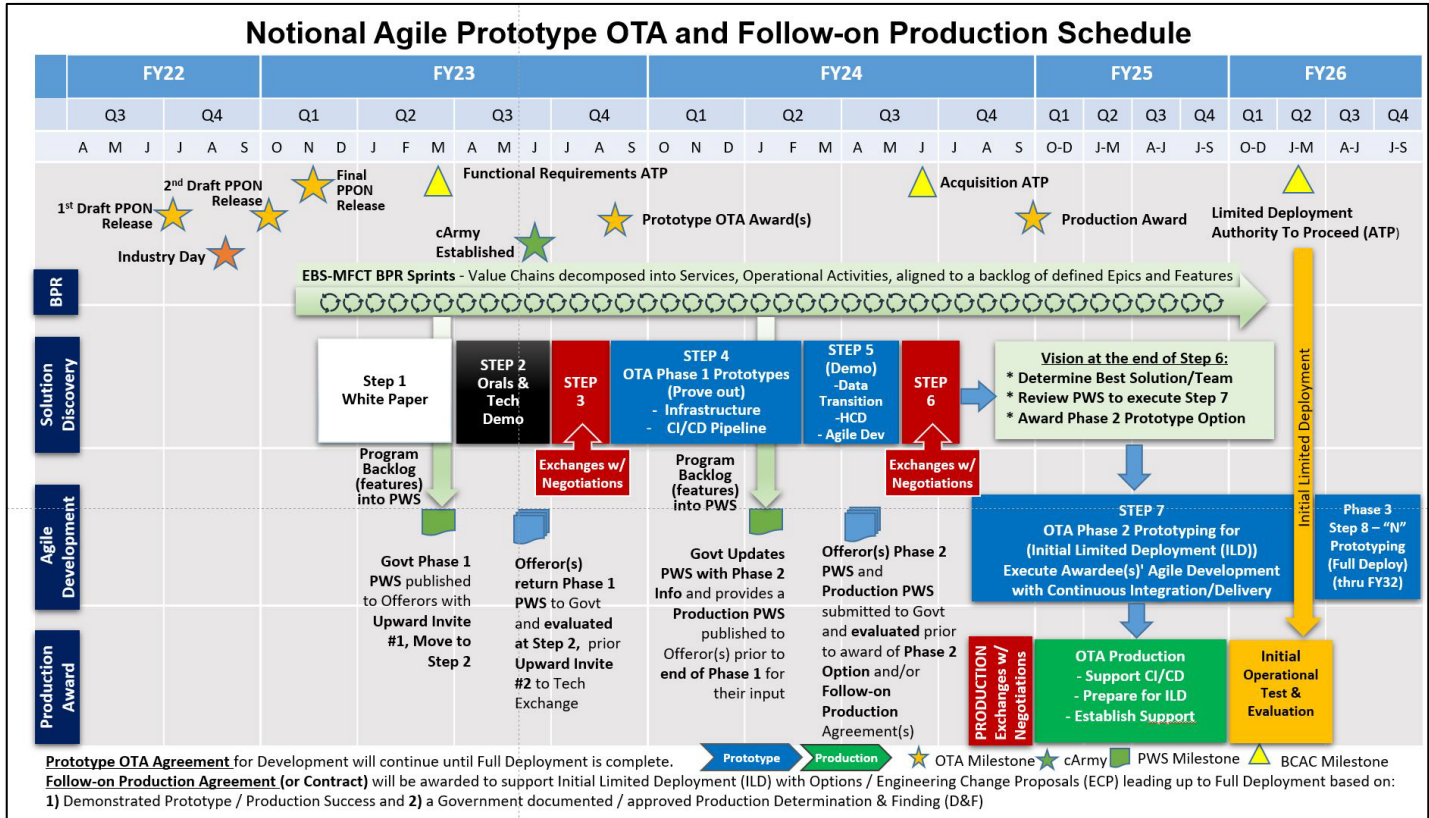
The Army has established the EBS-C Multi-Functional Capabilities Team (EBS-MFCT) as a cross-functional, limited-duration body to develop requirements, drive business process re-engineering and represent the warfighter / workforce user community. The EBS-C Project Management Office (PMO) will manage the material development. Army Contracting Command – Rock Island will manage this PPON and the competitive process for the OTA.

Reference Figure 1 EBS-C Army “Notional” Schedule, this PPON document defines the OTA Steps with the Instructions to the Offerors and associated Evaluation Criteria. Step 1, and Step 2 represent the evaluation steps before Agreement award, which will be at Step 3. The SoN will be replaced by a Performance Work Statement (PWS) at Step 2, which the Offerors will respond to with proposed PWS additions. Step 4 represents the first funded activity and the beginning of Phase 1 Prototype Development with the prove out of the EBS-C Solution infrastructure. Step 5 completes Phase 1. Step 7, moves to Phase 2 of Prototype Development for an Initial Limited Deployment. Steps 8 – “N”, Phase 3 will continue for Full Deployment, projected through FY32. Therefore, the timeline for the EBS-C Prototype Development spans the period from Award in FY23 to completion in FY32.

PPON Section 3 below provides summaries for the Acquisition Steps, with the details in Sections Step 1 through Step 8 – “N”.



**Figure 1 EBS-C Government Notional Schedule Timeline**



## SECTION 2 – DEFINITIONS AND APPROPRIATE USE OF AUTHORITY

### 2.1 Definitions

**“Agreement”** means the mutually agreed terms and conditions of the parties to an Other Transaction (OT). Absent exceptional circumstances, it will take the form of a legally binding written instrument.

**“Agreements Officer (AO)”** is a Warranted individual with authority to enter into, administer, change, or terminate an OT Agreement.

**“Agreements Specialist (AS)”** is a Contract Specialist designated by the AO for executing modifications, and other administrative matters.

**“Awardee”** is any responsible entity that is a signatory to an OT agreement. A sub-awardee is any responsible entity performing effort under the OT agreement, other than the awardee.

**“Commercially Available”** is any one or all three definitions listed here (as underlined):

“Commercial component” means any component that is a commercial product.

“Commercial computer software” means any computer software that is a commercial product or a commercial service.

“Commercial product” means -

- (1) *A product, other than real property, that is of a type customarily used by the general public or by non-governmental entities for purposes other than governmental purposes, and-*
  - (i) *Has been sold, leased, or licensed to the general public; or*
  - (ii) *Has been offered for sale, lease, or license to the general public;*
- (2) *A product that evolved from an item described in paragraph (1) of this definition through advances in technology or performance and that is not yet available in the commercial marketplace, but will be available in the commercial marketplace in time to satisfy the delivery requirements under a Government solicitation.*
- (3) *A product that would satisfy a criterion expressed in paragraph (1) or (2) of this definition, except for-*
  - (i) *Modifications of a type customarily available in the commercial marketplace; or*
  - (ii) *Minor modifications of a type not customarily available in the commercial marketplace made to meet Federal Government requirements. “Minor modifications” means modifications that do not significantly alter the nongovernmental function or essential physical characteristics of an item or component; or change the purpose of a process. Factors to be considered in determining whether a modification is minor include the value and size of the modification and the comparative value and size of the final product. Dollar values and percentages may be used as guideposts, but are not conclusive evidence that a modification is minor;*
- (4) *Any combination of products meeting the requirements of paragraph (1), (2), or (3) of this definition that are of a type customarily combined and sold in combination to the general public;*
- (5) *A product, or combination of products, referred to in paragraphs (1) through (4) of this definition, even though the product, or combination of products, is transferred between or among separate divisions, subsidiaries, or affiliates of a contractor; or*
- (6) *A non-developmental item, if the procuring agency determines the product was developed exclusively at private expense and sold in substantial quantities, on a competitive basis, to multiple State and local governments or to multiple foreign governments.*



**“Exchanges”** means communications between the Government and the Offeror after proposal submission.

**“Exchanges with Negotiations”** means communications between the Government and the Offeror after proposal submission to specifically address and negotiate as needed, details in the proposal (to include terms and conditions) in order to reach agreement for an award. NOTE: For this competitive process, Steps 3, 6 and Follow-On Production are defined as Negotiation and Exchanges.

**“Fixed Amount”** means an OTA under which an awardee agrees to complete a prototype project for an agreed upon total price and where payments are not based on amounts generated from the awardee’s financial or cost records.

**“Innovative”** means -

- (1) any new technology, process, or method, including research and development; **or**
- (2) any new application of an existing technology, process, or method.

**“Nonprofit Research Institution”** means a nonprofit institution, as defined in 15 USC § 3703, and includes Federally Funded Research and Development Centers (FFRDC), as identified by the National Scientific Foundation (NSF) in accordance with the Government-wide FAR issued in accordance with Section 1303(a)(1) of Title 41 or any successor regulation thereto.

**“Nontraditional Defense Contractor (NTDC)”** An entity that is not currently performing and has not performed, for at least the one-year period preceding the solicitation of sources by DoD for the procurement or transaction, any contract or subcontract for the DoD that is subject to full coverage under the cost accounting standards prescribed pursuant to § 1502 of Title 41 and the regulations implementing such section (see 10 USC § 2302(9)).

**“Offeror”** a legal entity that submits a complete proposal response to all of the requirements in this PPON and can be legally bound to execute the obligations of a resulting agreement.

**“Other Transaction for Prototype Projects”** refers to this type of OTA. This type of OTA is authorized by 10 USC § 4022 for prototype projects directly relevant to enhancing the mission effectiveness of military personnel and the supporting platforms, systems, components, or materials proposed to be acquired or developed by the DoD, or for the improvement of platforms, systems, components, or materials in use by the armed forces. This type of OTA is treated by DoD as an acquisition instrument, commonly referred to as an "Other Transaction" for a prototype project or a § 4022 "Other Transaction." OTAs are acquisition instruments that are generally not subject to the federal laws and regulations governing traditional Federal Acquisition Regulations (FAR)-based procurement contracts. As such they are not required to comply with the FAR, its supplements such as the Defense Federal Acquisition Regulation Supplement (DFARS), Army Federal Acquisition Regulation Supplement (AFARS) etc. or laws that are limited in applicability to procurement contracts.

**“Resource Share”** includes any costs a reasonable person would incur to carry out necessary Performance Work Statement (PWS) requirements not directly paid for by the Government.

**“Significant Participant”** as defined by the DoD Other Transactions Guide<sup>3</sup> means a nontraditional defense contractor/nonprofit entity that makes a significant contribution to the prototype project. Examples of what might be considered a significant contribution include: supplying a novel application or approach to an existing technology, product or process; providing a material increase in the performance, efficiency, quality or versatility of a key technology, product or process; accomplishing a significant amount of the prototype project; cause a material reduction in the cost or schedule of the prototype project; or, providing for a material increase in performance of the prototype project.

**“Small Business”** as defined in 10 USC § 4022(e)(2) means a small business concern as defined under Section 3 of the Small Business Act (15 USC § 632).

**“Technical Integration Provider”** A legal entity that submits a complete response to this PPON and meets the Qualifications in PPON Attachment 0007 Demonstrated Experience, Table 1.

## 2.2 Appropriate Use of Authority<sup>4</sup>

**2.2.1** In accordance with 10 USC § 4022 (d) (1), [Formerly 2371b (d)(1), change effective 27 December 2021] “...(d) Appropriate Use of Authority. (1) The Secretary of Defense shall ensure that no official of an agency enters into a transaction (other than a contract, grant, or cooperative agreement) for a prototype project under the authority of this section **unless one of the following conditions is met:** [Underline & bold added for emphasis]

(A) There is at least one nontraditional defense contractor or nonprofit research institution participating to a significant extent in the prototype project.

(B) All significant participants in the transaction other than the Federal Government are small businesses (including small businesses participating in a program described under section 9 of the Small Business Act (15 U.S.C. 638)) or nontraditional defense contractors.

(C) At least one third of the total cost of the prototype project is to be paid out of funds provided by sources other than the Federal Government.

(D) The senior procurement executive for the agency determines in writing that exceptional circumstances justify the use of a transaction that provides for innovative business arrangements or structures that would not be feasible or appropriate under a contract; or would provide an opportunity to expand the defense supply base in a manner that would not be practical or feasible under a contract.”

**2.2.2** For the Government to be compliant with this portion of the statute, §4022 (d) (1), “Appropriate Use of Authority,” Offerors are required to submit the **PPON Attachment 0002 Affirmation of Business Size Certification (ABSC) Form** as part of the Gate Criteria for each entity that is “...participating to a significant extent in the prototype project.” As required on the

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<sup>3</sup> See Department of Defense (DoD), Other Transactions Guide, Version 1.0, dated November 2018, Glossary, page 32, definition for “Significant Extent”

<sup>4</sup> For a complete review of current text of the OTA Law, 10 USC 4022 [formerly 2371b], go to [//uscode.house.gov](https://uscode.house.gov) at this link: [10 USC 4022: Authority of the Department of Defense to carry out certain prototype projects \(house.gov\)](https://uscode.house.gov/view.xhtml?req=granuleid&num=10USC4022&edition=10USC4022)

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form, Offerors must have an active registration in the System for Award Management (SAM), a SAM.Gov Unique Entity Identifier (UEI), a Commercial and Government Entity (CAGE) code, and a Taxpayer Identification Number (TIN)/Federal Employer Identification Number (FEIN).

**\*\*\* END of Section 2 – DEFINITIONS AND APPROPRIATE USE OF AUTHORITY \*\*\***

## SECTION 3 – OTA ACQUISITION PROCESS

### 3.1 OTA Acquisition Process Steps

Figures 2 through 6 below provide an overview of the OTA acquisition process of the Gate and Steps 1 – 8.

NOTE: Figures 2 through 6 are summary statements. Offerors shall refer to Sections Gate (G), Gate Evaluation (GE), Step Instructions (S) 1 – 8 and Step Evaluation (SE) 1 – 8 for the details.

**Figure 2 EBS-C PPON Gate and Steps 1 through 8 – “N” Overview**

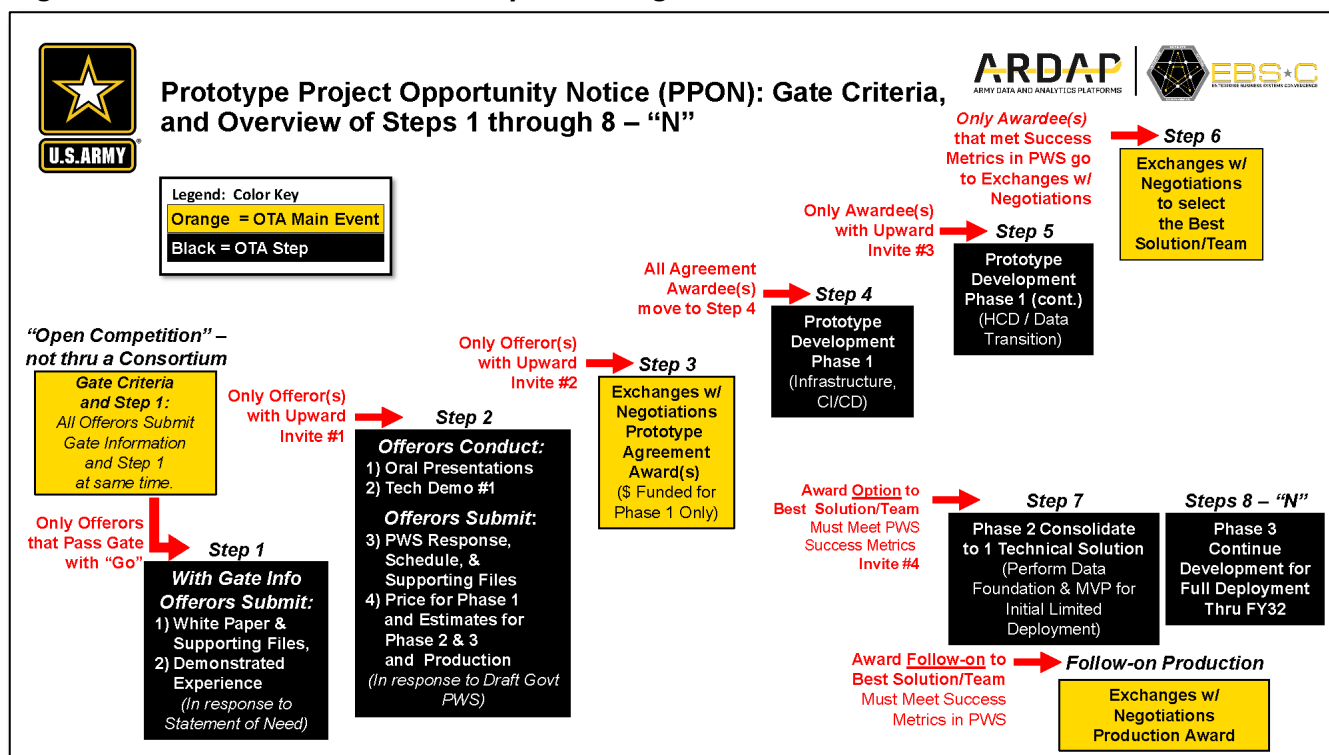
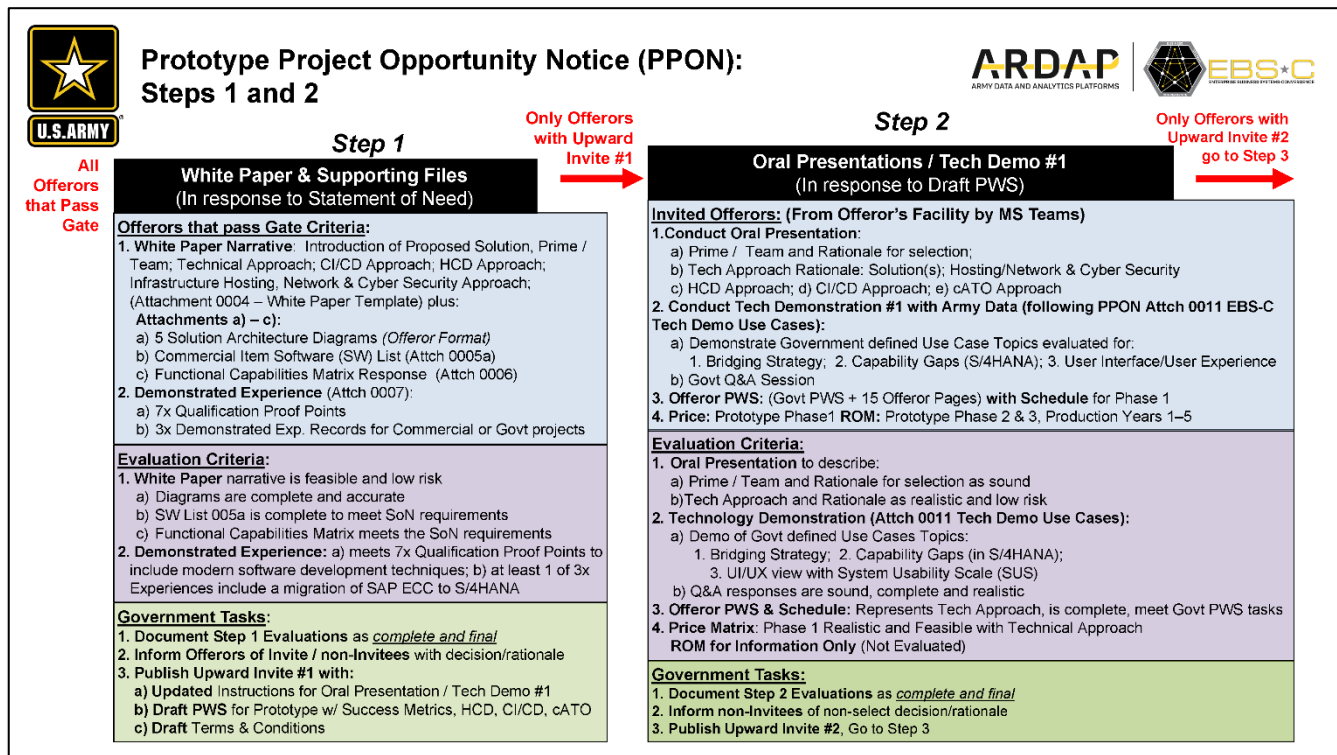


Figure 2 provides an overview of the planned multi-step OTA evaluation process that will start with Offerors submitting the proposal information required for the Gate Criteria and Step 1 at the same time.

The Gate files will be reviewed first, only after that information is determined acceptable, then the Government will begin evaluating the Step 1 White Paper and associated files along with Demonstrated Experience. All Offerors will be informed of the status of their Gate Information as acceptable or not acceptable.

**Figure 3 EBS-C Prototype Acquisition Approach Steps 1 and 2**



### 3.1.1 Step 1

Figure 3, at Step 1, the Government will evaluate the Offeror's submission of the White Paper Narrative and the attachments: a) 5 Solution Architecture Diagrams, b) Commercial Item Software (SW) List (PPON Attachment 0005) and c) Functional Capabilities Matrix (PPON Attachment 0006) along with the Demonstrated Experience (PPON Attachment 0007) which includes their ability to utilize modern software development techniques, such as, Agile, DevSecOps and Human Centered Design.

Upward Invite #1, move to Step 2, will only be sent to the Offerors with proposals that offer the most benefits to the Government. Both invitees and non-invitees will receive the results of the evaluation of their proposal. With Upward Invite #1, the Government will publish a Draft Performance Work Statement (PWS) for Phase 1 (Solution Discovery). Upward Invite #1 will be based on the instructions and criteria established in this document (Step 1, Paragraphs S.1. – SE.1).

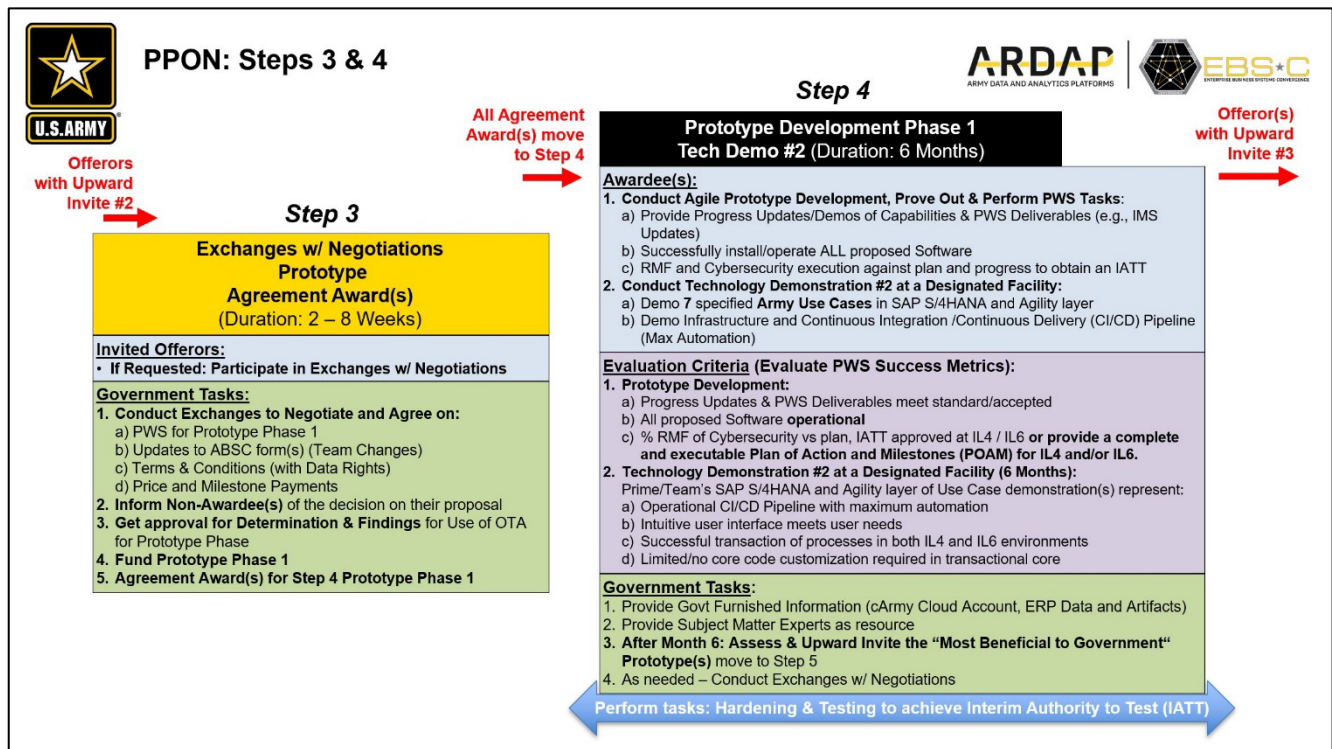
### 3.1.2 Step 2

At Step 2, the Government will evaluate the Offerors' submissions of: An Oral Presentation, Technology Demonstration, additions to the PWS, Technical Schedule and Price for Phase 1 (Solution Discovery). Offerors will demonstrate a selection of topics from seven use cases and automation of supporting continuous integrations and continues delivery (CI/CD) components of the proposed DevSecOps framework within the Offeror's own commercial environment.

Upward Invite #2, move to Step 3, will be sent to the Offerors with proposals that provide the most benefits to the Government and potential for an award. Both invitees and non-invitees will be informed of the results of the evaluation of their Step 2 submissions. Upward Invite #2 will be

based on the instructions and criteria established in this document (Step 2, Paragraphs S.2 – SE.2.).

**Figure 4 EBS-C Acquisition Approach Steps 3 and 4**



### 3.1.3 Step 3

Figure 4, at Step 3, "Exchanges with Negotiations", invited Offerors with the Government might address the following topics or others to reach agreement on: the Offeror's PWS, Offeror changes to PPON Attachment 0002 ABSC Form(s) [for Team Changes], the Terms and Conditions (with Data Rights), as well as Price and Milestone Payments. Both awardees and non-awardees will be provided the Government decision on their proposal. All awardees will move to Step 4.

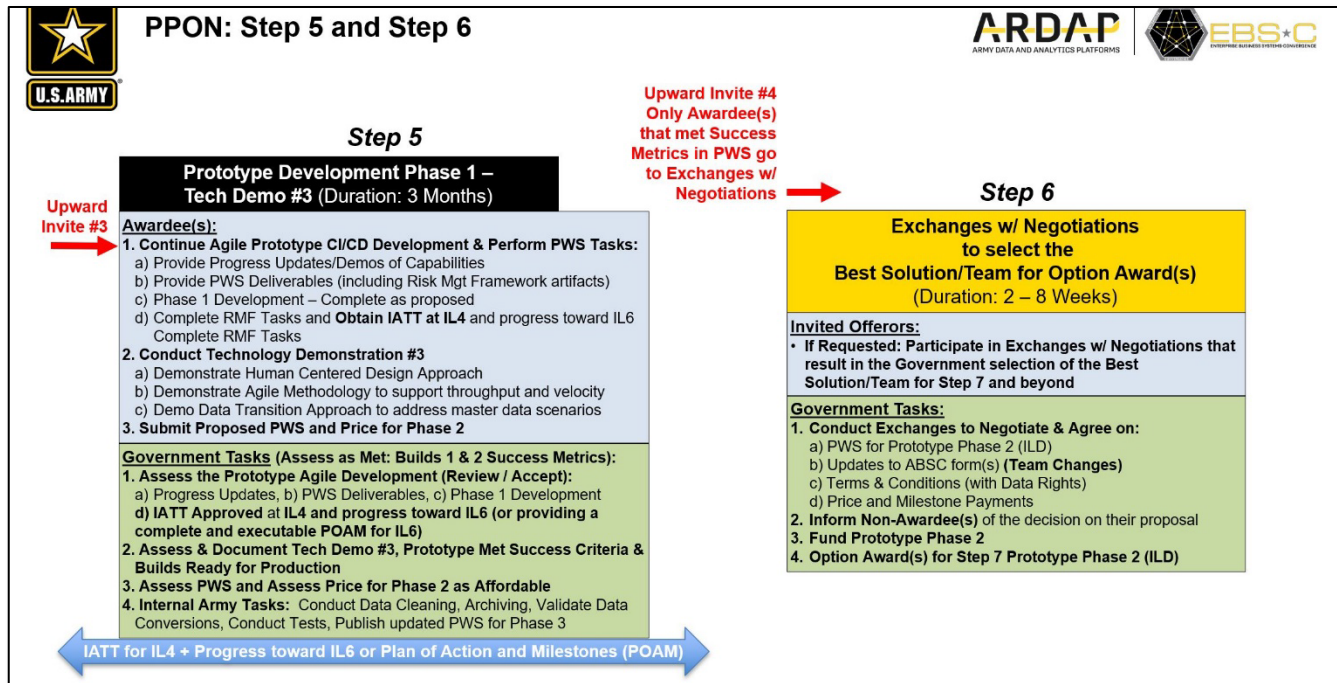
### 3.1.4 Step 4

At Step 4, Phase 1, the Government will conduct a post award conference with each awardee and update any documents as needed. This Phase is still under the evaluated competitive process. All Awardees will be provided the same Government information and support throughout the Phase. In Step 4, Awardees will develop and install the EBS-C Solution in the Army Enterprise Cloud Environment "cArmy". If a SaaS is proposed, it must connect to cArmy. The focus of this Step will be to prove out a hardened infrastructure and the CI/CD pipeline (maximum automation). During the progress of the Phase, Offerors will submit PWS deliverables that will be evaluated. Technology Demonstration #2 will be the culminating event of this step.

Upward Invite #3, to Step 5, will be based on the instructions and criteria (Step 4, Paragraphs S.4 – SE.4.) that will be provided in an update to this document. That criterion includes achieving an Interim Authority to Test (IATT) at Cloud IL4 and IL6 or providing a complete and executable Plan of Action and Milestones (POAM). Upward Invite #3, will include an updated Government PWS with more details on Phase 2 (ILD), Production and Phase 3 (FD).



**Figure 5 EBS-C Acquisition Approach Steps 5 and 6**



### 3.1.5 Step 5

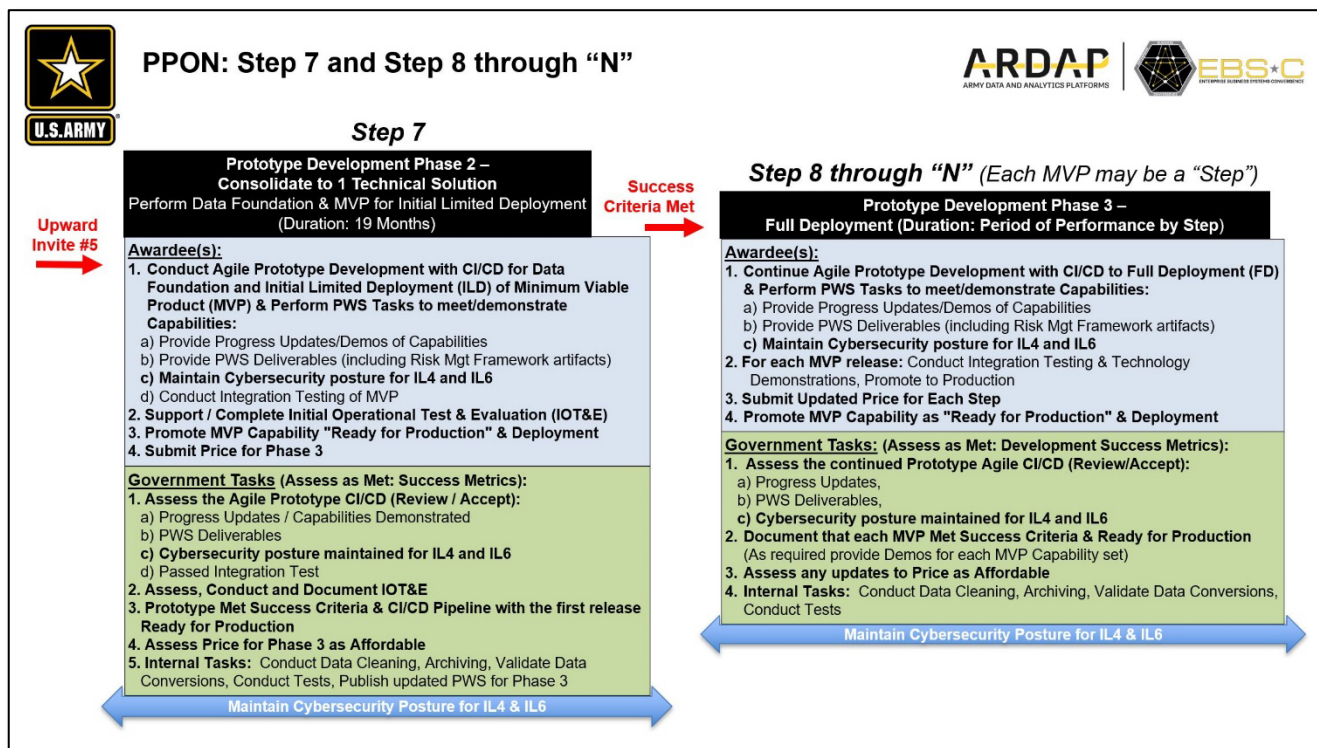
Figure 5, Step 5, Phase 1, the Awardee(s) must demonstrate the Phase 1 Success Metrics and achieve an Authority to Operate before moving into Step 6. Step 5 will be a continuation of Step 4 with an on-site visit to **each** awardee's facility for Technology Demonstration #3. This Tech Demo will focus on the Offeror's approach to incorporate **Human Centered Design** and how their **Agile Development methodology** supports throughput and velocity. The Offeror will also be expected to demonstrate their approach to data transition. The data transition scenario will address the following:

- Harmonize master data across the five SAP ERP system.
- Rationalize the individual program master data into a converged master data management and governance capability

### 3.1.6 Step 6

Step 6 "Exchanges with Negotiations" will be between the Army and the remaining active Prime Offerors and will result in the Army selecting **one "Best EBS-C Solution" (as determined by the evaluations)** for moving to Step 7, Prototype Phase 2 with options for Steps 8 – "N", Prototype Phase 3. Within this Step 6, the Prime Offerors will be permitted to update their team arrangement, proposed PWS, Price and other Agreement artifacts to provide their "Best EBS-C Solution" proposal.

**Figure 6 EBS-C Acquisition Approach Steps 7 and 8 through “N”**



### 3.1.7 Step 7 and Step 8 through “N”

Figure 6, Step 7, Phase 2, (ILD). The Awardee(s) must demonstrate the ILD Success Metrics, which includes performing Data Foundation and Minimum Viable Product (MVP) Agile development towards an ILD. This phase executes the full agile development process with CI/CD of the EBS-C Solution functional capabilities. EBS-C Solution ILD will prioritize and demonstrate value to the communities managing Supply Classes IIIb (Bulk Fuel), V (Ammunition), and VIII (Medical) across NIPR and SIPR by First Quarter Fiscal Year (FY) 2026. ILD has two components: a) Successful completion of an Initial Operational Test and Evaluation and b) Meet the success metrics criteria and CI/CD Pipeline to promote the release for Production in order to move to Step 8. Updated instructions and a Government PWS will be provided before the end of Phase 2.

Offerors shall propose MVP solutions containing features that provide initial capability to the end-user while also encouraging end-users to provide feedback to influence future development sprints. Beginning in Step 4, the Awardee(s) will collaborate with the business representative/Product Owner and other subject matter experts to refine the Agile MVPs after contract award.

[Note: The Agile term MVP should not be confused with the minimum viable solution term and definition under the DODI 5000.87.]

### 3.2 Follow-on Production Notice:

In accordance with 10 USC § 4022(f), these competitively awarded Prototype Agreements may lead to follow-on production activities if the Key Technical Goals and the Success Metrics, as defined in the PWS [to be published after Step 1], are met or if a particularly favorable or unexpected result is accomplished that justifies transition to production. The Government

reserves the right to update the PWS published with Upward Invite #1 or at any other time thereafter.

### **3.2.1 Definition of Production:**

For this EBS-C Prototype Project Solution, follow-on production is defined in SoN Paragraph 2.5.8. EBS-C Production.

### **3.2.2 Subject to the Availability of Funding and Army Priorities:**

The Government intends to issue one or more follow-on Production Agreement or Contract during FY23; however, Offerors are advised that there could be a significant delay between the conclusion of the Prototype OTA activities and the award of a follow-on Production Agreement or Contract. Further, the Government, at its sole discretion, reserves the right not to proceed into production.

## **3.3 Notice of Advisory Support and Pre-Proposal / Pre-Award Requirements**

### **3.3.1 Notice of Advisory and Assistance Services (A&AS) Support:**

**3.3.1.1** All Offerors are advised **any individual from any legal entity** that provided A&AS and participated in the preparation of non-public information (non-public **prior the release of this PPON**) to include support for the **PPON, SoN, CRD** and other requirements documents including, but not limited to, **Business Process Reengineering (BPR) artifacts, cost, or budget estimates, has an organizational conflict of interest. See Section 3.3.3. instructions to submit a OCI Mitigation Plan.**

**3.3.1.2** All Offerors are advised that designated companies providing A&AS support will also serve as non-government advisors supporting proposal evaluation(s). The Government will authorize access to any submitted proposals to designated individuals from the below listed companies only to those portions of the proposal and/or discussions that are necessary to enable them to perform their respective duties. The firm(s) identified below, as well as their parents, subsidiaries, and affiliates, may be prohibited from competing on this PPON and/or providing any services or support to the contract(s) resulting from this PPON:

- Logistics Management Institute (LMI) and Subcontractors
- Boston Consulting Group Inc
- Guidehouse Inc and Guidehouse, LLC
- Intrepid, LLC

**3.3.1.3** By direction of the AO, the designated individual support contractors affiliated with the above-listed companies each have executed a Non-Disclosure Agreement (NDA) that, in summary, states the support contractor will:

- a) Have read, understand, and will abide by the requirements of Section 27 of the Office of Federal Procurement Policy Act (41 USC § 423),
- b) Affirm that there is no direct or indirect personal or family financial interest in any legal entity on the list of Offerors proposing,
- c) Protect the Offeror's proposal information from unauthorized use or disclosure for as long as it remains proprietary; and
- d) Refrain from using the proprietary information for any purpose other than that for which it

was furnished.

### 3.3.2 Organizational Conflict of Interest (OCI) Definitions:

**3.3.2.1** Non-Public and Proprietary Information is any Government or third-party information that:

- a) Is exempt from disclosure under the Freedom of Information Act or otherwise protected from disclosure by statute, Executive order, or regulation; or
- b) Has not been disseminated to the general public, and the Government has not yet determined whether the information can or will be made available to the public; or
- c) All information designated as proprietary in accordance with law and regulation and held in confidence or disclosed under restriction to prevent uncontrolled distribution.

**NOTE:** For this **EBS-C PPON**, **Non-Public Information includes** but is not limited to any information resulting from providing direct support to the Government with Advisory and Assistance Services prior to the release of this PPON. **That support prior to the public release of this PPON includes the creation of possession of, or contributions to** any content of the PPON, SoN, CRD and other EBS-C specific requirements documents such as but not limited to, BPR artifacts, cost or budget estimates.

### 3.3.3 OCI Pre-Proposal and Pre-Award Requirements:

All Offerors shall inform the AO no later than with submission of the Offeror's Gate & Step 1 Proposal:

**IF** there was no access to or use of non-public information in the development of the proposal,

**THEN** the Offeror shall declare this as in the Offer Letter with the following:

*"The undersigned certifies that there was no access to or use of non-public information in the development of the proposal submitted herein."*

**IF** the Prime Offeror or any of its affiliates **possesses or has access to any non-public information** relevant to the EBS-C Prototype Project Solution Prototype Notice ID # W519TC-23-R-EBSC, provided by the Government, either directly or indirectly;

**THEN** the Offeror shall advise the AO of any OCI Mitigation Plan actions that the Offeror has taken or proposes to take to resolve the situation.

**\*\*\* END of Section 3 – ACQUISITION PROCESS \*\*\***

## **SECTION 4 – GENERAL INSTRUCTIONS (ALL STEPS) AND NOTICES TO OFFERORS**

### **4.1 General Instructions**

The Offeror's "Offer Letter" and any Attachments required in the instructions (e.g., PPON Attachment 0004 White Paper Template) shall be signed by an individual having authority on behalf of the Offeror to enter into an Agreement based on the submitted proposal. The Offeror's submissions shall be written in the English language and conform to the instructions below. The Government reserves the right to enter Exchanges or seek clarification at any point in time after the publication of this PPON.

### **4.2 Quality of Response Submissions:**

**4.2.1** For all submissions, to include Gate Files, Step 1 White Paper and associated Attachments Submission, Step 2 Oral Presentation and Technology Demonstration #1 plus Step 3 Exchanges with Negotiations and Award: Offerors are advised to only submit the content that represent the best approach from a technical and price perspective.

**4.2.2** To be considered for an award, the Offeror's proposed submissions shall include all data and information requested, submitted in accordance with these instructions.

**4.2.3** The Government reserves the right to reject any Offeror's submission (i.e., Gate Files, White Paper and Attachments, Oral Presentation / Technology Demonstration, Performance Work Statement) that does not comply with these preparation instructions.

**4.2.4** All submissions shall be clear, concise and include sufficient detail for effective evaluation and for substantiating the validity of stated claims. The submitted Offeror response shall not simply rephrase or restate the Government requirements but shall provide convincing rationale to address how the Offeror intends to meet these requirements. Offerors shall assume that the Government has no prior knowledge of their capabilities or proposed solution and that the Government will base its evaluation on the information presented in the Offeror's submissions (e.g., Gate Files, White Paper and Attachments, Oral Presentation, Technology Demonstration and Performance Work Statement).

### **4.3 Response File Submission Instructions**

#### **4.3.1 Proposal Submission Instructions:**

The costs of preparing, submitting, and participating in any proposal efforts are not considered an allowable direct charge to any Agreement.

#### **4.3.2 Key Acquisition Dates:**

See SAM.gov Opportunity Notice ID # W519TC-23-R-EBSC, for Proposal Submission dates and times. A reference for the projected dates is in **Table 1** below:



**Table 1 –Offeror Response Due Dates [See SAM.gov page for any changes]**  
(All Times 24hr Clock, U.S. Eastern Time)

KEY ACQUISITION EVENT(S)	TIMELINE (Start / Due Dates)
<b>A. Questions: For Gate and Step 1</b> (1 Set per Prime/Team)	1300, 8 Dec 2022. See SAM.gov page for any changes.
<b>B. Step 1: Offerors Submit: Gate Files &amp; White Paper and Attachments (See Table 4)</b>	1300, <b>30 Jan 2023. See SAM.gov page for any changes.</b>
<b>C. Questions: For Upward Invite #1 and Step 2</b> Oral Presentation & Tech Demo #1 (1 Set per Prime)	1300, Date to Be Determined (TBD) after the date that Upward Invite #1, Step 2 is published to the Selected Offerors
<b>D.1. Step 2.1: Offerors Submit: PPON Attachments 0012a and 0012b only. No other files.</b>	1300, <b>30 – 60 Calendar Days post Event B. Step 1: Offerors Submit: Gate Files &amp; White Paper (Date will be announced within the Upward Invite #2)</b>
<b>D.2. Step 2.2: Offerors Submit: PWS w/ files, and Price w/ ROM</b>	1300, <b>90 Calendar Days post Event B. Step 1: (Date will be announced within the Upward Invite #2)</b>
<b>D.2. Step 2.2: Offerors Submit: Presenter/Attendee Names for Oral Presentation and Tech Demo #1, Oral Presentation Charts, and Presenter/Attendee Names for Oral Presentation and Tech Demo #1, PWS w/ files, and Price w/ ROM</b>	1300, <b>30 Calendar Days post Event D.2 Step 2.2: Offerors Submit: PWS w/ files and Price w/ ROM (Date will be announced within the Upward Invite #2)</b>
<b>E. OTA Step 2.3: Offerors Conduct Oral Presentation/ Tech Demo #1</b>	Estimated: <b>10 – 20 Days post Event D.2. submission of Names and Oral Presentation Charts. Scheduled as 1 Offeror/Team per day</b>
<b>F. OTA Step 3: Exchanges with Negotiations &amp; Prototype Agreement Award(s)</b>	Estimated: 90 Days post conclusion of OTA Step 2: Oral Presentation/Tech Demo
<b>G. OTA Step 4: Phase 1 Prototypes: Prove out hardened infrastructure and CI/CD pipeline (maximum automation)</b>	Step 4: Tech Demo #2 conducted at end of Step 4 in month 6 (end of Step)
<b>H. OTA Step 5: Demonstrate Data Transition and Mock HCD/ AGILE (Assess Throughput / Velocity)</b>	Step 5: Tech Demo #3 conducted at end of Step 5 in month 3 (end of Step)
<b>I. OTA Step 6: Exchanges with Negotiations to select best Solution for Step 7 and beyond.</b>	Estimated: Initiated 30 Days after completion of evaluation for Tech Demo #3
<b>OTA Step 7: Phase 2 Prototyping: Execute Agile Development in support of Initial Limited Deployment.</b>	<b>2 Months post OTA Step 6: OTA Prototype (Phase 2: Initial Limited Deployment)</b>

#### 4.3.2 Official Transmissions



- a) The Government will issue any amendments to this PPON via the SAM.gov Notice ID # W519TC-23-R-EBSC.
- b) **Official Points of Contact.** The AO and Agreement Specialist (AS) **are the only Official points of contact** for this acquisition process. Offerors shall submit all communications in writing to both:

**Table 2 – Agreement Points of Contact**

Agreements Officer (AO)	Agreements Specialist (AS)
Ms. Elizabeth W. Zaharopoulos Elizabeth.w.zaharopoulos.civ@army.mil	Ms. Jordan E. Cosgrove Jordan.e.cosgrove.civ@army.mil
	Mr. Jason L. Brunsvold Jason.l.brunsvold.civ@army.mil

- c) **Questions/Comments Format.** Any questions and/or comments submitted regarding this PPON, or the posted files shall be submitted in writing by email to the POCs listed above in Table 2 in the format provided in Attachment 0001 (also shown in Table 3 below) and shall refer to Subject and Notice ID in the following format:

**Email Subject: Offeror Name Questions ID: W519TC-23-R-EBSC**

Format the Questions/Comments as depicted in Table 3, (PPON Attachment 0001):

- c.1) Each Question/Comment shall be on one row.
- c.2) Offerors shall NOT INSERT BLANK ROWS between each Question/Comment.
- c.3) Submit Questions and Comments file in Microsoft Excel format as an attachment with file naming convention: **Offeror\_Name\_EBS-C\_Qs\_W519TC-23-R-EBSC.xlsx**.

**Table 3 – Question and Comment Format (See Attachment 0001 Questions CommentsTEMPLATE)**

Offeror Company Name					
Offeror POC Name, Email, Phone #:					
Item #	Government File Name	Page #	Para # / Line #	Question/Comment	Rationale
(Example) 1.	EBS-C_Statement_Of_Need_2022_11_07.pdf	1	1.2	Will the Army accept SaaS products to augment capabilities in the Transactional Core?	Planning

**4.3.3 Questions/Comments and Government Responses:**

Each Offeror shall submit only one set of questions for each Step. The Government will only accept questions submitted by e-mail. See SAM.gov Opportunity Notice ID # W519TC-23-R-EBSC, for the Question and Comment Submission date and time.

**4.4 Submission Instructions for: Gate, Step 1, and Step 2 Files, Offeror File Names, File Organization, Page Limits**

The Offeror shall submit the Gate, Step 1, and Step 2 files as set forth in **Table 4** below. For due dates and times, refer to SAM.gov Opportunity Notice ID # W519TC-23-R-EBSC. Initial and planned dates/times are provided in **Table 1**. Offerors shall submit all digital response files

through the Department of Defense DoD Safe Access File Exchange (SAFE) website. Detailed help and a users' guide for the PEE website are available at: <https://safe.apps.mil/>

[Note: All of the Instructions a) – d) are new, only Headings are highlighted for ease of reading]

- a) **Instructions:** For Authenticated DoD CAC (Common Access Card) holders and **Guests** (unauthenticated users) are provided at the website. SAFE is accessible to anyone as a Guest with a valid commercial e-mail address. SAFE supports file sizes up to 8 gigabytes (GB) total for "Drop-off" (upload).
- b) **For Guests (Non-CAC Holders):** To send a file, Guests must request a Drop-off Request Code, **no earlier than 14 days prior to the submission due date**, by sending an e-mail to the Agreement POCs in **Table 2** above.
- c) **Submission Steps with Code:** One of the Agreement POCs will generate the DoD SAFE e-mail with Drop-off Request Code that will initiate the submission steps:
  - c.1) When ready to submit, click on the link within the e-mail that includes the website and the Drop-off Request Code.
  - c.2) Manually enter the other POC e-mails above (Agreements Officer and Specialists).
  - c.3) Write a short note describing the files.
  - c.4) Select the box "Send me an e-mail when each recipient picks up the files".
  - c.5) Add your response files. Ensure to use the naming convention identified in each Step; in place of any blank spaces in the filename, use underscore "\_" or dash "-"
  - c.6) Add your files and add a description of the file.
  - c.7) Select "Drop-off Files"
  - c.8) For your records, print the "Drop-Off Completed" confirmation page.
- d) **For Help:** If needed, go directly to the website link above and select the "Help" icon for additional information. Once within Help, a list of frequently asked questions appears. A link to a users' guide is available at the bottom of the list of menu items, select: "+ Where can I find a DoD SAFE user's guide?" [https://dl.dod.cyber.mil/wp-content/uploads/dcs/pdf/unclass-DOD\\_SAFE\\_User\\_Guidev0\\_2d1.pdf](https://dl.dod.cyber.mil/wp-content/uploads/dcs/pdf/unclass-DOD_SAFE_User_Guidev0_2d1.pdf)

#### 4.4.1 File Names, File Organization, Page Limits (Table 4):

See **Table 4** below for the Gate, Step 1 & Step 2 File Names, File Organization, File Type and Page Limits by Factor. The Government will not read, consider, or evaluate any pages that exceed the limitations set forth below. For all file submissions, page limitations shall be calculated by the numerical reference starting at Page 1 (meaning page counts do not include any cover or table of content pages, etc.). Number the pages within each file beginning with the first page with content to be evaluated.

**Table 4 – GATE, STEP 1 & STEP 2 File Names, File Organization, File Type & Page Limits**

GATE Letter, Files and Attachments STEP 1: White Paper, Attachments and Demonstrated Experience (GATE & STEP 1 shall be submitted at the same time)	
Gate and Step 1 Questions and Comments (Optional) Attachment 0001 Questions Comments TEMPLATE	<b>PPON Attachment 0001</b> = Return with the Government format as an Excel file with filename: OfferorName_Step_1_Q-C_W519TC-23-R-EBSC.xlsx
<b>GATE Letter and Files (Enclosures):</b> (See Section G.1)	<b>Filenames and Page Count</b>

<p><b>Gate Files</b></p>	<p>Submit in Offeror format as a combined .pdf file with filename: OfferorName_Gate_W519TC-23-R-EBSC.pdf.</p>
<p><b>Gate File Cover</b></p> <p><b>Offeror Letter with:</b></p> <ul style="list-style-type: none"> <li>a) Team Members listed</li> <li>b) Cloud Service Offering Statement</li> <li>c) OCI Statement(s)</li> <li>d) Proposal Validity Period</li> <li>e) Signature of Authorized Representative</li> </ul> <p><b>GATE File (Enclosures):</b></p> <ul style="list-style-type: none"> <li>f) SAP Partner Qualifications by Entity</li> <li>g) Software Development Credentials: <ul style="list-style-type: none"> <li>g.1) Commercial Software Certifications (For the Prime &amp; Team Members)</li> <li>g.2) Personnel Commercial Software Credentials (proposed personnel)</li> <li>g.3. Commercial Agile Credentials: (For the Prime and Team)</li> <li>g.4 Commercial Agile Credentials (For proposed personnel)</li> </ul> </li> <li>h) Teaming Agreements (with Scope)</li> </ul>	<p><b>Gate File Cover</b> = Offeror format, 1-page limit (Not required)</p> <p><b>Offeror Letter</b> = Offeror format, 3-page limit including items a) – d):</p> <ul style="list-style-type: none"> <li>a) Team Member list</li> <li>b) Cloud Service Offering Statement</li> <li>c) OCI Statement(s)</li> <li>d) Proposal Validity Period</li> <li>e) Signature</li> </ul> <p><b>GATE File (Enclosures)</b> = Offeror format, No Page limit for Gate Enclosures f) – h):</p> <ul style="list-style-type: none"> <li>f) SAP Partner Qualifications</li> <li>g) Software Development Credentials: <ul style="list-style-type: none"> <li>g.1) Commercial Software Credentials (Prime &amp; Team)</li> <li>g.2) Personnel Commercial Software Credentials (proposed personnel)</li> <li>g.3) Commercial Agile Credentials (for Team)</li> <li>g.4) Commercial Agile Credentials (for personnel proposed)</li> </ul> </li> <li>h) Teaming Agreements</li> </ul>
<p><b>GATE Attachments:</b> (See Section G.1.3)</p>	<p><b>Filenames and Page Count</b></p>
<p><b>Attachment 0002 – Affirmation of Business Status Certification (ABSC) Form</b></p>	<p><b>PPON Attachment 0002 – ABSC</b> = Return a completed and signed Government Form, 2-page limit per legal entity. No limit to the number of legal entities (Forms). Return as one combined .pdf file with filename: OfferorName_ABSC_W519TC-23-R-EBSC.pdf</p>
<p><b>Attachment 0003 – DD Form 254 Department of Defense Contract Security Classification Specification or a Request for Sponsorship for a Facility Clearance.</b></p>	<p><b>PPON Attachment 0003 – DD Form 254</b> = If the Prime Offeror hold a Facility Clearance, return with the legal entity Administrative Information completed (i.e., Block 6 CONTRACTOR and Block 7 SUBCONTRACTOR, Block 8 ACTUAL PERFORMANCE, a. Location, b. Cage Code(s)) No page limit. Return as one combined .pdf file with filename: OfferorName_DD_254_W519TC-23-R-EBSC.pdf If the Prime Offeror requests Sponsorship, insert a statement in the Offer Letter (See G.1.2).</p>
<p><b>Cloud Service Provisional Authority (PA) Memo(s) for the Proposed Solution</b></p>	<p>Submit PA Memos, that support the EBS-C Solution proposed as one combined .pdf file with filename: OfferorName_Cloud_W519TC-23-R-EBSC.pdf No page limit. Required if proposing a Cloud component as part of the</p>

	EBS-C Solution, and if so, submit a copy of any Federal Risk and Authorization Management Program (FedRAMP) Joint Authorization Board (JAB) letter.
<b>STEP 1: 1 – Technical Submit White Paper and Attachments: (See Section S.1.1)</b>	<b>Filenames and Page Count</b>
<b>1.1 – Technical Approach Narrative White Paper (Attachment 0004 – White Paper Template)</b>	<b>PPON Attachment 0004 – White Paper) = 15-page limit</b> , the allocation of pages limited by section as defined in the Government Template. Return as .pdf file with filename: OfferorName_WhitePaper_W519TC-23-R-EBSC.pdf
<b>1.2 – Solution Diagrams, (5 total Diagrams in Offeror format)</b>	<b>Solution Diagrams = 5-page limit</b> (1 Page per diagram, + 2 .vsdx files) Submit as a .pdf with filename: OfferorName_Diagrams_W519TC-23-R-EBSC.pdf (plus Microsoft Visio .vsdx for Diagrams #4 & 5)
<b>1.3 – Software Solution List (Attachment 0005 – Offeror Software Solution List)</b>	<b>PPON Attachment 0005 – Software Solution List = No-page limit</b> Return PPON Attachment 0005 as a .pdf with filename: OfferorName_SW_List_W519TC-23-R-EBSC.pdf
<b>1.4 Functional Capabilities Matrix (Attachment 0006– Functional Capabilities Matrix)</b>	<b>PPON Attachment 0006 – Functional Capabilities Matrix = No page limit</b> Return as Excel file in the Government format with filename: OfferorName_Functional_W519TC-23-R-EBSC. Xlsx
<b>STEP 1: 2 – Demonstrated Experience as Technical Integration Provider – Offeror file submission:</b>	<b>Filename and Page Count</b>
<b>(Attachment 0007 – Demonstrated Experience) (See Section S.1.2)</b>	Return <b>PPON Attachment 0007 – Demonstrated Experience = 6-page limit</b> , up to <b>3 Pages for Qualifications (Table 1)</b> and up to <b>3 Experience Evidence Summaries (Table 2)</b> , 1 Page each  Return PPON Attachment 0007 with the Government format as .pdf file with filename: OfferorName_Experience_W519TC-23-R-EBSC.pdf
<b>STEP 2: Oral Presentation and Technology Demonstration #1 with Army Provided Data</b>	

STEP 2 Questions and Comments (Optional)	Return <b>PPON Attachment 0001</b> with the Government format as an Excel file with filename: OfferorName_Step_2_Q-C_W519TC-23-R-EBSC.xlsx
<b>STEP 2: Offeror Oral Presentation / Demo submission:</b>	<b>Filenames and Page Count</b>
<b>Offeror Tech Demo #1 Names and e-mails (See Section S.2.1.1, Table 9)</b>	<b>Presenter Names</b> Submit by e-mail to the AO, [up to] 10 Key Personnel names, affiliation, roles, and e-mail addresses in the format at Section S.2.1.1, <b>Table 9</b> . <b>Submit Personnel names, affiliation, roles, and e-mail addresses</b> Use the instructions and format for <b>Table 9</b> – “Offeror Names: Oral Presentation & Tech Demo #1”
<b>2.1 EBS-C Oral Presentation #1 – Charts (See Section S.2.1)</b>	<b>Oral Presentation Charts</b> Submit as .pdf file with filename: OfferorName_OralPres_W519TC-23-R-EBSC.pdf <b>Page limit = 20 (including any cover).</b>
<b>2.2 Technology Demonstration #1 with Mock Army Data (See Section S.2.2)</b>	<b>Oral Presentation and Technology Demonstration =</b> Total time in accordance with the detailed instructions provided at S.2.1.3 and with the Invite 1. <u>Present only the EBS-C Oral Presentation #1 charts submitted as noted in the row above. Demonstrate the proposed EBSC-Solution Software (as a “Live” demo).</u>
<b>STEP 2: – Additional file submissions:</b>	<b>Filenames and Page Count</b>
<b>2.3 – Performance Work Statement – Prototype Phase 1 (Solution Discovery – OTA Steps 4 and 5)</b> <i>(Attachment 0012 PWS, to be published with Upward Invite #1) (See Section S.2.3)</i>	<b>Performance Work Statement</b> Return the PPON Attachment 0012 PWS file with the Offeror’s additional proposed content. Page limit = <b>15 additional pages</b> (added to the Government Page count (TBD)), added content inserted at the Offeror’s discretion. Submit as .pdf file with filename: OfferorName_PWS_W519TC-23-R-EBSC.pdf
<b>2.4 – Technical Schedule</b>	<b>Technical Schedule</b> = 3-page limit, (2 Pages for the Schedule in a Gantt View, and 1 Page text with event descriptions and any other details) Submit as .pdf file with filename: OfferorName_Schedule_W519TC-23-R-EBSC.pdf
<b>2.5 – Hardware List (Attachment 0012a – Hardware Solution List)</b>	<b>PPON Attachment 0012a – Hardware Solution List</b> Return as a .pdf with filename: OfferorName_HW_List_W519TC-23-R-EBSC.pdf

<b>2.6 – Offeror Cloud Requirements Spreadsheet</b> <b>(Attachment 0012b – Offeror Cloud Requirements Spreadsheet)</b>	<b>PPON Attachment 0012b – Offeror Cloud Requirements Spreadsheet</b> Return as a .pdf with filename: OfferorName_Cloud_Requirements_W519TC-23-R-EBSC.pdf
<b>Price Matrix (Updated)</b> <b>(Attachment 0009 – Price Matrix)</b> <b>(See S.2.4)</b>	<b>PPON Attachment 0009 - Price Matrix</b> = No page limit. Return in the Government provided format as an Excel file with filename: OfferorName_Price_W519TC-23-R-EBSC.xlsx
<b>Upward Invite #2 to STEP 3: – Exchanges with Negotiations</b>	
<b>STEP 3: Offeror Submission:</b>	<b>Filename and Page Count</b>
<b>Offeror participating personnel Names and e-mails</b>	<b>Submit Personnel names, affiliation, roles, and e-mail addresses</b> Use the instructions and format from <b>Table 9 – “Offeror Names: Oral Presentation &amp; Tech Demo #1”</b>
<b>Offeror Correspondence (to be determined)</b>	<b>Submit responses to Agreement Officer inquiries during Technical Exchanges</b> (e.g., updated PWS)
<b>STEPS 4 – 8: Prototype Development – Instructions for submissions will be provide within the performance period of each Step.</b>	

#### 4.4.2 Page Size and Format:

- a) **Table 4** provides the File Names, File Organization, File Type & Page Limits. Two Page Formats are defined:  
**Format 1:** Standard Letter 8.5"x11" sheet of paper, with the digital submission viewed in Portrait Orientation.  
**Format 2:** Standard Legal 8.5"x14" sheet of paper, with the digital submission viewed in Landscape Orientation. This format is designated for Microsoft Excel (.xlsx) Attachments, Offeror Solution Diagrams (as .pdf), and the Technical Schedule only (as .pdf).
- b) **Fonts:** Text size shall be 12-point Arial Font or larger. However, exceptions to the 12-point Arial Standard font are permitted in limited places. - For tables, charts, graphs, and figures in any submission in any Step, the text for those elements can use a 10-point font. Fonts for Headers and Footers shall be 10 point or larger. Exceptions for different sizes are acceptable when specifically allowed in the instructions for an Attachment, the reproduced sections of the PPON document, and the items in 4.3.3.

#### 4.4.3 Tables, Charts, Graphs, and Figures – to include White Paper, the Solution Diagrams, and the Oral Presentation (in Step 2):

These displays shall be legible, and where they exceed one page, shall follow Section 4.4.2 Page Size standards. For all submitted proposal files (e.g., embedded tables, charts, graphs, and figures) in any Step, the text shall be no smaller than 10-point font size. For the Solution Diagrams only – font and sizes may be different (as small as 8-point Arial Standard). The size of



any corporate, brand, product, legal entity, or other logo artwork, to include embedded fonts, may be submitted as per the corporate standard.

#### **4.4.4 Glossary/Acronym List:**

The White Paper, the Oral Presentation charts and the Performance Work Statement may contain a Glossary/Acronym List of all abbreviations/acronyms used and a definition for each within that submitted article. Glossaries of abbreviations and acronyms do not count against the page limitations for their respective file submissions.

#### **4.4.5 Stand Alone Files:**

Offeror shall write each proposal File / Document / Spreadsheet / Diagram on a stand-alone basis so that the Government may evaluate its contents with no cross-referencing to other Factors of the proposal. The Government will not consider information not found in its designated Factor. The Government will allow cross-referencing **within a File** where its use conserves space without impairing clarity.

#### **4.4.6 Number of Copies and Digital File Format:**

Offerors shall submit one searchable copy of each of the Step 1 and Step 2 files organized as defined in Section 4.4.1, **Table 4**. Self-extracting .exe files, hyperlinks, and ZIP files embedded or posted separately are not acceptable. The digital copies of the proposal shall be submitted in a format readable by Microsoft (MS) Office 2016 or searchable using Adobe Acrobat (.pdf). Use a separate file, named in accordance with the naming conventions in **Table 4**, for each part of the submission.

**\*\*\* END of Section 4 – Instructions and Notices \*\*\***

## SECTION G: PPON GATE

### G.1 Instructions for Gate Information:

Submit the files required below (also listed in **Table 4** – Gate, Step 1 & 2 File Names, File Organization, File Type & Page Limits).

#### G.1.1 Offeror Gate File Covers:

Offeror discretion for format and content of covers.

#### G.1.2 Offeror Letter and Enclosures:

Offeror shall include:

##### Offer Letter:

- a) Offeror and Team – a table that lists: Prime Company / Entity and the Proposed Team Member Entity Names (of those proposed with Scope on the Prototype) with corporate addresses, SAM UEI, CAGE Code and confirmation for SAM.gov registration for NAICS 541512 and Small Business Administration Size Category, as applicable, or status as a Nonprofit Research Institute with self-designation as a Non-traditional or Traditional Defense Contractor.
- b) Commercial Cloud Service Offering – provide the appropriate statement as applicable, and modified as needed to describe the proposed EBS-C Solution:
  - “The EBS-C Prototype Solution proposed includes a Commercial Cloud Service Offering(s) which is comprised of Infrastructure as a Service (IaaS) and/or Software as a Service (SaaS).”
  - Infrastructure as a Service (IaaS):  
“The Cloud Service Offering includes an IaaS component(s) that will be comprised of:”  
“...a Prototype Solution deployed in cArmy and rely on the support from PEO EIS, the Enterprise Cloud Management Agency (ECMA) for Cloud account(s) within cArmy and operate at Impact Levels 4 and 6.”
  - And / Or  
Software as a Service (SaaS):  
“The Cloud Service Offering includes a SaaS that will be comprised of:”  
“...a Prototype Solution [insert: connected to or deployed] in cArmy and rely on the support from PEO EIS, the Enterprise Cloud Management Agency (ECMA) for Cloud account(s) within cArmy and operate at Impact Levels 4 and 6 or with a plan to achieve a Provisional Authority at Impact Levels 4 and 6.”
  - And / Or – “...a Prototype Solution approved by the Department of Defense with a Provisional Authority operating at impact level 4 and 6 or with a plan to achieve a Provisional Authority at Impact Levels 4 and 6.”
  - And / Or – “...a Prototype Solution approved by the Federal Risk and Authorization Management Program (FedRAMP) Joint Authorization Board (JAB) [Note: this includes the Department of Defense (DoD), Department of Homeland Security (DHS), and General Services Administration (GSA)] with a Provisional Authority (PA) for Moderate-Moderate-Moderate System Categorization that can be leveraged to achieve a DoD PA Impact Level 4 and 6.”
- c) OCI Statement: All Offerors shall review the following, prior to the submission of the Gate information and Step 1 Proposal:  
**IF** there was no access to or use of non-public information in the development of the proposal, **THEN** the Offeror shall declare this in the Offer Letter with the following:  
“The undersigned certifies that there was no access to or use of non-public

information in the development of the proposal submitted herein.”

**IF** the above condition cannot be met, **THEN** re-review Section 3.3.3 OCI Pre-Proposal and Pre-Award Requirements.

- d) Proposal Validity Period: A statement that the proposal is valid for at least 12 months/365 days from the proposal due date.
- e) Signed Offer Letter & Proposal: Authorized Offeror Representative(s) name(s) and signature(s).

**Offer Letter Enclosures:**

- f) SAP Partners – a table that lists:
  - f.1 Prime Offeror and/or one or more Significant Participant Team Member(s) [See Definitions above for Significant Participant] is (are) must hold SAP ECC and SAP S/4HANA Partner qualifications – in the following categories: “Delivers Project Services” AND “United States”.
  - f.2 The Prime Offeror and/or one or more Significant Participant Team Members proposed to perform Software Tasks must hold SAP Partner qualifications in the following: “Defense and Security”, “Aerospace and Defense”, AND “Federal and National Government”.
- g) Software Development Credentials – a table that lists:
  - g.1 Commercial Software Certifications for the Business Unit(s): The certifications held by the Prime and/or one or more Significant Participant Team Member(s) business units proposed to perform Software Tasks.
  - g.2 Personnel Commercial Software Credentials for Steps 4 & 5: The proposed Labor Categories (with descriptions) and count of Full-Time-Equivalents (FTEs) with Software Development Certifications for the Software Proposed Solution, including OEM Vendors Software, supplied as Bill of Materials.
  - g.3 Commercial Certification for Agile Methodology: Evidence that the Prime and/or one or more Significant Participant Team Member(s) hold a commercial certification for Agile Methodology (i.e., Scaled Agile Partner, Project Management Institute (PMI®) Agile Certified Practitioner (PMI-ACP), Agile Project Management (AgilePM®) by APMG International or other).
  - g.4 Personnel Agile Credentials for Steps 4 & 5: The proposed Labor Categories (with descriptions) and count of proposed FTEs with Agile Certifications (by type, i.e., Scrum Master, Product Owners, Developers, etc.)
- h) Teaming Arrangements Summary (table): Include summary information for all the proposed Team Member Teaming Agreements (provide a summary of the Scope of Work defined for the prototype Steps 4 & 5, including a summary of Agreements with OEM Vendors that are supplying Software as a Bill of Materials).

**G.1.3 GATE Attachments:**

**G.1.3.1 PPON Attachment 0002 – ABSC Form:**

Submit a completed and signed ABSC Form, 2-page limit per entity, no limit to the number of entities.

**G.1.3.2 PPON Attachment 0003 – DD Form 254 or Request for Sponsorship:**

If the Prime Offeror holds a Facility Clearance, return the DD Form 254 Security Classification Specification with the address(es) of U.S.-based facilities and CAGE Codes that maintain a current Facility Clearance for at least the Secret Level.

If the Prime Offeror requests Sponsorship for a Facility Clearance (FCL):

- a) See the Defense Security Service web site for the Facility Clearance Orientation Handbook for self-qualification of eligibility requirement standards for ownership and the personnel security clearance requirements for certain Key Management Personnel:  
[https://www.dcsa.mil/portals/91/documents/ctp/facility%20clearance/fcl\\_orientation\\_handbook\\_10oct18.pdf](https://www.dcsa.mil/portals/91/documents/ctp/facility%20clearance/fcl_orientation_handbook_10oct18.pdf)
- b) See and comply with the detailed requirements listed in the National Industrial Security Program Operating Manual (NISPOM) 2-102:  
<https://www.federalregister.gov/documents/2020/12/21/2020-27698/national-industrial-security-program-operating-manual-nispom>
- c) Include a statement requesting FCL Sponsorship in the Offer Letter.

#### **G.1.3.3 Cloud Service Provisional Authority Memo(s):**

Submit as one file, combined if more than one memo applies. Memo(s) required if the proposal includes a previously approved Cloud component as part of the EBS-C Prototype Solution.

Submit a copy of any Federal Risk and Authorization Management Program (FedRAMP) from the Joint Authorization Board (JAB) with a Provisional Authority (PA) for Moderate-Moderate-Moderate System Categorization at Impact Level (IL) 4 and IL 6.

**\*\*\* END of GATE Instructions – GATE Continues at GE.1 GATE Acceptability Standards \*\*\***

### **GE.1 GATE Acceptability Standards**

Upon receipt of the Gate Files submission, the Government will review the information in the associated Gate files to determine if the **minimum acceptable standards** have been met for the requested information (see Sections GE.1.2 a) – h), and GE.1.3). For any submission that fails to meet the minimum acceptable standards, the Government may determine the entire submission unacceptable, and the Government reserves the right to remove the Offeror from the competition. For all submissions of the Gate Files, the Government may seek clarification on or waive any minor errors in the items received to allow an Offeror to proceed to the next Step.

#### **GE.1.1 Gate File Cover**

Not assessed for acceptability.

#### **GE.1.2 Offeror Letter and Enclosures:**

Minimum acceptable standard met when the Offeror submits a letter that clearly includes all of the following information:

##### **Offer Letter:**

- a) Offeror and Team – a complete list: Prime Company Proposed Team Member Entity Names, UEI, CAGE Code and confirmation for SAM.gov registration for NAICS 541512 and Small Business Administration Size Category, as applicable or the status as Nonprofit Research Institute, with designation as a Non-traditional or Traditional Defense Contractor.
- b) Commercial Cloud Service Offering – a clear statement that describes the Offeror's Cloud Service Offering Solution and addresses **the approach to achieve IL4 and IL6 (i.e., in cArmy or external as SaaS).**
- c) OCI Statement – a clear statement certifying the Offeror's access (with mitigation) or no access to or use of "...non-public information in the development of the proposal submitted herein." [See Section 3.3.3 for details.]
- d) Proposal Valid Period – a clear statement that the proposal is valid for at least 12 months/365 days from the proposal due date.
- e) Signed Proposal: Includes an Authorized Offeror Representative(s) name(s) and

signature(s).

**Enclosures:**

- f) SAP Partners –
  - f.1 A complete list for the Prime Offeror and/or one or more Significant Participant Team Member(s) qualifications for SAP ERP and SAP S/4HANA Partner – as “Delivers Project Services” AND “United States”.
  - f.2 A complete list for the Prime Offeror and and/or one or more Significant Participant Team Members proposed to perform Software Tasks qualification for SAP Partner in the following: “Defense and Security”, “Aerospace and Defense”, AND “Federal and National Government”.
- g) Software Development Credentials:
  - g.1 Commercial Software Certifications for the Business Unit(s): Certifications provide evidence that the Prime and/or one or more Significant Participant Team Member(s) proposed to perform Software Tasks are qualified.
  - g.2 Personnel Commercial Software Credentials for Steps 4 & 5: A complete list of the Labor Categories and count of proposed Full-Time-Equivalents (FTE’s) with Software Development Certifications for the Software Proposed Solution, including OEM Vendors Software supplied as Bill of Materials.
  - g.3 Commercial Certification for Agile Methodology: A complete list of the Prime and/or one or more Significant Participant Team Members proposed to perform Software Tasks certification(s) for Agile Methodology (i.e., Scaled Agile Partner, Project Management Institute (PMI®) Agile Certified Practitioner (PMI-ACP), Agile Project Management (AgilePM®) by APMG International or other).
  - g.4 Personnel Agile Credentials for Steps 4 & 5: A complete list of the Labor Categories and count of proposed FTEs with Agile Certifications (by type, i.e., Scrum Master, Product Owners, Developers, etc.)
- h) Teaming Arrangements Summary for Steps 4 & 5 (table): A complete table that includes summary information for all the proposed Team Member Teaming Agreements with a Scope of Work defined for the prototype Steps 4 & 5, including a summary of Agreements with OEM Vendors that are supplying Software as a Bill of Materials.

**GE.1.3 GATE Attachments:**

**GE.1.3.1 PPON Attachment 0002 – ABSC Form:**

A completed and signed ABSC Form, 2-page limit per entity. Submit forms for each entity anticipated to contribute to the prototype effort.

**GE.1.3.2 PPON Attachment 0003 – DD Form 254 or Request for Sponsorship:**

A completed DD Form 254 Security Classification Specification (PPON Attachment 0003) with the address(es) of U.S.-based facilities and CAGE Codes that maintain a current Facility Clearance for at least the Secret Level.

Or – A statement in the Offeror Letter requesting Sponsorship for a Facility Clearance and self-determination of eligibility.

**GE.1.3.3 Cloud Service Provisional Authority Memo(s):**

As applicable to the proposed EBS-C Solution, PA Memo(s) of any Federal Risk and Authorization Management Program (FedRAMP) from the Joint Authorization Board (JAB) with a Provisional Authority (PA) for Moderate-Moderate-Moderate System Categorization at **IL4 (and/or any other Impact Level already achieved)**.

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#### **GE.1.4 Gate Assessment:**

Submissions that are assessed as Acceptable will be moved to Step 1. Offerors will be notified of the status of their Gate submission.

**\*\*\* End of GATE Acceptability Standards, End of GATE \*\*\***



## **STEP 1: WHITE PAPER with ATTACHMENTS and DEMONSTRATED EXPERIENCE**

### **S.1 Instructions for Step 1**

Submit the files required below (also listed in **Table 4** – Gate, Step 1 & 2 File Names, File Organization, and File Type & Page Limits). Step 1 includes two (2) parts:

- 1 – Technical Approach (and S.1.1 – S.1.14)
- 2 – Demonstrated Experience (and S.2.1)

#### **S.1.1 Instructions for – Technical Approach:**

Inclusive of S.1.1.1 – S1.1.4, shall describe the Offeror's proposed technical approach and solution for meeting the performance and capability requirements specified in this PPON and the SoN, to include the supporting documents. The Government will evaluate responses as defined in Section SE.1 below. The four parts are as follows:

- a) 1.1.1 – White Paper (PPON **Attachment 0004** White-Paper Template), format in accordance with the Government instructions.
- b) 1.1.2 – Technical Diagrams (5 Solution Architecture Diagrams, Offeror format, landscape layout).
- c) 1.1.3 – Software Solution List (Return **PPON Attachment 0005** EBS-C SW Solution List).
- d) 1.1.4 – Functional Capabilities Matrix Functional Capabilities Matrix (Return **PPON Attachment 0006** Functional Capabilities Matrix).

##### **S.1.1.1 Instructions for – White Paper (Attachment 0004 – White Paper):**

Submit as a separate file; see Paragraph 4.3.1 and **Table 4**. Follow the Offeror Instructions embedded within PPON Attachment 0004. The White Paper shall include elements a) – c) below. Offerors shall clearly label/identify any SoN paragraphs as appropriate within their response:

- a) Section 1. Provide (in 1.1) in table format a list of any Offeror Framing Assumptions or a statement that there are no such assumptions. Provide (in 1.2) the proposed solution architecture to meet the business capabilities presented in the Statement of Need and propose a capability development roadmap that enables the release of functionality in a logical business sequence, for Prototype Phases 1 – 3. Provide (in 1.3) an introduction of the Team Capabilities.
- b) Section 2. Proposed Technical Approach Summary.
- c) Section 3. Infrastructure Hosting, Networks & Cyber Security Approach.

##### **S.1.1.2 Instructions for – Technical Diagrams**

- a) Create and submit five Technical Diagrams defined below (1 Page each, using Format 2, defined in Section 4.4.2) that meet the title and description depicting the Technical Approach, including all the enabling technologies and how the different components connect with each other.

**Table 5 – Technical Diagrams**

Technical Diagrams	
Diagram # and Title	Diagram Description
<b>1) Applications Architecture and Components Diagram</b> (Inclusive of all proposed software applications)	Pictorial representation of the proposed EBS-C applications architecture.
<b>2) Integration Architecture Diagram</b>	<p>Pictorial representation of the proposed integration solutions and their use within and across EBS-C integration boundaries.</p> <p>Include a depiction of the integration points. Address the utility of the solutions in enabling Army, DoD, Federal and industry partner integration, as well as interactions with other Army, DoD and Federal integration gateway solutions, while minimizing point to point interfaces.</p>
<b>3) Data Architecture Diagram</b>	Representation of <b>solutions and data flows</b> to enable data migration, master data management, and intra-EBS-C application components data integration to include the use of Representational State Transfer (REST) Application Programming Interfaces (APIs) (RESTful APIs).
<b>4) Authorization Boundary Diagram</b>	<p><b>Authorization Boundary Diagram</b> detailing delineation of authorization boundaries; identification of the <b>Command Communications Service Designator (CCSD)</b> of all connections to the <b>Defense Information System Network (DISN)</b>; identification of equipment inventory (including any enclave boundary firewalls, Intrusion Detection Systems (IDS), routers, switches, backside connections, servers, IP addresses, encryption devices; identification of all Operating Systems with versions; other SIPRNet connections (access points) must be shown; the flow of information to, from, and through all connections, host IP addresses, and CCSD number, if known must be shown; identification of any other cybersecurity or cybersecurity-enabled products deployed in the enclave; identification of any connections to other systems/networks; diagram must show actual and planned interfaces to internal and external LANs or WANs (including backside connections); identification of other connected enclaves must include: the name of the organization that owns the IS/enclave, the connection type (e.g., dedicated point-to-point, etc.), and the organization type (e.g., DoD, federal agency, contractor, etc.). Show all applications. Diagrams must show all landscapes (Dev, Test, Prod).</p> <p><i>Note: for SIPRNET and NIPRNET only. Army will provide the CDS/CDES topology based on the Offerors Network Topology, do not include the CDS/CDES topology in the diagram</i> (Submit the same content in Microsoft Visio .vsdx and .pdf format)</p>

Technical Diagrams	
Diagram # and Title	Diagram Description
5) Cloud Architecture Diagram	<p><b>Cloud Architecture Diagram</b> detailing cloud services, cloud service models (IaaS, PaaS, SaaS) with Amazon Virtual Private Cloud (VPC)/Azure Virtual Network (vNET) (prod and non-prod) &amp; Subnet configuration including Classless Interdomain Routing (CIDR) prefix and authentication method for admins Virtual Desktop Infrastructure/virtual Government Furnished Equipment (VDI/vGFE). VDI/vGFE access for admins will be provided by EBS-C. Include traffic flow (Ports, Protocols, Services) required for internal and external connections. Including the physical and logical arrangement of nodes and connections. Show all applications. Diagrams must show all landscapes (Dev, Test, Prod) and the appropriate Cloud Service Provider (AWS, Azure, or Hybrid) (Submit the same content in Microsoft Visio .vsdx and .pdf format)</p>

#### S.1.1.3 Instructions for – Solution Software List (PPON Attachment 0005)

- Follow the instructions within Attachment 0005 at Tab 1. Definitions are provided at Tab 2.
- Submit the list of EBS-C Prototype Solution Software at Tab 3. Provide the EBS-C Prototype Solution Software components to meet the SoN requirements for the Phase 1 (Solution Discovery), Phase 2 (ILD) and Phase 3 (FD) requirements in the SoN Enclosure B Requirements List within Tab 3. For Columns F – “Commercial Items”, G – “Deployed in Government”, and I – “Accredited / Approved by the Government: Any Responses of “No” shall be accompanied by text in Column I – “Comments.”
- Complete Tab 4 expanding the information from Tab 3 Proposed Solution. Tab 4 addresses specific cArmy information requirements.

#### S.1.1.4 Instructions for – Functional Capabilities Matrix (Attachment 0006)

- Follow the instructions within Attachment 0006.
- Enter the responses to each row and column with details of the proposed Solution Set. For any cell that is not applicable enter “N/A.” Offerors shall also include an explanation in the last column, “Comments,” for any row with an “N/A.”

#### S.1.2 Instructions for – Demonstrated Experience (PPON Attachment 0007):

- Follow the instructions within Attachment 0007 – Demonstrated Experience.
- A “**Proof Point**” is defined as: A claim of performance/experience supported with objective evidence. A statement/example that offers objective and verifiable evidence of the claim, be it for quality, importance, or uniqueness of a capability, of a product, or of a service delivery.

##### S.1.2.1 Instructions for – Demonstrated Experience Qualifications (PPON Attachment 0007, Table 1):

- For Attachment 0007 **Table 1**, each Qualification # 1 – 7, the “Proof Point” information provided must address the Qualification Statement and be:
  - Verifiable** from the information provided or from public information;

- a.2) **Recent**, from within 3 years of the release of this PPON;
- a.3) **Relevant** to the EBS-C SoN paragraph identified (in the Proof Point).

#### **S.1.2.2 Instructions for – Demonstrated Experience Evidence Summaries (PPON Attachment 0007, Table 2):**

- a) For Attachment 0007 **Table 2**, each Demonstrated Experience Evidence Summary # 1 – 3, must address as separate topics (1 per summary) or any combination, the Offeror's experience with:
  - a.1) Programmatic/Technology Change Implementation,
  - a.2) S/4HANA Implementation,
  - a.3) Engagement/Agility Layer Implementation
- b) For Attachment 0007 **Table 2**, each Demonstrated Experience Evidence Summary # 1 – 3, and specifically any "Proof Point" information cited within the summary, must be:
  - b.1) **Verifiable** from information provided or public information;
  - b.2) **Recent**, from within 3 years of the release of this PPON;
  - b.3) **Relevant** to the EBS-C SoN paragraph identified (in the Proof Point).
- c) All Demonstrated Experience Evidence Summaries shall represent relevant performance as a Prime. Evidence Summaries may be from any relevant Contract / Agreement / Task Order that supported a Commercial Entity, Private Entity or any Federal Agency (e.g., Department of Defense, Department of Homeland Security, Army, Navy, Air Force, Marine Corps, Defense Logistics Agency), Local/County/City Agency (withing the United States), State Agency (United States) or Territory. Evidence Summaries from Team Members are acceptable if the summary clearly shows that they were the Prime.

#### **S.1.2.3 – Government Verification**

The Government reserves the right to use data obtained from other Government sources and public sources, in addition to the data provided in the Offeror's proposal to verify the content in Attachment 0007 Table 1 and Table 2. However, the Government is under no obligation to search for additional information to identify contract/agreement demonstrated experience evidence summary references.

**\*\*\* END of S.1 Step 1 Instructions – Step 1 Continues with SE.1 Evaluation Criteria \*\*\***

## SE.1 Evaluation Criteria for Step 1 – Technical Approach and Demonstrated Experience

The Step 1 files and information submitted will be evaluated to determine Benefits, Shortcomings and any Risks that impact the degree and extent to which the requirements set forth in the PPON, with attachments, along with the SoN and enclosures are satisfied. Using **the Adjectival Rating Definitions in SE.1.1.5, Tables 6 and 7**, the Government will assign an **Adjectival Rating** as described below.

### SE.1.1 Evaluation of – Technical Approach:

**1** – Technical Approach will receive **one overall Rating** based on the individual ratings. The Government will evaluate Technical Approach inclusive of the four items:

- a) 1 – White Paper (PPON Attachment 0004 White-Paper Template).
- b) 2 – Technical Diagrams Architecture Diagrams (5 Solution Architecture Diagrams).
- c) 3 – Software Solution List (PPON Attachment 0005 EBS-C Solution SW List).
- d) 4 – Functional Capabilities Matrix (Return PPON Attachment 0006 Functional Capabilities Matrix).

The Government will assign each a rating based on the Benefits, Shortcomings, and Risks identified within each.

#### SE.1.1.1 Evaluation of – White Paper (PPON Attachment 0004 White Paper Template):

– The White Paper be evaluated by Section as follows:

##### SE.1.1.1.1 Section 1. Introduction of Proposed Solution and Team Capabilities:

– Will be evaluated for:

- a) The extent to which the Offeror Framing Assumptions (or statement of none) includes any benefits, shortcomings, or risks to the development of the EBS-C Prototype Solution. The extent of any potential negative impact caused by a Framing Assumption not being achieved or a Government action/inaction.
- b) The extent to which the Offeror proposes an EBS-C solution architecture that **is comprehensive and technically feasible.**
- c) The extent to which the Offeror proposes a solution architecture that enables leading development practices, such as human centered design, agile software delivery, and the creation of a CI/CD pipeline in accordance with leading DevSecOps best practices.
- d) The extent to which the Offeror proposes a capability development roadmap that shows the release of capability to users incrementally and frequently utilizing the architecture, tools and processes of a robust CI/CD pipeline.
- e) The extent to which an offeror proposes an architectural runway approach that ensures that the technical infrastructure, dependencies, constraints and interfaces are clearly understood and in place to develop an initial limited deployment (ILD) in the cArmy operational environment, including the continuous extension of the architectural runway ahead of feature development to achieve the full deployment (FD) capability. And:
  - The offeror addresses how the architecture can respond to new and evolving needs in front of development and how the need for large, upfront architectural design can be avoided.
  - The architectural runway approach provides distinctive strategies to address different appropriated, Army Working Capital Fund and contingency funds, and

- The architectural runway approach provides distinctive strategies to building a common set of S/4HANA best practices and capabilities supporting all classes of supply while also developing commodity specific steps to address release on demand requirements
- f) The extent to which the Offeror provides an Agile team (or team of teams) with the appropriate technical expertise to mitigate the risk of delay in completing EBS-C work while waiting on input from knowledgeable specialist outside of the team.

#### **SE.1.1.1.2 Section 2. Technical Approach Summary:**

– Will be evaluated for the extent to which the description provides evidence that the solution includes commercially available software, and the description adequately addresses how the proposed agile development approach will enable the development and delivery of the proposed capability development roadmap:

- a) The degree to which the proposed Agile, DevSecOps, and software development approach maximizes CI/CD automation within the cArmy environment constraints, facilitates user satisfaction, and delivers high quality code.
- b) The degree to which the proposed technical approach implements a proven Commercial Agile methodology that will deliver a modular application ecosystem adaptable to Army Business Mission Area (BMA) changes, and complements a streamlined, SAP transactional core system (S/4HANA) by balancing customization of the transactional core against the cost, schedule, and performance of “adopt” and “adapt” decisions (*please refer to SoN 2.5.4. Minimizing Customization; 3.1. BPR; 3.3. Fit to Standard BPR; and Definition 4.2. Customization*) and minimizes technical debt by diverting customizations to more agile solutions outside the core.
- c) The approach to deliver User Interface / User Experience (UI/UX) that provides consistency and intuitiveness in the manner it simplifies the process steps, reduces data entry, and provides information for users to take action and/or make decisions.
- d) The scalability of the EBS-C Solution, including the ability to facilitate transaction volumes comparable to Army requirements across all relevant process areas. The scalability and robustness of the API-enabled data architecture to support large scale data ingress and egress from authoritative data sources. The capability to support data reporting and data maintenance.
- e) The ability to enable continuous modernization of the EBS-C solution including future upgrades to stay fully aligned with the state of technology including the SAP roadmap.

#### **SE.1.1.1.3 Section 3. Infrastructure Hosting, Networks & Cyber Security Approach**

– Will be evaluated for the extent to which the description of the EBS-C Solution infrastructure hosting, networks, and cybersecurity approach by phase complements the details in Section 2 - Technical Approach and addresses the following topics:

- a) The thoroughness of the submission of the EBS-C Solution AWS™ and/or Azure™ requirements in terms of services and sizing for all applications to be used by the Government for scoping the cArmy accounts. (Services and application portrayed in the System Architecture diagrams, submitted separately.)
- b) The degree to which the DevSecOps approach implements the continuous Risk Management Framework (cRMF) processes, security controls, requirements, and tools and demonstrates a secured and hardened software ecosystem that incorporates lean and collaborative processes for continuous delivery and integration, version control, test automation, feedback, continuous low-risk releases, and frequent code review. The capability to attain an Interim Authority to Test (IATT), an Authority to Operate (ATO) and the approach to continuous monitoring to achieve continuous ATOs (cATO).



- c) The feasibility of the described Identity Access Management (IAM) strategy, in a NIPRNet and SIPRNet cloud-based environment, that manages, monitors, and detects access controls, including but not limited to, enforcing the principle of least privilege, segregation of duty, single sign on, and multi-factor authentication throughout the CI/CD pipeline to ensure that each component is secured and that users or identities cannot access sensitive data of the application from any of the smaller parts.
- d) The feasibility of the proposed plan for implementation of a security management strategy for product implementation in the cloud, based on the proposed approach: Infrastructure as a Service, (IaaS), Software as a Service (SaaS) and/or Platform as a Service (PaaS).
  - g.1) The Government accepts all methods above (IaaS, SaaS and or PaaS) and will be considered for any benefits (cost, schedule and/or performance).
  - g.2) The Government prefers a response that includes implementing the cArmy enclave for all IaaS and PaaS.

#### SE.1.1.2 Technical Diagrams (Solution Architecture Diagrams):

– Will be evaluated for:

- a) The extent to which the **Applications Architecture and Components Diagram** depicts a feasible approach for:
  - a.1) Managing an application ecosystem that is modular and adaptable to BMA changes, and complements a streamlined, SAP core transactional system (S/4HANA) by diverting customizations to more agile solutions balancing the cost, schedule, and performance impact of “adopt” and “adapt” decisions, while minimizing technical debt.
  - a.2) Providing an application ecosystem architecture and tools that mitigate the risk of creating and orchestrating an exponential rise of technical debt by implementing advanced forms of discovery and managing advanced forms of metadata.
- b) The extent to which the **Integration Architecture Diagram** depicts a feasible approach for:
  - b.1) Enabling the movement of data from a source endpoint (e.g., single user data entry point) to one or multiple target endpoints (e.g., legacy SAP ERP systems), either in batch or in real time, while at the same time applying data transformation and enrichment to reconcile the data models across the different endpoints.
  - b.2) Delivering an enterprise data integration approach that provides capabilities to support a wide range of integration use cases, including application, data, process, Internet of Things (IoT), disconnected and ecosystem integration, as well as API and event management and others, while avoiding point to point interfaces.
- c) The extent to which the **Data Architecture Diagram** depicts a feasible approach for:
  - c.1) Resynching disconnected functions and master data.
  - c.2) Confirming data consistency across legacy and EBS-C systems throughout the capability deployment cycle by detecting data changes in EBS-C applications and reporting the change to all legacy applications holding the same piece of data.
- d) The extent to which the **Authorization Boundary Diagram** depicts a comprehensive and well-thought-out physical and logical structure of the required EBS-C network and cloud infrastructure architecture:
  - d.1) Suitable to the network’s purpose, size and scale.
  - d.2) That addresses performance and redundancy requirements.
  - d.3) Representative of boundaries where security measures are in place.
  - d.4) For informational purposes, Army resources will be responsible for implementing the Cross Domain Solution (CDS) and Cross Domain Enterprise Service (CDES) within cArmy’s cloud environment. [Text deleted]

- e) The extent to which the **Cloud Architecture Diagram** is complete and depicts a resilient elastic solution that will adjust dynamically based on utilization and service availability.

#### **SE.1.1.3 Solution Software List (Attachment 0005):**

– Will be evaluated for:

- a) The extent to which the Offeror followed the instructions within Attachment 0005
- b) The extent to which the proposed software product information addresses capability gaps of the S/4HANA core transactional system, while maintaining the integrity of the transactional core, minimize technical debt by diverting customizations to more agile solutions outside the core, and considers the complexity of sustaining a software ecosystem that may require niche skills to support and a multitude of licensing and hosting costs.
- c) For Tab 3. Proposed Solution, Columns F – “Commercial Items”, G – “Deployed in Government”, and I – “Accredited / Approved by the Government”:
  - d.1) Responses of “**Yes**” are preferred.
  - d.2) Responses of “**No**” are acceptable and will be reviewed with:
    - d.2.1) Column I and J “Accreditations and Approval Status” to verify that the appropriate accreditations and approvals have been achieved or are in process. Add a comment in Column L “Additional Comments” for accreditations and approvals in process.
    - d.2.2) Column L “Additional Comments” will be assessed for any associated benefit or risk.
  - d.3) Responses of “**No**” will also be assessed against that line item’s overall contribution/criticality to the EBS-C Prototype Solution for any associated benefit or risk. Add a comment in Column L “Additional Comments” that clarifies the anticipated benefit to the Government.

#### **SE.1.1.4 Functional Capabilities Matrix (Attachment 0006):**

– Will be evaluated for:

- a) For Column D: “Architectural Runway / Capability Delivery Schedule”  
This Offeror Architectural Runway entries will represent the Proposed Schedule and may expand or supersede the Build Schedule delineated in CRD Part 2, pages 19 and 20.
  - a.1) Responses must address each capability with a logical [Offeror term for build] and complete sequence [Offeror defined sequence].
- b) For **Column E**: “Functionality Delivered in: 1) SAP S/4HANA transactional core, 2) Decoupled from Transactional Core 3) Hybrid”
  - b.1) Any of the three responses are acceptable.
  - b.2) Responses of “**Decoupled from Transactional Core**”, or “**Hybrid**” will be evaluated along with the responses in Columns G through L and the entries in Column M for a logical approach for a modular and adaptable agile application ecosystem that complements a streamlined SAP transactional core (S/4HANA) with a while balancing the customization of the transactional core against the cost, schedule, and performance of “adopt” and “adapt” decisions, and minimize technical debt by diverting customizations to more agile solutions outside the core.
- c) For **Column F**: IF the (Column E) Functionality is Delivered in “**1) Transactional Core**”,

THEN List the SAP Transactional Core Module – or – or specific SaaS product

**“2) Decoupled from Transactional Core”**, “THEN List specific products from Software List (PPON Attachment 0005) and corresponding modules (if any)

**“3) Hybrid”**, “THEN List the SAP Transactional Core Module or specific SaaS product and all components from Software List (PPON Attachment 0005) that will address this capability”

b.1) **Any of the three responses are acceptable.**

b.2) Responses of **“Decoupled from Transactional Core”**, or **“Hybrid”** will be evaluated along with the responses in Columns G through L and the entries in Column M for a logical approach.

d) For **Column G**: “IF the (Column F) Functionality is Delivered via Standard SAP S/4HANA Configured Component”:

c.1) Responses of **“Yes” are preferred.**

c.2) Responses of **“No” are acceptable** and will be viewed against Column M.  
“Comments for the impact or benefit to cost, schedule, or performance.

e) For **Columns H**: “Do you intend to ADAPT SAP S/4HANA to address this capability?

(ADAPT customization that can be classified as Extensions, Integration, Modifications and Custom Development).”:

d.1) Responses of **“No” are preferred.**

d.2) Responses of **“Yes” are acceptable** and will be viewed against the Column M  
“Comments” that will be assessed for the impact or benefit to cost, schedule, or performance.

f) For **Column I**: “a) Does this Functionality require integration with other Application Component(s) outside SAP S/4HANA Core? B) IF “Yes”, THEN identify which Application Component from the Solution Software List (PPON Attachment 0005) and provide the method integration in Column M.”

e.1) Responses to Column I: a) **“Yes” or “No” are acceptable.**

e.2) Responses of Column I: a) **Yes** will be viewed against the impact of the identified application/module from the Solution software list (Attachment 0005) and the Column M  
“Comments” will be assessed for the impact or benefit to cost, schedule, or performance of the integration of this component with SAP S/4HANA Core and with other Application Components Outside SAP S/4HANA Core.

g) For **Column J**: “Please Specify If These Specific Application Components Are Currently in-Development and Not Available for Production Use”:

f.1) Responses of **“No” are preferred.**

f.2) Responses of **“Yes” are acceptable** and will be reviewed with the Column M  
“Comments” entry for the integration method that will be assessed for the impact or benefit to cost, schedule, or performance.

h) For **Column K**: “List two Specific Customer Examples where these Solution Components were deployed\* in Delivering Capability (\*See Instructions Tab)”

g.1) Responses of **“N/A” are acceptable** and will be assessed against any future planned date for deployment.

g.2) Responses of **“Customer Examples” are preferred** and will be assessed for the relevance to the EBS-C requirements.

i) For **Column L**: “Comments”

h.1) Responses will be assessed for the impact or benefit to cost, schedule, or performance.

\*\*\* **END of Evaluation for Technical Approach \*\*\*\***

#### **SE.1.1.5 Technical Adjectival Rating Definitions:**

The Government will use the following **Table 6** Technical Ratings for **Step 1** and **Step 2**:

**Table 6 – Technical Ratings**

<b>ADJECTIVAL RATING</b>	<b>DEFINITION</b>
<b>Excellent (Purple)</b>	Proposal exceeds the technical and timeline requirements with an approach that demonstrates an excellent understanding of the performance and capability standards. There are multiple benefits that outweigh any shortcomings.
<b>Good (Green)</b>	Proposal meets the technical and timeline requirements with an approach that demonstrates a good understanding of the performance and capability standards. Benefits and shortcomings are largely offsetting.
<b>Marginal (Yellow)</b>	Proposal meets some of the technical and timeline requirements with an approach that demonstrates a marginal understanding of the performance and capability standards. The shortcomings are not offset by benefits. Proposal may be un-awardable.
<b>Unacceptable (Red)</b>	Proposal does not meet any of the technical and/or timeline requirements. Proposal is un-awardable.

\*\*\* **END of the Technical Evaluation \*\*\***

#### **SE.1.2 Evaluation of – Demonstrated Experience:**

The Government will evaluate the Offeror’s Demonstrated Experience (Attachment 0007) as follows:

**SE.1.2.1** The Government will evaluate the **Prime/Team Qualification Proof Points (Table 1)** as set forth below:

- a) For Attachment 0007 **Table 1**, the extent to which each submitted **Prime/Team Qualification “Proof Point”** is: A claim of performance/experience supported with objective evidence and/or a statement/example that offers objective and verifiable evidence of the claim, be it for quality, importance or uniqueness of a capability, a product or a service delivery.
- b) For Attachment 0007 **Table 1**, each **Prime/Team Qualification # 1 – 8**, the “Proof Point” information will be confirmed and evaluated by:
  - b.1) **Verification** of the information provided or from public information.
  - b.2) **Confirmation** of Recency that the effort is from within 3 years of the release of this

PPON

b.3) **Determination of Relevancy** to the EBS-C SoN paragraph identified (in the Proof Point).

**SE.1.2.2** The Government will evaluate the **Demonstrated Experience Evidence Summaries (Table 2)** as set forth below:

- a) For Attachment 0007 **Table 2**, the extent to which each Demonstrated Experience Evidence Summary # 1 – 3, addresses as separate topics (1 per summary) or any combination, the Offeror's experience with:
  - a.1) Programmatic/Technology Change Implementation,
  - a.2) S/4HANA Implementation,
  - a.3) Engagement/Agility Layer Implementation
- b) For Attachment 0007 **Table 2**, the extent to which each Demonstrated Experience Evidence Summary # 1 – 3, and specifically any "Proof Point" information cited within the summary is:
  - b.1) **Verified** from information provided or public information;
  - b.2) **Confirmed as Recent**, from within 3 years of the release of this PPON;
  - b.3) **Determined as Relevant** to the EBS-C SoN paragraph identified (in the Proof Point).
- c) The extent to which the Demonstrated Experience Evidence Summaries represent **relevant performance as a Prime (or Team Member as a Prime)** from any relevant Contract / Agreement / Task Order that supported a Commercial Entity, Private Entity or any Federal Agency (e.g., Department of Defense, Department of Homeland Security, Army, Navy, Air Force, Marine Corps, Defense Logistics Agency), Local/County/City Agency (withing the United States), State Agency (United States) or Territory.

**SE.1.2.3** The Government will assess the Qualifications (Attachment 0007 Table 1 in total) and the Demonstrated Experience Evidence Summaries (Attachment 0007 Table 2 in total) as set forth below in accordance with the **Definitions in Table 7 and 8** below. A Demonstrated Experience Relevancy rating of Not Relevant (**Table 7**) may be assessed as No Confidence (**Table 8**), and that Proposal may not be eligible for an Upward Invite or an Award.

**Table 7 – Definitions of Demonstrated Experience Ratings**

Demonstrated Experience Relevancy Ratings	
Adjectival Rating	Description
Very Relevant	Demonstrated Experience effort involved essentially <b>MORE or the SAME SCOPE and MAGNITUDE</b> of effort and complexities the EBS-C Statement of Need requires.
Relevant	Demonstrated Experience effort involved <b>SIMILAR SCOPE and MAGNITUDE</b> of effort and complexities the EBS-C Statement of Need requires.

Demonstrated Experience Relevancy Ratings	
<b>Somewhat Relevant</b>	Demonstrated Experience effort involved <b>SOME of the SCOPE and MAGNITUDE</b> of effort and complexities EBS-C Statement of Need requires.
<b>Not Relevant</b>	Demonstrated Experience effort involved <b>LITTLE or NONE of the SCOPE and MAGNITUDE</b> of effort and complexities EBS-C Statement of Need requires.

**SE.1.2.4** After assigning a Relevance Rating. The Government will then apply **Table 8:** Demonstrated Experience Confidence Assessment Ratings to assign each Offeror an overall rating.

**Table 8 – Demonstrated Experience Confidence Assessment Ratings**

Demonstrated Experience Confidence Assessment Ratings	
Adjectival Rating	Confidence Assessment Definition
<b>Substantial Confidence</b> (Outstanding)	Based on the Offeror's <b>submitted VERY RELEVANT</b> Demonstrated Experience Evidence Summaries, as compared to the scope, magnitude, and complexity of the EBS-C effort, the Government has a high expectation that the Offeror will successfully perform the required effort. <b>All</b> of the content in the submitted records was <b>very easy to verify</b> .
<b>Satisfactory Confidence</b> (Good)	Based on the Offeror's <b>submitted RELEVANT</b> Demonstrated Experience Evidence Summaries, as compared to the scope, magnitude, and complexity of the EBS-C effort, the Government has a reasonable expectation that the Offeror will successfully perform the required effort. <b>Most of</b> the content in the submitted records was <b>verifiable</b> .
<b>Limited Confidence</b> (Unacceptable)	Based on the Offeror's <b>submitted SOMEWHAT RELEVANT</b> Demonstrated Experience Evidence Summaries, as compared to the scope, magnitude, and complexity of the EBS-C effort, the Government has a low expectation that the Offeror will successfully perform the required effort. <b>Limited content</b> in the submitted records were <b>verifiable</b> .
<b>No Confidence</b> (Unacceptable)	Based on the Offeror's <b>submitted NOT RELEVANT</b> Demonstrated Experience Evidence Summaries, as compared to the scope, magnitude, and complexity of the EBS-C effort, the Government has no expectation that the Offeror will successfully perform the required effort; or the Demonstrated Experience Evidence Summaries submitted are <b>so sparse or unverifiable</b> that no meaningful confidence assessment rating can be reasonably assigned.

### **SE.1.3 Basis of Selection for Step 1 (Upward Invite #1):**

In order to receive Upward Invite #1, the Offeror's Technical Approach must receive an overall rating of Good or Excellent. A rating of Marginal or **Unacceptable** may render the submission ineligible for the award, meaning Offerors will not receive Invite #1 and will be eliminated from further competition. Receiving a Rating of Good or higher does not guarantee an Upward Invite or an award.

#### **SE.1.3.1 Step 1 – Basis of Selection for Upward Invite #1 (move to Step 2):**



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The Offerors that are determined to be the most highly rated will receive Upward Invite #1 (move to Step 2).

While in Step 1, the Government reserves the right to conduct Exchanges with all Offerors. In addition, prior to Invitations for Exchanges, the Government reserves the right to notify Offerors of non-selection for Step 2.

The AO will inform Offerors that are selected for the Upward Invite #1 of the results of the evaluation of their Step 1 submissions. Upward Invite #1 be published by e-mail.

The AO will notify Offerors not selected for an Upward Invite #1 of the decision in writing with an opportunity to request feedback. The non-selected Offerors will no longer be eligible for award.

**\*\*\* END of Step 1 Evaluation, End of Step 1 \*\*\***

## STEP 2: UPWARD INVITE #1 – INSTRUCTIONS AND EVALUATION CRITERIA FOR ORAL PRESENTATION, TECHNOLOGY DEMONSTRATION #1, PWS and PRICE

**\*\*\* NOTICE:** Evaluations at the End of Step 1 are final and separate from the instructions and evaluation for Step 2. The Government reserves the right to update the details for Steps 2 – 8 as required and will provide any updates to Offerors remaining active in the OTA process. \*\*\*

### S.2. Instructions for Step 2 and Invited Offerors Submissions:

Upward Invite #1 will include:

- a) Updated instructions for Oral Presentation / Technology Demonstration #1
- b) PPON Attachment 0012 – Draft Performance Work Statement for Phase 1, Solution Discovery
- c) Draft Agreement Terms and Conditions

In response to **Upward Invite #1**, Offerors shall submit a response by the date and time specified in the Invite #1 that includes: [up to] ten names of the presenters (See **Table 9**). Step 2 includes the following Offeror submitted items:

- 1 – Oral Presentation**
- 2 – Technology Demonstration**
- 3 – Performance Work Statement** (Offeror's input to PPON Attachment 0012)
  - 3.1 – Technical Schedule** (Offeror generated)
  - 3.2 – Hardware Solution List** (Return PPON Attachment 0012a EBS-C HW Solution List)
  - 3.3 – Offeror Cloud Requirements Spreadsheet** (Return PPON Attachment 0012b EBS-C Offeror Cloud Requirements Spreadsheet)
- 4 – Price** (Attachment PPON 0009, Evaluated separately)

Offerors are required to submit the files set forth below (also listed in **Table 4**) and Conduct an Oral Presentation and Technology Demonstration #1 using Government provided data (this includes any data the Offeror “creates” to appear like Government data).

#### S.2.1 Instructions for – Oral Presentation:

Submit Presentation Charts by DoD PLEE Site to the POCs no later than the date/time specified in Upward Invite #1.

##### S.2.1.1 Offeror Presentation & Demo Team for Oral Presentation and Technology Demonstration #1:

- a) The Offeror's Presentation & Demo Team is limited to [up to] **ten personnel**. Offeror presenters must be current “**Key Personnel**” Employees [as defined by the Offeror] proposed for the Prime Offeror or designated Team Member(s). Offerors are required to submit any requests to change the personnel in writing to the AO no later than 24 hours prior to the scheduled presentation.
- b) Only the names submitted in response to the Oral Presentation & Tech Demo #1 date/time assignment email may Login to attend, any number of other observers may be in the Offeror's office/conference room/area. Offerors shall e-mail the information required in **Table 9** in selectable plain text (no .pdf, .jpg or .png format).

**Table 9 – Offeror Names: Oral Presentation & Tech Demo #1**

#	NAME (Mr./Ms. First-Mi-Last)	Company Affiliation	EBS-C Support Role	E-mail Address (Must be a name)
1.	EXAMPLE: Ms. Jane Q. Public	My Best Software Inc.	Project Mgr	Jane.Q.Public@MBSI.com
2.	REPEAT Format for 2 – 10			

The Government attendees will include designated Support Contractors (advisors) who have signed the appropriate Non-Disclosure Agreement. (See Section 3.3).

#### **S.2.1.2 Location for Oral Presentation and Technology Demonstration #1:**

The Government intends to conduct the Oral Presentation and Technology Demonstration #1 either at a designated location or in a virtual collaboration environment (Army 365 / Teams). The Government will notify invited Offerors of the location/method in the Government Upward Invite letter.

#### **S.2.1.3 Schedule for Oral Presentation and Technology Demonstration #1:**

The AO will select time slots by lottery and notify the Offeror of its date/time via email. Offerors may not trade/change time slots unless approved in writing by the AO. The Government reserves the right to reschedule any Contractor's presentation at its sole discretion. The Government projects that the Offeror Oral Presentation / Technology Demonstration #1 time slots will begin no earlier than 08:00 on the first date assigned and will continue each weekday thereafter until all Step 2 Offerors have presented.

Offerors will have a maximum of **6 hours** for both the Oral Presentation and Technology Demonstration #1. The allocation of time between the Oral Presentation and the Technology Demonstration #1 is at the Offeror's discretion. The Government will strictly adhere to the timeframe and the times set forth below for the other elements, including the question and answer (Q&A) session. The Q&A session will be structured with time separate from the **6 hours** and will be led by the Government, this is not an opportunity for the Offeror to ask questions. The Government will not consider any information shared outside of the allotted **6 hours** and the Q&A session. The Government will control the start/stop time and will record the presentation/demonstration. See a tentative planning schedule in **Table 10**:

**Table 10 – Tentative Schedule: Oral Presentation & Tech Demo #1**

(All Times 24hr Clock, U.S. Eastern Time)

Tentative Schedule (based on 1 Offeror per day) To be adjusted based on the number of Upward Invites Time allocation inside blocks at Offeror Discretion	
08:00 – 08:05	Govt host greets Offeror #1 Team in a designated MS Teams meeting
08:05 – 08:10	:05 Min Offeror Set Up and Audio / Video test Time
<b>08:10 – 15:40</b>	<b>6 Hours Min (max) Oral / Tech Demo Time</b> (Recorded) with embedded breaks within this period: Not counted in 6 Hours are: <b>1 hour break</b> (for lunch at the midpoint), and <b>2 x :15 min breaks</b> as mutually agreed to by the Offeror and the Government)
15:40 – 16:10	:30 Min (Not to exceed) Govt break to prepare for Q&A
16:10 – 16:50	:40 Min (Not to exceed) Govt Q&A (Recorded)
16:50 – 16:55	:05 Min (max) Offeror signs out of meeting

#### S.2.1.4 Oral Presentation Content:

Oral Presentations shall cover the topics listed in **Table 11** below and shall not exceed 20 charts. The Offeror will project the Charts and the Technology Demonstration. See outline and chart format details below.

#### S.2.1.5. The Oral Presentation is not a discussion:

The Government will listen to the presentation but will not interact (i.e., no questions) with the presenters until the designated Q&A period. The Government might not ask any questions during the designated Q&A period. Prior to that, the only statements from the Government anticipated are: Welcome, Reminder of the Rules, Time Starts, Please Go Back to Chart X, Please Repeat [a statement not heard], and Time Stops.

#### S.2.1.6. Oral Presentation content / topics (Table 11) and Format:

**Table 11 – Oral Presentation Topics Outline**

Topic	Oral Presentation Topics (Not Charts)
1	<b>TIP (and Team) Rationale for selection</b>
2	<b>Technical Approach Rationale: Solution(s); Agile Methodology, Hosting/Network and Cybersecurity</b>

**Oral Presentation Format, Chart Limit, Fonts, Figures and Mode of Presentation:**

- Chart Count Limit, Font sizes, Figures – See **Table 4** and Section 4.4.2.
- The Offeror's presentation file shall not include: "builds", embedded videos, embedded apps, animation / motion / music, or embedded hyperlinks. The charts presented shall match the.pdf version submitted IAW **Table 4**.
- The Oral Presentation charts shall be submitted in Adobe Acrobat .pdf format but can be presented in PowerPoint format if desired.
- The Offeror will project the submitted file during the Offeror's live (not taped or pre-recorded) Oral Presentation / Technology Demonstration appointment, (using an Offeror's laptop or desktop computer).
- Offeror shall not transmit or display any other content to the Government during the Oral Presentation / Technology Demonstration #1 (no texts, no chats, no additional charts, or marketing materials).
- If ambiguities or conflicts exist between the Oral Presentation / Technology Demonstration charts presented and the submitted charts (.pdf version), then the submitted charts will take precedence. The Government will only consider information contained on the charts themselves, not information in the notes section.

#### S.2.2 Instructions for – Technology Demonstration #1:

Within the time limit defined in Section S.2.1.3 the Technology Demonstration shall cover the topics listed in **Table 12** following Attachment 11, Use Case Matrix.

**Table 12 – Technology Demonstration #1 Use Case Topics**

Topic	Technology Demonstration Use Case Topics
CI/CD	<b>Continuous Delivery Pipeline (CDP)</b>
1.	<b>Contract Procurement and Inventory/ Warehouse Management</b>
2.	<b>Tactical Unit-Elements Deployment</b>

Topic	Technology Demonstration Use Case Topics
3	Sensitive Data Protection
4	Interfund Procurement, Sales, and Management of Materiel Inventories
5	Tactical Equipment Maintenance and Management
6	Tactical Unit Elements Redeployment
7	Reimbursable Remanufacturing

#### S.2.2.1 Attachment 0010, Reserved [removed].

#### S.2.2.2 Attachment 0011, Tech Demo Use Cases:

**Offerors shall use this file** as the scenario for the Technology Demonstration and Column D for the expected demonstration outcomes. For the Demonstration, Offerors must use **SoN**

##### Enclosures:

**D1** file name: "Encl\_D1-EBS-C\_OTA\_Use\_Case\_Scenario\_Context\_2022\_11\_07.pdf" and

**D2** file name: "Encl\_D2-EBS-C\_Data\_Supporting\_OTA\_Use\_Cases\_2022\_11\_07.xlsx".

To expand the data set provided in Enclosure D2, Offerors must follow Attachment 0011, Column F, for detailed **Offeror Supporting Tasks** instructions. Where needed, the Offeror must generate "mock data" to create the demands (History and Current). These (Offeror generated) demand transactions should include allocating funding to cost centers, unit organizations, and the following classes of supply: (II, IIb, V, VII, VIII, and IX), so they can be leveraged in the demonstrating the use cases.

Do not return any of these files (Attachment 0011, Enclosure D1 and Enclosure D2).

#### S.2.2.3 Instructions for conducting of the Technology Demonstration #1:

- Identify Software in-Demo:** During and throughout the Demonstration, the Offeror shall clearly identify the Commercial Software (application) and any Non-commercial Software being displayed (per the definition of "Commercially Available" (PPON 2.1)).
- Embed the Oral Presentation as needed:** The Offeror may refer to the Oral Presentation Charts that the Offeror projects throughout any part of the Technology Demonstration.
- Conduct a "Real" Demo:** The Technology Demonstration #1 shall not contain gimmicks, embedded sound, music, videos, simulations, or animations (unless the element is a feature in the released software, such as a "Show Me" or "Help Tool").
- Conduct a "Live" Demo:** The demonstration shall use a running application(s) of live software and shall not use screen shots of static views (other than the Oral Presentation Charts). **Note:** Offerors must demonstrate "bridging strategy" with bi-directional updates and UX by showing data entry using the EBS-C S/4HANA UX side-by-side with the equivalent screen in a simulated (existing Army) ECC ERP Suite on Hana Graphical User Interface (GUI).
- The evaluation criteria are provided in Section SE.2.2 below.

#### S.2.3 Instructions for – Performance Work Statement and files:

Follow the Offeror Instructions embedded within PPON Attachment 0012 PWS [Published with Upward Invite #1]. Remove those instructions, highlighted in gray, prior to submission. Offerors shall add the proposed approach(es) to meet the Government requirements and tasks.

#### **S.2.3.1 Technical Schedule (Offeror Generated)**

- a) Provide a proposed Technical Schedule (Gantt View, landscape layout) for the proposed EBS-C Prototype Solution tasks to meet the PWS requirements for the **Phase 1 – Solution Discovery (9 months)** and **Phase 2 – Initial Limited Deployment (19 months)** periods of performance using an Agile Methodology.
- b) At a minimum, include the tasks associated with PWS Paragraphs: (#TBD) **Phase 1 (Solution Discovery) and Phase 2 (ILD)**.
- c) Identify the Offeror's defined critical path, depict the task dependencies (internal and external to the Offeror/Team or EBS-C Project Prototype Solution government resources (manpower, equipment, information)) and constraints in meeting the **PWS Paragraph (#TBD) EBS-C Prototype Success Metrics, inclusive of the subparagraphs, and specifically, (Paragraph #TBD) Prototype Phase 1 (Solution Discovery) Success Metrics**.
- d) Include all other tasks within the PWS as appropriate for the proposed EBS-C Prototype Solution.
- e) For Government evaluation purposes only (to provide all Offerors with the same start date), the Technical Schedule shall reflect dates based on Days After Agreement Award, with a **notional award date of 1 October 2022 (Note this is not the Government projected award date.)**

#### **S.2.3.2 Hardware Solution List:**

- a) Follow the instructions within Attachment 0012a at Tab 1. Definitions are provided at Tab 2.
- b) Complete Tab 2. Proposed Hardware Solution. Tab 4 addresses specific cArmy (Cloud Army) information requirements needed in preparation for Phase 2 Step 4.

#### **S.2.3.3 Offeror Cloud Requirements Spreadsheet:**

- a) Follow the instructions within Attachment 0012b within each Tab. Additional detail will be provided with the Government PWS.
- b) Complete the Offeror Cloud Requirements Spreadsheet. This spreadsheet addresses specific cArmy (Cloud Army) information requirements needed in preparation for Phase 2 Step 4.

#### **S.2.4 Instructions for – Price and Rough Order of Magnitude (ROM) Cost Estimates (Attachment 0009):**

Follow the instructions embedded in Attachment 0009.

##### **S.2.4.1**

The Government intends to issue a Fixed Amount – Not to Exceed Agreement for Phase 1 for the initial award only. Therefore, for this Step 2, Offerors shall submit a Price for Phase 1 only. As specified above, the Government will only provide funding of up to a NTE – Fixed Amount per award for Phase 1.

##### **S.2.4.2**

The Offeror shall complete the **Price Matrix (Attachment 0009 Tab #s 1 – 5)**. Each area that requires the Offeror's input is highlighted in Blue. Proposed pricing for this acquisition shall be stated in whole U.S. dollars, limited to two decimal places (rounded to the nearest cent). Offerors may add rows as indicated in the Tab "Instructions." Offeror entries on Tabs 5 – X are permitted, but not required.



#### **S.2.4.3**

The Offeror may provide additional Price support details the Offeror determines necessary in **Tab #s 5 – X**. Offerors shall format these additional Tabs to provide desired content. No limit to the number of additional information/Tabs.

#### **S.2.4.4**

The anticipated Cost Element Line Number (Contract Line-Item Number (CLIN)) structure for the Agreement award is provided in the Price Matrix (Attachment 0009).

The Price Matrix will be included in Step 3 Exchanges with Negotiations prior to any Award or beginning work on Phase 1.

#### **S.2.4.5**

The Offeror shall propose **Milestone Payments** that span the period of performance for Phase 1. The Offeror shall define the Milestones at **Tab # 3** and describe the proposed Milestones with easy to recognize terms (e.g., a Milestone achieved, list of Functional Capabilities and/or User Stories Demonstrated, a Deliverable, or an Event) based on the Offeror's Technical Schedule. Negotiation of these specific payable Milestones proposed will occur with individual Offerors prior to award.

#### **S.2.4.6**

The Government anticipates receiving competitive proposals and using competition to determine price reasonableness. However, in the event there is not adequate competition, the Government reserves the right to request additional information to establish the reasonableness of the proposed prices after receipt of proposals.

#### **S.2.4.7**

Offerors shall return the Government **Attachment 0009 with ROM Estimates** as follows:

- a) Submit ROM Cost Estimates for Prototype Development of Phase 2 (ILD) and Phase 3 (FD), including configuration, customization and labor with the planning factor following an Agile Methodology within options of the Prototype Other Transaction Agreement lasting a total of five years. Include the cost methodology and any assumptions.
- b) Submit ROM Cost Estimates for Production Years 1 – 5, including any planned continued configuration, training, and deployment with the planning factor of a Follow-on Production Other Transaction Agreement – or – Contract lasting a total of five years with the **notional Production award date of 1 December 2025 (Note this is not the Government projected award date.)** Include cost methodology and any assumptions.

**Note:** The Government will not evaluate or assign a rating to the ROM Cost Estimates. The Government anticipates the ROM estimates will assist the planning for future years funding.

**\*\*\* END of Step 2 Instructions for Oral Presentation, Tech Demo #1 and PWS \*\*\***

## **SE.2 Step 2 Evaluation Criteria Evaluation of the Oral Presentation and Technology Demonstration #1**

Using the Rating Definitions in SE.1.1.5, *Table 6 – Technical Ratings*, the Government will assign the Offeror Submissions three (3) separate Adjectival Ratings for items 1 – 3 below. The rating for item 3 Performance Work Statement includes 3 separate subordinate elements 3.1 – 3.3.

- 1 – Oral Presentation
- 2 – Technology Demonstration
- 3 – Performance Work Statement (Offeror's input to PPON Attachment 0009)
  - 3.1 – Technical Schedule (Offeror generated)
  - 3.2 – Hardware Solution List (Return PPON Attachment 0012a EBS-C HW Solution List)
  - 3.3 – Offeror Cloud Requirements Spreadsheet (Return PPON Attachment 0012b EBS-C Offeror Cloud Requirements Spreadsheet)
- 4 – Price (Attachment PPON 0009, Evaluated separately)

### **SE.2.1 Evaluation of – Oral Presentation:**

The Government will evaluate the Oral Presentation as it addresses as the following:

#### **SE.2.1.1 TIP Team and Rationale:**

The extent to which the TIP and the Rationale for the Team selection are valid and supportive of delivering an integrated solution for the EBS-C Solution.

#### **SE.2.1.2 Technical Approach Rationale for the Proposed Solution:**

The extent to which the Technical Approach Rationale is realistic and clear as an integrated solution for the EBS-C Solution and:

- a) The extent to which the Technical Approach Rationale is realistic, the approach is achievable, and the Solution will meet the **“to be” environment (SoN SECTION 2 – Description of the Requirements, inclusive of the subparagraphs, and specifically, 2.3. Capability Needs and Development Requirements, and 2.3.1. Implement Changes at the Speed of Relevance)** for the EBS-C Prototype.
- b) The extent to which the Solution meets the requirements of the **SoN for Agile Development and paragraphs 2.5.7. Development and Deployment Requirements, inclusive of the subparagraphs, and specifically, 2.5.7.1. Phase 1 – Solution Discovery and Prototyping** – with low risk (for cost, schedule, and performance).
- c) The extent to which the Solution meets the requirements of the SoN for Data Migration and data architecture paragraphs **2.5.5. Data Migration and Management and 2.5.7.1. Phase 1 – Solution Discovery and Prototyping.**
- d) The extent to which the Technical Approach provides benefit(s) to the Army.

### **SE.2.2 Evaluation of – Technology Demonstration #1:**

The Government will evaluate Offeror's Technology Demonstration as follows:

#### **SE.2.2.1 Demonstration of DevSecOps Approach (Attachment 0011 Column D):**

The extent to which the Offeror's demonstration shows a feasible approach to steer new functionality from ideation to an on-demand release of value to the end user through workflows, activities, maximizing automation to support a continuous delivery pipeline (CDP)

#### **SE.2.2.2 Demonstration Functionality (Attachment 0011 Column D):**

The extent to which the Offeror's demonstration shows a feasible approach to address capability

gaps in the S/4HANA core transactional system by building the required business logic using a modular and adaptable solutions and maintaining the integrity of the transactional core and minimizing technical debt by diverting customizations via more agile solutions outside the core.

#### **SE.2.2.3 Demonstration of Bridging Strategy:**

The extent to which the Offeror demonstrates in **Table 12**, Topics 5 through 7, a feasible “bridging strategy” approach for the synchronization data from an EBS-C S/4HANA platform to a simulated ECC ERP Suite on Hana GUI (e.g., data updates in EBS-C update one or multiple ECC Suite on HANA ERP endpoints in real time, while at the same time applying data transformation and enrichment to reconcile the data models across the different endpoints).

- a) Solutions’ ability to overlay a bridging solution that enables integration of processes and data transformation across EBS-C and the (simulated) SAP ERP ECC Suite on HANA systems; [Text deleted]
- b) Solutions’ ability to synchronize and transform master and transactional data across EBS-C and the (simulated) SAP ECC Suite on HANA Army ERPs;
- c) **Note:** Offerors must demonstrate “bridging strategy” with bi-directional updates by showing data entry using the EBS-C UX side-by-side with the equivalent screen in the Suite on HANA GUI.

#### **SE.2.2.4 Demonstration of UI/UX:**

The extent to which the Offeror demonstrations in Topics 5 and/or 7 make evident a process that will deliver an improved user experience that reduces burden on EBS-C users by presenting data in a way that is easier to read and interpret, reducing data entry steps that might otherwise be required in standard transaction processing, decreasing user errors, making the software interaction more intuitive, and allowing users to configure the display to meet the end user’s specific needs.

The extent to which the integrated UI/UX across the end-to-end processes and application components (transactional core and agility/engagement layer) meet the users’ acceptance as assessed with the System Usability Scale (SUS) – System Usability Scale Questionnaire:

- a) I think I would like to use this system frequently.
- b) I found the system unnecessarily complex.
- c) I thought the system was easy to use.
- d) I think that I would need the support of a technical person to be able to use this system.
- e) I found the various functions in this system were well integrated.
- f) I thought there was too much inconsistency in this system.
- g) I would imagine that most people would learn to use this system very quickly.
- h) I found the system very cumbersome to use.
- i) I felt very confident using the system.
- j) I needed to learn a lot of things before I could get going with this system.
- a) [Text deleted]

#### **SE.2.3 Evaluation of – Performance Work Statement (Offeror Input) (Attachment 0012):**

[The PWS to be published at Step 2] Will be evaluated for the Offerors insertion of their Technical Approach as it compliments and addresses the methods to complete the Tasks as outlined by the Government. Details for the evaluation of the PWS will be published with the Upward Invite to Step 2.

### SE.2.3.1 Technical Schedule:

The Government will evaluate the Offeror's Technical Schedule as follows:

- a) The extent to which the Technical Schedule (Gantt View, landscape layout) for the EBS-C Prototype Solution represents the tasks and support necessary to meet the SoN requirements for the Phase 1 (up to 9 months) and Phase 2 (up to 19 months) periods of performance and represents a feasible approach.
- b) The extent to which the Technical Schedule includes the tasks associated with **SoN Paragraphs 2.5.7. Development and Deployment Requirements**, inclusive of subparagraphs **2.5.7.1. Phase 1 – Solution Discovery and Prototyping** and **2.5.7.2. Phase 2 – Prototyping for Initial Limited Deployment (ILD)**.
- c) The extent to which the Technical Schedule portrays the deliverables associated with **the Offeror proposed capability implementation roadmap**. The extent to which the Technical Schedule identifies a critical path, dependencies (internal and external to the Offeror/Team or EBS-C 'Prototype Solution) and constraints in meeting **SoN SECTION 2 – Description of the Requirements**
- d) The extent to which the Technical Schedule includes other tasks within the PWS as appropriate for the proposed EBS-C Prototype Solution.
- e) The extent to which the Technical Schedule reflects realistic dates and durations based on Days after Agreement Award, with the **notional Award date of 1 October 2022 (Note this is not the Government projected award date)** with realistic task sequences and dependencies.

**NOTE:** PPON Attachments 0012a Solution Hardware List and 0012b Offeror Cloud Requirements Spreadsheet will not be evaluated. This information is required as inputs for cArmy and will be included in Exchanges as needed.

### SE.2.3.2 Solution Hardware List (PPON Attachment 0012a)

The Government will not evaluate the Offeror's Solution Hardware List, but will review for acceptance by confirming that the **Minimum Acceptable standard** is met when the Offeror submits a completed Attachment 0012a that clearly includes all of the following information:

- a) The instructions within Attachment 0012a were followed and the Offeror's EBS-C Solution information that is known is entered or "N/A" is entered (where information is not available / not known at this time).
- b) The responses to each row and column include details as applicable to the Offeror's proposed EBS-C Solution.

### SE.2.3.3 Offeror Cloud Requirements Spreadsheet (PPON Attachment 0012b)

The Government will not evaluate the Offeror's Cloud Requirements Spreadsheet, but will review for acceptance by confirming that the **Minimum Acceptable standard** is met when the Offeror submits a completed Attachment 0012b that clearly includes all of the following information:

- a) The instructions within Attachment 0012b were followed and the Offeror's EBS-C Solution information that is known is entered or "N/A" is entered (where information is not available / not known at this time).
- b) The submissions for Dev Architecture, Test Architecture, and PROD Architecture tabs represent sample architectural drawings for the Offeror's proposed EBS-C Solution

## SE.2.4 Evaluation of – Price (for Phase 1):

### SE.2.4.1 Price

For Step 2, the Government will evaluate the Price Matrix (Attachment 0009) for Phase 1 Only.

For Price, the Government will not assign a rating to Price. The Government anticipates the receipt of competitive proposals to determine price reasonableness but reserves the right to request additional information if necessary. As instructed above, the Government will only provide funding of up to the awarded fixed price amount for Phase 1 initially. [Note: Upon submission at Step 2, the ROMs will be separated and will not be evaluated.]

#### **SE.2.4.2**

For Step 2, the Government will compute the Total Evaluated Price by summing the *Total proposed solution costs for **EBS-C Prototype Phase 1 (Solution Discovery)***. The proposed Price for Phase 1 shall not exceed the Government Fixed Amount. For Step 2, the proposed Price for Phase 1 will be assessed for the extent that it represents the Technical Approach and represents a fair value to the Government.

NOTE 1: The Government will review the Price Matrix to determine if the pricing proposed appears appropriate to perform the proposed technical approach for the proposed solution. If required, Exchanges may take place.

#### **SE.2.4.3 ROM Cost Estimate:**

The ROM Cost Estimates and CLIN Structure for Prototype Development of Phase 2 (ILD) Phase 3 (FD), and first 5 years of Production will be separated and not evaluated. The Government will use this information to confirm its internal cost estimate.

#### **SE.2.5 Basis of Selection for Step 2 (Upward Invite #2):**

To receive Upward Invite #2, the Offeror's Oral Presentation and Technology Demonstration #1 must receive an overall rating of Good or higher. A rating of Marginal or lower may render the submission ineligible for the award, meaning Offerors will not receive Invite #2 and will be eliminated from further competition. Receiving a Rating of Good or higher does not guarantee an Upward Invite or an award.

##### **SE.2.5.1 Step 2 – Basis of Selection for Upward Invite #2 (move to Step 3):**

The Offerors that are determined to be the most highly rated will receive Upward Invite #2 (move to Step 3).

While in Step 2, the Government reserves the right to conduct Exchanges with all Offerors. In addition, prior to Invitations for Exchanges, the Government reserves the right to notify Offerors of non-selection for Step 3. Notification of non-selection removes the Offeror from proceeding any further to any step and consideration for award.

At the conclusion of Exchanges, the Government will inform Offerors that are selected for the Upward Invite #2 of the results of the evaluation of their Oral Presentation and Technology Demonstration #1.

The AO will notify Offerors not selected for an Upward Invite #2 of the decision in writing with an opportunity to request feedback. The non-selected Offerors will no longer be eligible for award.

**\*\*\* END of Step 2 Evaluation, End of Step 2 \*\*\***

## **STEP 3: UPWARD INVITE #2 – EXCHANGES with NEGOTIATIONS AND PROTOTYPE AGREEMENT AWARD**

### **S.3 Step 3: Instructions for Exchanges with Negotiations and Agreement Award**

Offeror(s) that receive Upward Invite #2 will receive detailed instructions from the Agreements Officer. The Government may use Exchanges on any topic(s) as determined necessary, this includes requesting updates or receiving Offeror generated updates on any proposed information to include:

- a) Prototype Phase 1 Performance Work Statement, Technical Schedule, Technical Diagram, any associated Attachment (i.e., 0003 – 0012b) and the remediation of any Government Findings from the Evaluation at Step 2.
- b) Attachment 0002 ABSC and any changes to: the business status of the Prime Offeror, the contribution by non-traditional defense business(es), the proposed team members, or the solution software.
- c) Terms & Conditions, to include data rights.
- d) Attachment 0009 Price Matrix and Milestone Payments for Phase 1 (Solution Discovery).

#### **S.3.1 Pre-Award:**

Government will determine:

- a) If an Award will be made to one or multiple Prime Offerors at Step 3, the notification for award or non-selection will be sent to the designated representative(s) of all Offerors remaining in this Step. Any award for Phase 1 may be based on 1) Available Funding and 2) Army Priorities.
- b) If Award cannot be made to any Offeror, the Government may cancel the PPON completely. In that event, the AO will notify Offerors remaining that received Upward Invite #2 in writing.

\*\*\* At a date to be determined, Offeror(s) that receive an Agreement Award at Step 3 will also receive updated Instructions and Evaluation Criteria that will be used for the assessment of the Awardee(s) performance to meet the requirements of Phase 1 PWS Success Metrics and Technology Demonstration #2. \*\*\*

### **SE.3 Step 3: Basis of Selection for Agreement Award (FY23)**

Offerors must receive a rating of Good or better for “Technical” to receive consideration for the EBS-C Prototype Solution. However, receiving a Rating of Good does not guarantee an award.

#### **SE.3.1 Step 3: Agreement Award:**

The AO will provide instructions for any final negotiations as determined necessary. The Government will publicly announce the information for any award resulting from this notice.

The AO will notify Offerors not selected for an Award of the decision in writing with an opportunity to request feedback. The non-selected Offerors will no longer be eligible for award.

Awardee(s) will move to Step 4: Phase 1.

**\*\*\* END of Step 3 \*\*\***



## **STEP 4: PHASE 1 (SOLUTION DISCOVERY) PROTOTYPE DEVELOPMENT AND TECHNOLOGY DEMONSTRATION #2 – INSTRUCTIONS AND EVALUATION CRITERIA**

Awardee(s) will move to Step 4: Phase 1 (Step 4 Duration 6 Months).

**\*\*\* NOTICE:** The Government will update this document as well as any or all other published files as determined necessary. At least one update will be included with Upward Invite #2 that includes updates to the Step 4 Instructions and/or the Evaluation Criteria.

### **S.4 Step 4: Instructions for – Prototype Phase 1**

Step 4, Phase 1 (Solution Discovery) is an extension of the evaluated competitive process. The Awardees must demonstrate the EBS-C Prototype Performance for all the Phase 1 requirements in accordance with PWS, including the **EBS-C Prototype Phase 1 Success Metrics** in the **Table [TBD]**, the Paragraph [TBD] **Production Defined** (incorporated in the Agreement Award) and any updated instructions from the Agreements Officer provided at or after the start of Phase 1. In addition, the Phase 1 tasks include:

- a) Performing the PWS Tasks for Phase 1 (Solution Discovery), meeting the proposed Milestones and the Government's acceptance of deliverables.
- b) Conducting Technology Demonstration #2 (Tech Demo #2).
- c) **Perform steps to achieve an Interim Authority to Test (IATT) at IL4 and IL6.**

### **SE.4 Step 4: Evaluation of – Prototype Phase 1 and Tech Demo #2**

The Government will publish an update to the criteria for evaluation of Phase 1 performance and Technology Demonstration #2 after award. The evaluation will include the extent to which the **EBS-C Prototype** meets the **Phase 1 Success Metrics** in the **Table [TBD]**, the Paragraph [TBD] **Production Defined** (incorporated in the Agreement Award) and any updated instructions from the Agreements Officer provided at or after the start of Phase 1. In addition, the evaluated activities include a review of the extent to which the Awardee meets the requirements of the PWS and specifically:

- a) The PWS Tasks for Phase 1 (Solution Discovery), the proposed Milestones and the Government's assessment of the quality of the deliverables.
- b) The performance of the EBS-C Solution during Tech Demo #2.
- c) **Successfully achieving an IATT at IL4 and IL6 or providing a complete and executable Plan of Action and Milestones (POAM) for IL4 and IL6.**

#### **SE.4.1 Step 4 – Basis of Selection for Upward Invite #3 (move to Step 5):**

The Offerors that successfully pass the Tech Demo #2 assessment will receive Upward Invite #3 (move to Step 5) and achieve an IATT.

While in Step 4, the Government reserves the right to conduct Exchanges with all active Offerors. In addition, prior to publishing Upward Invite #3, the Government reserves the right to enter into Exchanges and/or notify Offerors of non-selection for Step 5. Notification of non-selection removes the Offeror from proceeding any further to any step and consideration for award. At the conclusion of Exchanges, the Government will inform Offerors that are selected for the Upward Invite #3 of the results of the evaluation of Phase 1 and Technology Demonstration #2.

The AO will notify Offerors not selected for an Upward Invite #3 of the decision in writing with an opportunity to request feedback. The non-selected Offerors will no longer be eligible for award.

**\*\*\* END of Step 4 \*\*\***

## STEP 5: UPWARD INVITE #3 – PHASE 1 (SOLUTION DISCOVERY) PROTOTYPE DEVELOPMENT AND TECHNOLOGY DEMONSTRATION #3– INSTRUCTIONS AND ASSESSMENT CRITERIA

All Invitee(s) move to Step 5: Phase 1 (Duration 3 Months)

### S.5 Step 5: Instructions for – Prototype Phase 1

Step 5, Phase 1 (Solution Discovery) - Demonstration #3 is an extension of the evaluated competitive process. The Awardees must demonstrate the EBS-C Prototype Performance for all the Phase 1 requirements in accordance with PWS, including the **EBS-C Prototype Phase 1 Success Metrics** in the Table [TBD], the Paragraph [TBD] **Production Defined** (incorporated in the Agreement Award) and any updated instructions. **The Government reserves the right to update the PWS prior to Step 5 for Step 5 tasks.** In addition, the Phase 1, STEP 5 tasks include: **[Note for a) and b): Where highlighted, only the Subordinate number is changed]**

- a) Continue Agile Prototype CI/CD Development & Perform PWS Tasks:
  - a.1) Provide Progress Updates/Demos of Capabilities
  - a.2) Provide PWS Deliverables (including Risk Mgt Framework artifacts)
  - a.3) Phase 1 Development – Complete as proposed
  - a.4) **Complete RMF Tasks and Obtain IATT at IL4 and progress toward IL6**
- b) Conduct Technology Demonstration #3
  - b.1) Demonstrate Human Centered Design Approach
  - b.2) Demonstrate Agile Methodology to support throughput and velocity
  - b.3) Demo Data Transition Approach to address master data scenarios
- c) Submit **Proposed PWS and Price for Phase 2**

### SE.5 Step 5: Evaluation Criteria for – Prototype Phase 1 and Tech Demo #2

The Government will publish an update to the criteria for evaluation of Phase 1 performance and Technology Demonstration #2 after award. The evaluation will include the extent to which the **EBS-C Prototype** meets the **Phase 1 Success Metrics** in the Table [TBD], the Paragraph [TBD] **Production Defined** (incorporated in the Agreement Award) and any updated instructions from the Agreements Officer provided at or after the start of Phase 1. In addition, the evaluated activities include a review of the extent to which the Awardee meets the requirements of the PWS and specifically: **[Note: Where highlighted only the Subordinate number is changed]**

- a) **Assess the Prototype Agile Development (Review / Accept):**
  - a.1) Progress Updates, a.2) PWS Deliverables, a.3) Phase 1 Development
  - a.4) **IATT Approved at IL4 and progress toward IL6 (or providing a complete and executable POAM for IL6)**
- b) **Assess & Document Tech Demo #3, Prototype Met Success Criteria & Builds Ready for Production**
- c) **Assess PWS and Assess Price for Phase 2 as Affordable**

#### SE.5.1 Step 5 – Basis of Selection for Upward Invite #4 (move to Step 6):

The Offerors that best meet the PWS Success Metrics and meet the Demo #2 requirements.

While in Step 5, the Government reserves the right to conduct Exchanges with all active Offerors. In addition, prior to publishing Upward Invite #4, the Government reserves the right to notify Offerors of non-selection for Step 5. Notification of non-selection removes the Offeror from proceeding any further to any step and consideration for award.

The AO will notify Offerors not selected for an Upward Invite #4 of the decision in writing with an opportunity to request feedback. The non-selected Offerors will no longer be eligible for award.

\*\*\* **END of Step 5** \*\*\*

## **STEP 6: UPWARD INVITE #4 – EXCHANGES WITH NEGOTIATIONS AND PROTOTYPE AGREEMENT OPTION AWARD FOR PHASE 2 STEP 7 Initial Limited Deployment (ILD)**

### **S.6 Step 6: Exchanges with Negotiations and Prototype Agreement Option Award Instructions**

Offeror(s) that receive Upward Invite #4 will receive detailed instructions from the Agreements Officer. The Government may use Step 6 for any topic(s) as determined necessary to include:

- a) Prototype Phase 1 Performance Work Statement and the remediation of any Government Findings.
- b) Attachment 0002 ABSC and any changes to: the business status of the Prime Offeror, the contribution by non-traditional defense business(es), **the proposed team members, or the solution software.**
- c) Any changes to the Terms & Conditions, to include data rights.
- d) Price and Milestone Payments for Phase 2 ILD.

#### **S.6.1 Pre-Award:**

Government will determine:

- a) If an Award will be made to one Prime or multiple Legal Entities. Any award for Phase 2 may be based on 1) Available Funding and 2) Army Priorities.
- b) If Award cannot be made, the Government may cancel the PPON completely. I

#### **SE.6 Step 6: Basis of Selection for Agreement Option Award for Step 7 (FY24)**

Offerors must receive a “Met” rating on the Phase 1 PWS Success Metrics to receive consideration for the EBS-C Prototype Phase 2. However, receiving a Rating of “Met” does not guarantee an award.

Step 6 “Exchanges with Negotiations” will be between the Army and the remaining active Prime Offerors that will result in the Army selecting the **“Best EBS-C Solution” (as defined by the evaluations)** for moving to Step 7, Prototype Phase 2 with options for Steps 8 – “N”, Prototype Phase 3. Within this Step 6, the Prime Offerors will be permitted to update their proposed Team Arrangement, PWS, Price, and other Agreement Artifacts to provide their “Best EBS-C Solution” proposal. The Army will evaluate any changes under the same criteria.

#### **SE.6.1 Step 6: Agreement Award:**

The AO will provide instructions for any final negotiations as determined necessary. The Government will publicly announce the information for any award resulting from this Step.

The AO will notify Offerors not selected for an Award of the decision in writing with an opportunity to request feedback. The non-selected Offerors will no longer be eligible for award.

**\*\*\* END of Step 6 \*\*\***

All Option Awardee(s) move to **Step 7: Phase 2 ILD.**

## STEP 7: PROTOTYPE DEVELOPMENT PHASE 2 – ILD INSTRUCTIONS AND ASSESSMENT CRITERIA (DURATION: 19 MONTHS)

### S.7 Step 7: Prototype Phase 2 Instructions

For each Phase 2, Step 7 Option Awardee, the Government will assess the performance throughout the period. The EBS-C Prototype Solution(s) must **confirm the capabilities for the Phase 1 Success Metrics**. In addition, the EBS-C Solution must demonstrate the performance for **the Phase 2 Success Metrics** (requirements) in accordance with the PWS (as included in the Agreement Award and Updated for this Option) for Paragraph [TBD] **Production Defined** and any updated criteria provided. No later than the start of [Date TBD] of Phase 2, the Government will publish the Phase 2 PWS Prototyping for the Initial Limited Deployment (ILD) and any known details for the Initial Operational Test & Evaluation (IOT&E). **The Phase 2 tasks are projected to include:**

- a) Conduct Agile Prototype Development with CI/CD for Data Foundation and Initial Limited Deployment (ILD) of Minimum Viable Product (MVP) & Perform PWS Tasks to meet/demonstrate Capabilities:
  - a.1) Provide Progress Updates/Demos of Capabilities
  - a.2) Provide PWS Deliverables (including Risk Mgt Framework artifacts)
  - a.3) **Maintain Cybersecurity posture for IL4 and IL6**
  - a.4) Conduct Integration Testing of MVP
- b) Support / Complete Initial Operational Test & Evaluation (IOT&E)
- c) Submit (propose) Price for Phase 3
- d) Promote MVP Capability "Ready for Production" & Deployment Performing the PWS Tasks for Phase 2 (ILD), meeting the proposed Milestones and the Government's acceptance of deliverables.

### SE.7 Step 7: Prototype Phase 2 and Initial Limited Deployment Assessment Criteria

The evaluation will include the extent to which the **EBS-C Prototype** meets the **Phase 2 Success Metrics** in the Table [TBD], the Paragraph [TBD] **Production Defined** (incorporated in the Agreement Award) and any updated instructions from the Agreements Officer provided at or after the start of Phase 1. In addition, the evaluated activities include a review of the extent to which the Awardee meets the requirements of the PWS and specifically:

- a) Assess the Agile Prototype CI/CD (Review / Accept):
  - a.1) Progress Updates/ Capabilities Demonstrated
  - a.2) PWS Deliverables
  - a.3) **Cybersecurity posture maintained for IL4 and IL6**
  - a.4) Passed Integration Test
- b) Assess, Conduct and Document IOT&E
- c) Prototype Met Success Criteria & CI/CD Pipeline with the first release      Ready for Production
- d) Assess Price for Phase 3 as Affordable for Phase 3

#### SE.7.1

The Government intends to award Step 8 when the Offeror has "Met" the success criteria for Step 7 and the proposed price is determined reasonable, affordable, and consistent with the technical approach Step 8: Phase 3.

\*\*\* END of Step 7 \*\*\*

## **STEPS 8 – “N”: PHASE 3 PROTOTYPE DEVELOPMENT FOR FULL DEPLOYMENT AND TECHNOLOGY DEMONSTRATION #5 THRU “N” – INSTRUCTIONS AND ASSESSMENT**

**\*\*\* NOTICE:** The Government will update the PWS and Assessment Criteria for Steps 8 – N

### **S.8 Steps 8 – “N”: Prototype Phase 3 (FD) Instructions**

For the Phase 3 Option Awardee, the Government will assess the Prototype Phase performance. The EBS-C Prototype Solution(s) **must re-confirm the capabilities for the Phase 1, and Phase 2 Success Metrics**. The Phase 3 EBS-C Prototype Solution must also **demonstrate the performance for the Phase 3 Success Metrics (requirements)** in accordance with the PWS (as included in the Option Award) for Paragraph [TBD] Production Defined and any updated criteria provided at or after the start of Phase 1. At or after month [TBD] of Phase 3, the Government will publish the detailed instructions for conducting **Technology Demonstration #5**. In addition, the Phase 3 tasks include:

- a) Continue Agile Prototype Development with CI/CD to Full Deployment (FD) & Perform PWS Tasks to meet/demonstrate Capabilities:
  - a. Provide Progress Updates/Demos of Capabilities
  - b. Provide PWS Deliverables (including Risk Mgt Framework artifacts)
  - c. Maintain cATO
- b) 2. For each MVP release: Conduct Integration Testing & Technology Demonstrations, Promote to Production
- c) 3. Submit Updated Price for Each Step

### **SE.8 Step 8: Prototype Phase 3 Assessment Criteria**

The Government will publish an update to these instructions and the assessment criteria for assessment of the **Phase 3 performance and Technology Demonstration #5** after Option award. In addition, the assessed activities will include a review of the extent to which the Awardee meets the requirements of the PWS and specifically:

- a) Assess the continued Prototype Agile CI/CD (Review/Accept):
  - a. Progress Updates, b. PWS Deliverables, c. cATO Maintained
- b) Document that each MVP Met Success Criteria & Ready for Production (Government may require a demonstration for the MVP capability)

**\*\*\* END of Step 8 and EBS-C PPON \*\*\***