GDIT Overview

- **IT Integrator and Services Provider**
  - Large scope and scale, global footprint
  - Over 40,000 employees around the world

- **Aligned for customer success**
  - Full suite of government-wide and agency specific flexible contract vehicles
  - Growing state and local presence

- **End-to-end mission-focused solutions**
  - Cybersecurity
  - Enterprise Information Systems
  - Mission Support Services
GDIT Core Competencies

"Delivering Information Technology (IT) and professional services through the integration of forward-looking technology, strategy, domain understanding, management excellence and a mission focus."

Diagram showing the distribution of competencies:
- Intelligence 32%
- Health IT 22%
- Federal Civilian 16%
- Navy/USMC 8%
- Air Force 4%
- Commercial 9%
- Army 9%
- Training Solutions 4%
- Mission Support Services 38%
- Enterprise IT Systems and Operations 58%
Who We Serve

- **Defense**: U.S. Army, Air Force, Navy, Marines, Joint, Reserve, National Guard, Department of Defense (DoD)
- **Federal Civilian**: U.S. Departments of the Treasury, Justice, Commerce, Education, Labor, Transportation and Energy; Federal Bureau of Investigation; Veterans Affairs
- **Health**: U.S. Department of Health & Human Services; Centers for Medicare & Medicaid Services; Centers for Disease Control and Prevention; Military Health System; U.S. Army Medical Department; Regence BlueCross BlueShield
- **Homeland Security**: U.S. Coast Guard; Citizenship and Immigration Services; Customs and Border Protection; Department of Homeland Security Headquarters
- **Intelligence Community**: Director of National Intelligence; National Security Agency; National Geospatial-Intelligence Agency; Defense Intelligence Agency; Department of State
- **State & Local Government**: States of New York, Maryland, Pennsylvania and Florida; NY/NJ Port Authority; Los Angeles World Airports; Delaware State Police
- **Commercial**: AT&T, Verizon, T-Mobile, Boeing, Hibbett Sporting Goods
- **International**: United Kingdom (UK) Department of Health, Southwark Council, Ealing Council
Local Customers

- National Aeronautics and Space Administration
- National Oceanic and Atmospheric Administration
- Commander, Naval Meteorology and Oceanography Command
- Naval Oceanographic Office
- Department of Homeland Security
- Health and Human Services Center – Medicare/Medicaid
- Space and Naval Warfare Systems Center
- Bureau of Safety and Environmental Enforcement
- Bureau of Ocean Energy Management
- Naval Sea Systems Command

- Stennis
  - Bay St Louis
- Hattiesburg
- New Orleans
- Pascagoula
NASA has awarded a contract to GDIT, to provide business, administrative and technical support services to the NASA Shared Services Center (NSSC).

The NSSC Nex-Gen (NSSC NEX-GEN) contract is:
- an indefinite delivery/indefinite quantity contract
- period of performance of eight years, two-year base, three one-year options, three one-year award term options,
- a maximum ordering value of $480 million.

GDIT is responsible for the performance of non-inherently governmental activities supporting a broad range of functional areas including:
- financial management,
- human resources,
- procurement,
- information technology and
- agency business services
Nex-Gen is an IDIQ contract with two pricing models currently used

Firm Fixed Price Level of Effort (FFP LOE)
- The Government orders skill levels and hours from GDIT to execute the requirements described within the Task Order Scope and the Contract PWS

Fixed Unit Price (FUP)
- NASA has defined 34 transactional services
- Each of these 34 services have Fixed Unit Prices
- GDIT executes all transactions presented via the defined work management tool and invoices the Government based on the quantity of units GDIT processes
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A Good Small Business Partner: Considerations

What is GDIT looking for

- Reputable Performance
  - Word of Mouth
- Customer Knowledge
  - Previous Work in Agency
  - Relationships and Contacts
- Business in Order
  - Financial Stability (Approved Accounting System)
  - Effective Business Processes
  - Competitive Costs
- Focused Offerings
  - Clear top capabilities and forte
- Partnership-ability
  - “Easy” to work with
  - Discriminators

Questions you need to answer

- What are your strengths & core capabilities?
- What types of past performance do you have?
- Where is your current work today?
- What areas do you want to grow in?
- Is the market growth there to support it?
Closing the Deal – Getting on the Team

- **Know the contracting details**
  - NDA / TA / Attachments (SOW)

- **Ask about the decision making process / selection process**
  - Internal discussions
    - Meetings with small businesses
    - Database searches
    - Teaming decision authority

- **Basis for teaming decisions – Why this company? Why this individual?**
  - Demonstrate knowledge of the work in the RFP
  - Behind the scenes discussion
  - Value brought to the table
  - Thought process behind selection

- **Understand what you bring to the Prime**
  - Demonstrate knowledge of the work in the RFP
  - Be able to cite reasons
  - Differentiators / value
  - Relationships / support
  - Existing business – different approach
Our Database Provides Teaming Partners

• Go to the Partners Page at https://gdit.com/sb

• Click on “Register Your Company” and register
  • This is a General Dynamics central registration site, accessible by all General Dynamics
  • This database is searchable – we use it to find teaming partners

  INCLUDE:

  • Descriptive capability keywords
    • E.g.: Network engineering, not IT
    • Not: See attached brochure

  • Specific customer areas
    • E.g.: DOD/Navy/NAVSEA/NUWC not Federal Government
    • Upload corporate briefings and other capability documents

  • Technical certifications, clearances, other relevant info
So How Can You Work With Us?

- Develop understanding of customer mission and requirements
- Review https://gdit.com or www.gd.com GDIT business unit websites
  - Understand what we do and fit with your company
- Familiarize yourself with our products and services
- Monitor program awards, recompetes, new contract opportunities
- When contacting us:
  - Address your product/service differentiators
  - Clearly present your value proposition
  - Engage earlier than later
  - State industry and related experience

- Contact the applicable SBLOs listed on www.gd.com/Suppliers

- Register in the General Dynamics Enterprise Supplier Registration Portal at www.gd.com/suppliers or https://gdit.com/sb (Update regularly)
- Ensure your company is compliant with FAR 52.204-21 Basic Safeguarding of Covered Contractor Information Systems (June 2016) – see GDIT Cybersecurity for our Suppliers
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