



rTurner Consulting

GovCon+ Overview Deck

*rTurner Consulting is your strategic
and tactical growth partner*



GovCon+

1. rTurner Consulting

who we are / why we are different



Organization

- Founded 2018 after 5 years of independent consulting; BD/Capture/Proposals
- Core Team of 10 Capture and Proposal SME's
- Research & Analysis Team
- CTO and Development Staff
- Custom Technology; FedPipeline, FPDsplus, RFQplus, SAMplus, CRMplus
- GovCon+ Growth Operating System



Accomplishments

- Successful track record of multi and single award contract wins
- 200+ IDIQ positions secured for clients
- Demonstrated Market Success shaping large vehicles and influencing RFP's
- Acquisition Expertise in both Defense and Civilian Agencies



2. GovCon BD Realities

who we are / why we are different



Reality

- GovCon BD, Capture & Proposal professionals are like major league ball players. If we hit 30% of the pitches thrown to us, we're heroes. "You need to live this life to understand it."
- You're not at Staples ... there is no EASY button
- Market Intelligence does not mean more bid opportunities.
- Yes, we all know how to build pipelines.
- No, we don't need AI to write our proposals
- We're all more than a little tired of application vendors promising the golden city, and not solving the right problems!



Cost of Growth

- GovCon Services Growth and Revenue Stability requires PROPOSALS; lots of proposals
- Proposals are Expensive
- Capture is Expensive
- Market Research is Expensive



3. GovCon - Current State of Play

We are overwhelmed with data, systems and tools



Current State

- Contract & Opportunity Search databases
- CRM & BD Workflow systems
- Document Processing Apps
- File Sharing & Collaboration
- Data Analytics
- Cloud AI Engines
- AI integrated into everything
- Proposal Generators
- Multi-Purpose Applications (how big is your kitchen sink?)



4. AI Application Fatigue is REAL

Too many vendors with little GovCon experience making too many promises



Key Problems

- Everyone has the EASY button
- Extraordinary promises
- Inconsistent Results
- Often solving the wrong problem



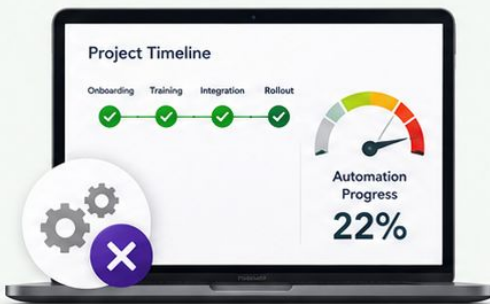
4.1 Current Failed Implementation Story

1



Mid-Tier GovCon in IT Services
(>\$150 million ARR)
subscribed to a leading
GenAI application.

2



After nearly a year,
critical processes remained
largely manual.

3



Canceled and
Did Not Renew Agreement



High expectations. Significant investment.
No measurable automation. No ROI.

4.1.2 Tool Deficiencies and Problems

The leading GenAI application failed to solve the right problems.

1 Incomplete Compliance Extraction

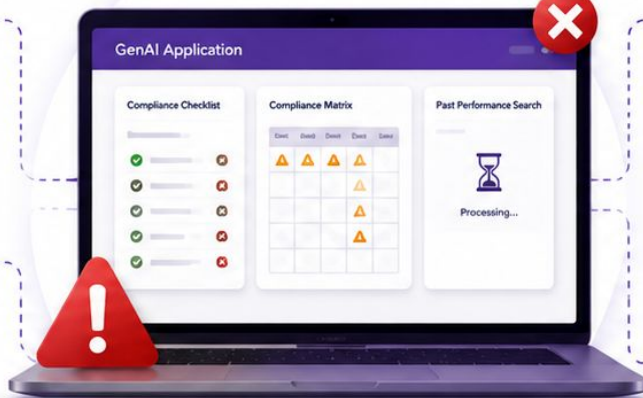
- Failed to identify every solicitation requirement.
- Could not produce a complete, end-to-end compliance checklist.
- Did not reliably capture requirements verbatim.

2 Poor Compliance-Matrix Quality

- Outputs contained missing or undefined section information.
- Requirements were not consistently mapped to page, section, subsection, or evaluation criteria.

3 Inconsistent Results

- The same prompt and source material produced different outputs across runs.
- Results were not sufficiently repeatable for proposal operations.
- Accuracy, format, and completeness varied from one execution to another.



4 Bid Analysis Remained Manual

- The tool did not automate comprehensive bid analysis.
- Analysis was limited to one-off reviews of individual opportunities.
- Expected efficiency gains were not achieved.

5 Weak Reuse of Organizational Data

- Queries against previously developed past-performance profiles took hours to process.
- Outputs still differed between runs.
- The system did not reliably convert prior data into reusable proposal intelligence.



High expectations. Complex needs. Limited results.

The tool did not deliver the **automation**, **accuracy**, or **repeatability** required for proposal success.

4.1.3 Recovery Plan

The customer built an internal, prompt-driven workflow using enterprise AI tools—and it worked.

THE APPROACH

Replaced the vendor tool with an internal prompt-driven workflow using best-in-class enterprise AI tools.



Users Developed Detailed Prompts

Crafted precise prompts using ChatGPT and Claude for each use case.



Internal Workflows Built

Structured processes created around enterprise AI tools.



Better Results Delivered

More accurate, detailed, and repeatable outputs across use cases.



Internal Solutions Outperformed

Delivered higher quality outputs than the vendor application.

THE IMPACT



1,291-Line Compliance Checklist

Produced detailed, repeatable outputs.



92% Lower Cost

Achieved approximately 92% lower annual cost.



More Consistent. More Reliable.

Higher accuracy and repeatability across runs.



KEY TAKEAWAY

Successful automation isn't about the tool—it's about the right process, the right prompts, and the right focus on real problems.



Smarter Workflows. Better Results. Lower Costs.

5. What Do We Have (Typical GovCon)

A full pipeline and a high volume of opportunities that demand continuous monitoring, response, and pursuit.

OUR OPPORTUNITY LANDSCAPE



A Full Strategic Pipeline

Needs management, monitoring and updates from multiple sources.



Daily Task Order Postings from MATOCs

MAS, OASIS+, SEWP, SeaPort, ITES, ITSSS, Agency IDIQs and BPAs.



CSOs, OTAs, RFI's and SSN's



RFI/SSN are No Longer Optional

- ✓ Frequently used for down selects and bid invitations.
- ✓ Weekly RFI responses are the new reality.



Multiple Sources



Continuous Monitoring



Timely Responses



Winning Positions



KEY TAKEAWAY

Success in GovCon comes from managing the full pipeline, responding quickly, and staying relentlessly engaged.
Volume + Discipline = Wins.

THE REALITY



High volume of daily opportunities

Hundreds of task orders and solicitations posted every day.



Short windows to respond

Fast turnaround expected on RFI/SSN responses.



Increased use of RFI/SSN processes

Used for down selects, bid invitations, and decision making.



Consistent pursuit drives success

Visibility + responsiveness = more wins.

6. What Do GovCon's Need?



CAPTURE INTELLIGENCE AND ASSETS



Consistent Capture Intelligence

Across the entire growth funnel, including all MATOCs



Intelligence AT SCALE



MARKET & OPPORTUNITIES



INTELLIGENCE AT SCALE



PIPELINE & PURSUITS



WINNING OUTCOMES



Proposal and Past Performance that work for you



TIME AND BUDGET

TIME



Time to build winning teams



Time to build winning solutions



Not spent doing the work computers can do



Time to think, plan and find the winning formula for each pursuit

BUDGET



Predictable B&P spend on deals that matter; deals that can win



An efficient, effective and successful spending strategy



Better Intelligence.



Smarter Use of Time.



Stronger Results.

7. GovCon+ Growth Operating System



CLIENT NEED

Consistently identify, qualify, pursue, and win the right government opportunities with limited growth resources.



GOVCONplus

Combines expert GovCon judgment, proprietary market intelligence, and client data to turn fragmented information into faster, better-qualified pursuits and more winnable proposals.



GovCon+ is a growth operating system for government contractors that combines experienced capture consulting, proprietary federal market data, and private AI infrastructure.

INPUTS



Federal Market Intelligence

Proprietary data on agencies, missions, budgets, and programs



Client Data & Context

Capabilities, past performance, contract vehicles, growth priorities



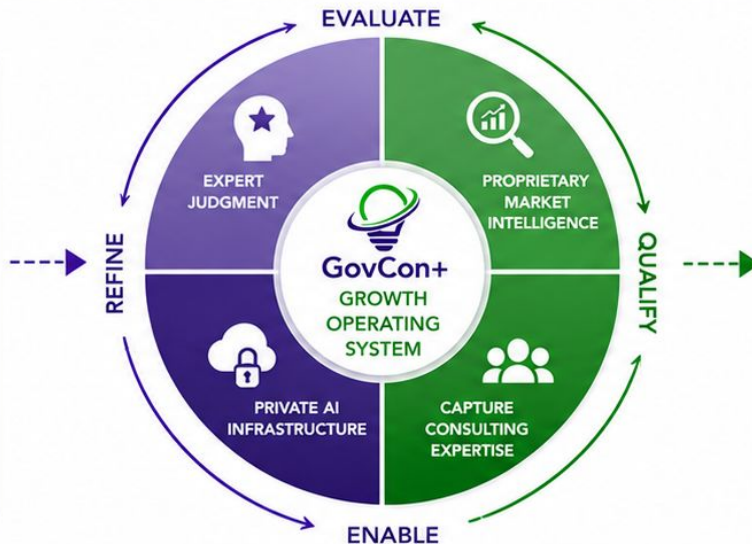
Industry & Competitor Insights

Competitive landscape, teaming trends, win rates



Strategic & Tactical Pipeline

Opportunities across the full growth funnel



OUTPUTS



Agency & Mission Insight



Competitor & Win Probability



Teaming Recommendations



Bid Strategy & Win Themes



Compliance & Risk Matrices



Proposal Outlines & Draft Content



Better Bid Decisions



Greater Speed & Capacity



More Winnable Proposals



Sustainable Growth

8.

Capture Intelligence for each Qualified Bid

Smart intelligence. Focused strategy.
Stronger pursuits. Better wins.



GovCon+ Past Performance Matching

Identify what proves you can perform. Close the gaps. Compete with confidence.



ACTIONABLE RESULTS



14/100
RELEVANCE
SCORE



9%
REQUIREMENT
COVERAGE



LOW
CONFIDENCE



MARGINAL
MATCH
CLASSIFICATION



WEAK
COMPETITIVE
POSITION

REQUIREMENT MATCH SUMMARY



0
FULLY
DEMONSTRATED



1
PARTIALLY
DEMONSTRATED



2
WEAK
EVIDENCE



3
NOT
DEMONSTRATED

STRENGTHS IDENTIFIED

- ✓ Oracle EBS Automation
- ✓ AI/ML Knowledge Management
- ✓ Identity & Access Management
- ✓ SharePoint, ServiceNow, RPA
- ✓ Cloud Migration
- ✓ Enterprise Change Management



KEY GAPS

- ✗ DoD Network-Engineering Ops
- ✗ DHA Ticketing Processes
- ✗ Transition-in Risk Management
- ✗ Service-Delivery Lifecycle
- ✗ Personnel Onboarding & Knowledge Transfer
- ✗ Risk Identification & Mitigation

OPERATIONAL VALUE



Identifies the strongest references for each requirement



Exposes gaps & unsupported claims



Determines teaming needs & best pursuit posture



Guides strategy, win themes & bridging language



Recommends evidence to strengthen the proposal



Drives confident bid / no-bid decisions

8.1 Mission Intimacy

Deep historical understanding.
Sharper capture intelligence.

10 YEARS OF MISSION HISTORY



2. CONNECT THE DOTS

Connects technology investments, architectures, acquisition methods, GAO/OIG findings, and incumbent performance limitations to actual mission outcomes and recurring operational friction.



BID-GRADE MISSION INSIGHTS THAT DRIVE WINS

- Mission Narratives**
Clear, compelling understanding of the customer's mission reality
- User Personas**
Who they serve, how they work, what they need to succeed
- Mission Threads**
End-to-end mission lines and outcomes
- Procurement Anxieties**
What keeps them up at night during acquisition
- Risk Hot Buttons**
Key risks, oversight pressures, and performance concerns
- Delivery Requirements**
What success looks like, measurable and specific
- Positioning Insights**
How we uniquely solve their most important problems



Mission intimacy turns history into insight—and insight into winning strategy.

8.2 Agency Dossier



1. KNOW THE AGENCY

Mission, structure, leadership, priorities, pressures, and operational drivers.



2. UNDERSTAND BUYING BEHAVIOR

Funding, spending patterns, preferred vehicles, contract types, top vendors, forecasts, and recompetes.



3. MAP THE ECOSYSTEM

Incumbents, challengers, partners, vehicle holders, market entrants, and teaming opportunities.



4. DRIVE THE PLAN

Turn intelligence into an actionable account plan with clear plays and execution priorities.



ACTIONABLE ACCOUNT PLAN



Customer Hot Buttons

What keeps the agency up at night



Wedge Plays

Strategic entry points to win



Growth Plays

Expand, deepen, and increase share



Stakeholder Priorities

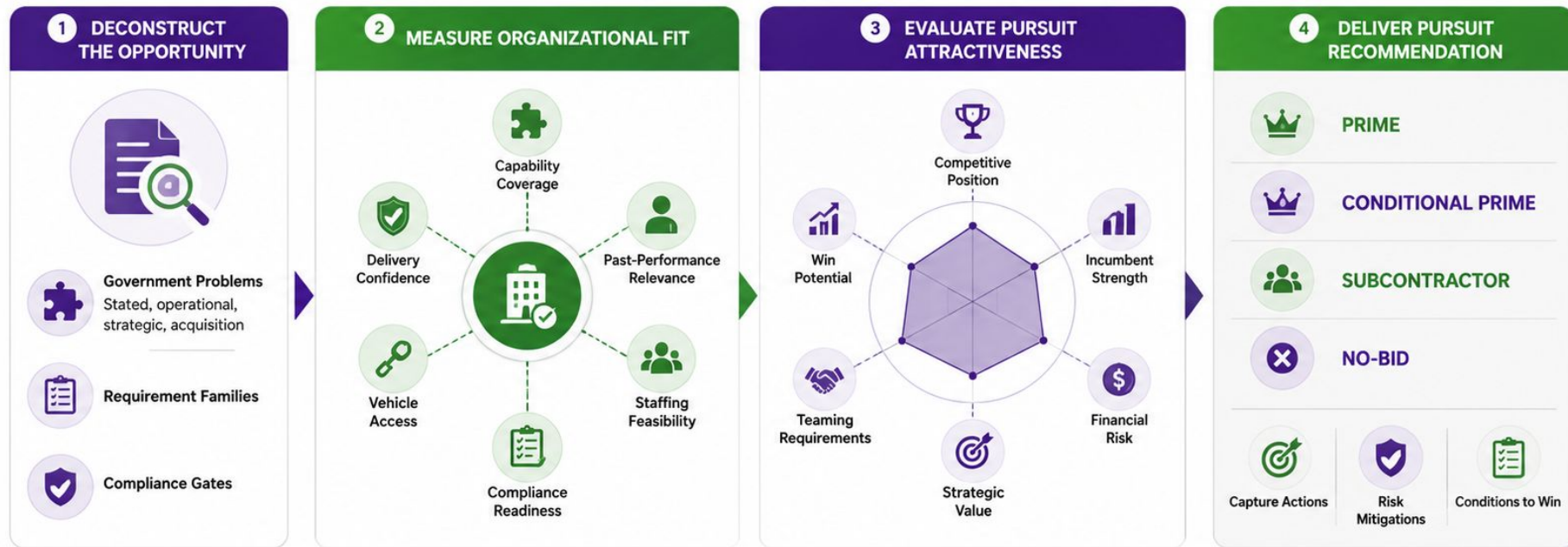
Who matters and how to engage



30 / 60 / 90-Day Plan

Clear actions. Measurable progress. Early wins.

8.3 Program Triage



Right opportunity. Right role. Right plan. Maximum win probability.

8.4 Competitive Analysis

1 IDENTIFY & RANK COMPETITORS



-  Incumbent Status
-  Vehicle Access
-  Agency Presence
-  Mission Alignment
-  Past Awards
-  Bidding Probability



Know the field.
Know the threats.

2 COMPETITOR & INCUMBENT PROFILES



Understand their game.
Expose their gaps.

3 COMPARATIVE HEAT MAP & POSITIONING

Capability	Client	Competitor A	Competitor B	Competitor C
Technical Capability	✓	✓	✗	⚡
Past Performance	✓	✓	⚡	✗
Agency Presence	⚡	✗	✓	✓
Vehicle Access	✓	✓	✗	✗
Price Competitiveness	⚡	✗	✓	✗
Teaming Strength	✗	✓	⚡	⚡
Overall Position	✓	✓	✗	✗

✓ Advantaged ⚡ Disadvantaged ✗ Exposed ⚡ Dependent

Strength / Advantage



Weakness / Disadvantage



See the landscape.
Own your position.

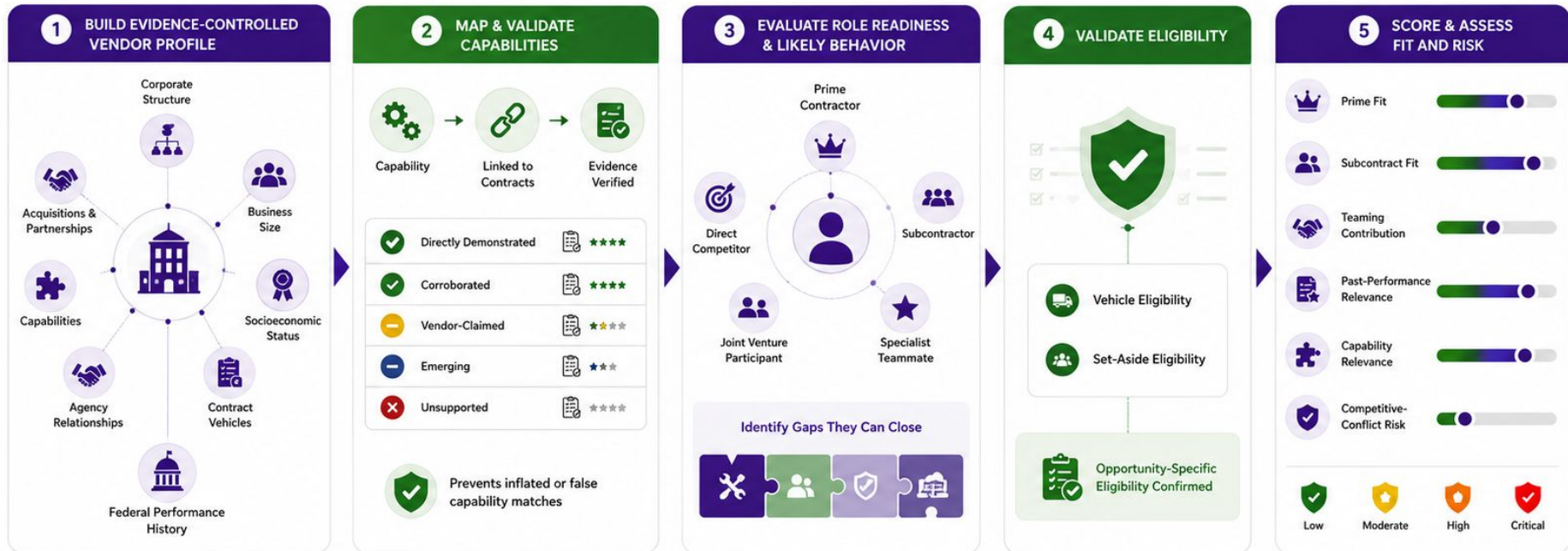
4 INTELLIGENCE INTO PURSUIT ACTIONS

-  Differentiators 
-  Competitive Countermoves 
-  Teaming Strategy 
-  Pricing Considerations 
-  Black Hat Questions 
-  Bid / No-Bid Guidance  



Act with precision.
Win with strategy.

8.5 Vendor Dossier



Complete.



Verified.



Understood.

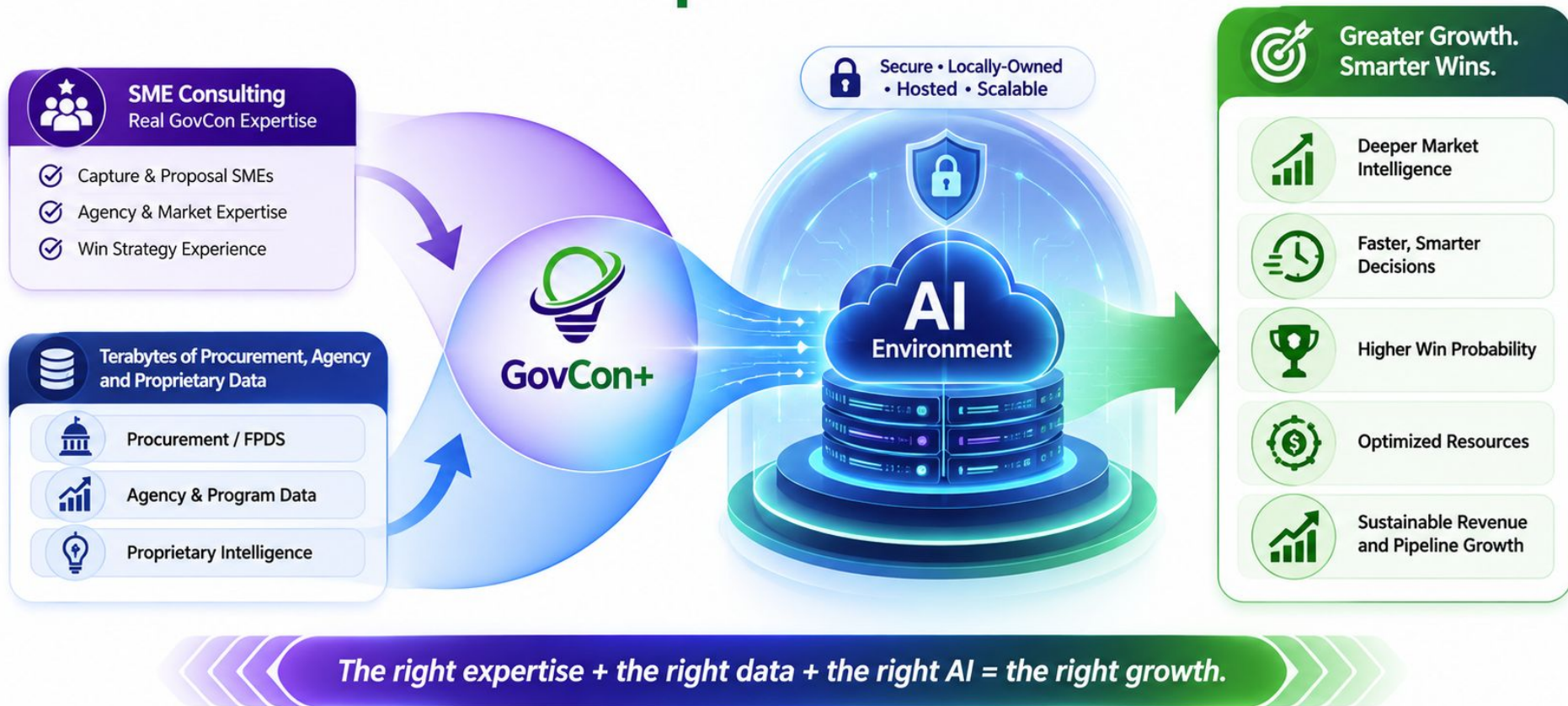


Eligible.



Scored.

9. GovCon+ Value Proposition



9.1 DATA, KNOWLEDGE, INFORMATION, & INTELLIGENCE

 **SERVICE MODEL**

 Not a SaaS platform, but a **consulting service**.

 Every qualified bid receives the **same depth** of capture intelligence.

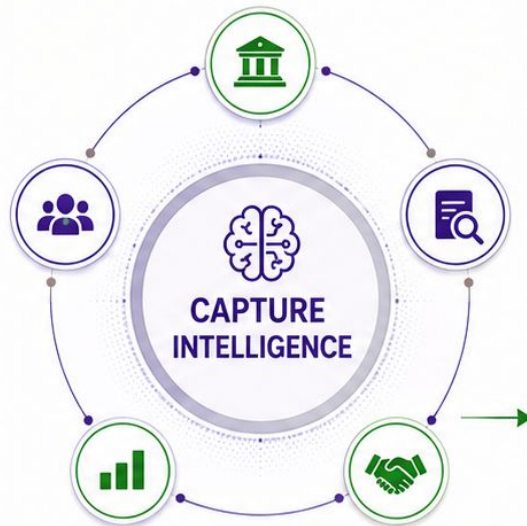
 Agency Dossiers

 Mission Intimacy

 Program Triage

 Competitive Analysis

 Vendor Dossiers



 **CLIENT INTEGRATION**

 Custom deliverables that **integrated** into your BD workflow.

 **Nothing** to learn and master.

 Your pipeline, your vehicles, your solutions, your past performance, **mined to create winning intelligence products**.

 Teams of Analysts working on your behalf to build and maintain market, mission and competitive intelligence momentum and help you put the **right shots on goal** every month.



RIGHT INTELLIGENCE. RIGHT TIME. RIGHT SHOT. **EVERY MONTH.**

9.2 EMPOWER YOUR SME'S AND MAXIMIZE YOUR BUDGET



GovCon+ delivers the **proposal** and **intelligence products** your SME's need to be effective at this job; capturing and winning large contracts.



Actionable Intelligence



Ready-to-Use Reports



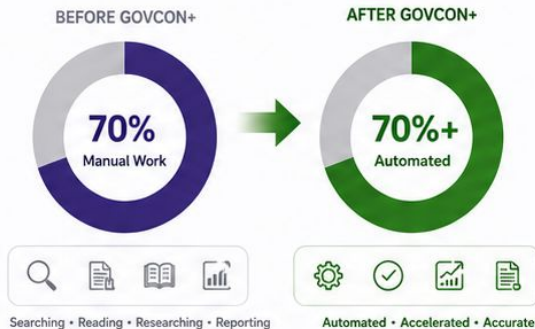
Clear Insights



Win More Contracts



Through automating > 70% of the BD lifecycle, your SME's now have the **time** to be **truly effective** and no longer have to spend large portions of their week searching, reading, researching and creating reports.

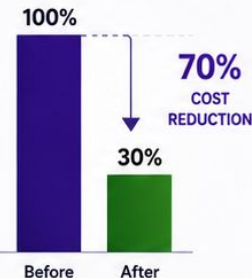


More Time for Strategy.
More Impact. More Wins.



Through consistent cost reduction of 70% of your BD workflow, you can **maximize your B&P spend** toward the most winnable deals, increase proposal output and **scale revenue up**.

BD WORKFLOW COST



Focus Spend on Winnable Deals



Increase Proposal Output



Scale Revenue



Stronger Growth, Higher ROI



Lower Costs. Higher Output.
Greater Growth.

THE RESULT



Empowered SME's



More Wins



Increased Output



Maximized Budget



SCALE REVENUE UP.

10. GovCon+ Application Views

Multiple perspectives. One mission: Win.



See More



Know More



Win More



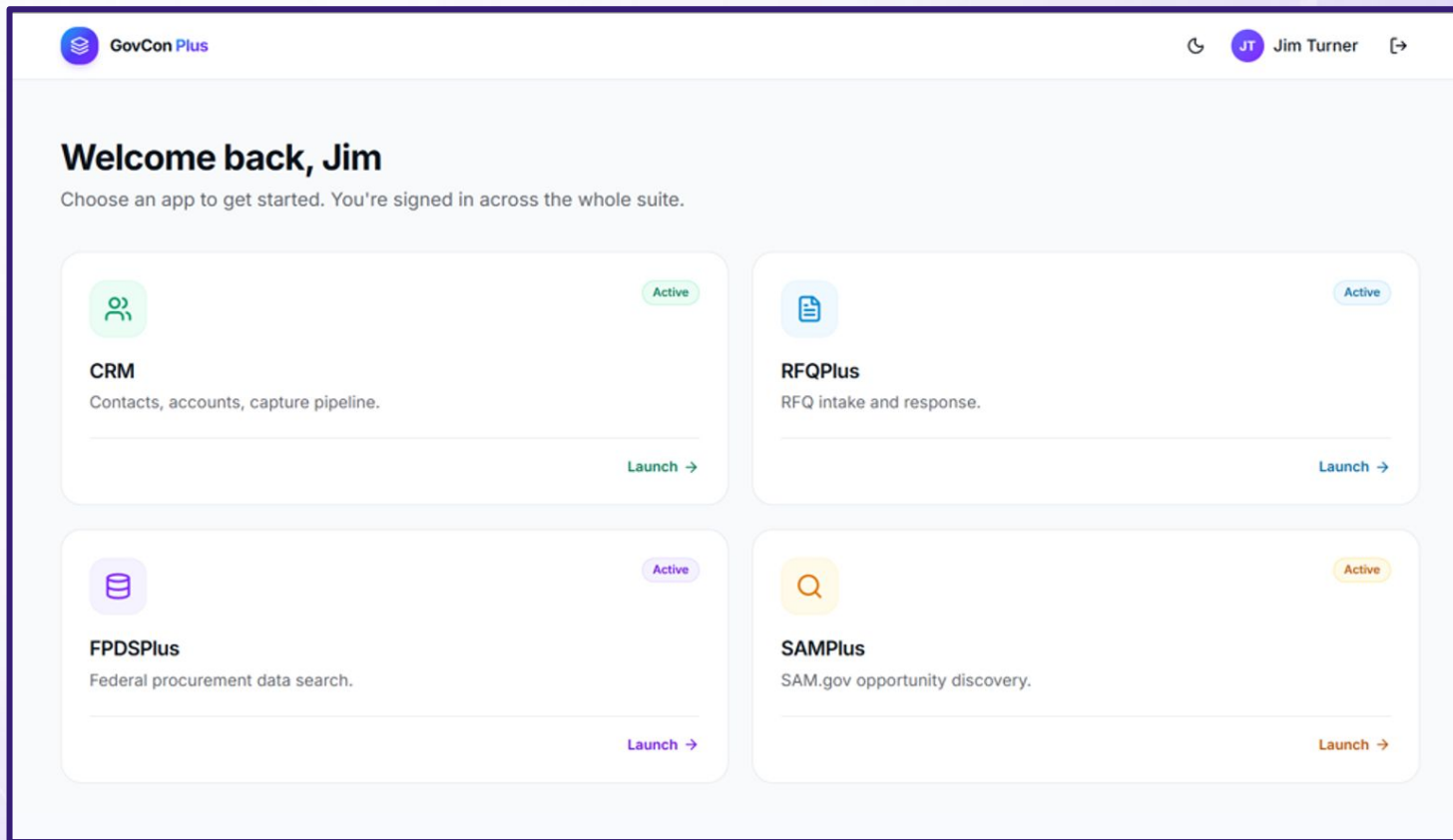
Grow More



Risk Less



10.1 GovCon+ Landing Page



10.2 RFQplus Dashboard (IDIQs, GWACs)

RFQPLUS

Command Center

Administration

Organization

AI

RFQ Dashboard

SAM.gov

Vendor Dossier

Support

FAQ

Support Videos

Welcome, Jim Turner

RFQ Dashboard

Track and score RFQs/RFPs assigned to your organization.

RFQ/RFI ID

Agency

System Score

Client Score

Status

Search by ID...

Funding sub-agency...

All scores

All scores

All

Type

Contract vehicle

Domain

Date range

All types

All vehicles

All Domains

Posted Date

Jul 28, 2026

Jul 30, 2026

Click any row to see details, snapshot, and scope of work. Click the ID link to chat with the documents.

Export to Excel

Columns

Score	Contract	Client Score	ID	Type	Issue Date	Close Date	Funding Sub Agency	Title	NAICS	Place of Performance	Competition Type	Functional Categories
★	GSA MAS 541515	■	rfq11827923	Sources Sought/RFI	07/30/26	08/04/26	FEDERAL ACQUISITION SERVICE (FAS) [4730]	GSA - CALM Recomplete 2 - MRAS	541519	Boston, MA	Undecided	Application / Software Development Cloud Computing Cybersecurity IT O&M Help Desk / Call Center Data Migration
★	GSA MAS 541515	■	rfp11826949	RFP	07/30/26	08/06/26	Office of Information and Technology (OIT)	Summit Advanced Tooling, Lakehouse, & Artificial Intelligence Services	541519	TAC, 23 Christopher Way, Eatontown, NJ 07724	BVTO	Application / Software Development Artificial Intelligence And Machine Learning Cloud Computing Data Analytics Database Management
★	GSA MAS 541515	■	rfp11826842	Sources Sought/RFI	07/30/26	08/14/26	NATIONAL HIGHWAY TRAFFIC SAFETY ADMINISTRATION (NHTSA)	DOT - Crash Data Acquisition Network (CDAN) DME - MRAS	541512	N/A	N/A	Data Governance Planning And Strategy Application / Software Development Artificial Intelligence And Machine Learning
★	GSA MAS 541515	■	rfp11826836	Sources Sought/RFI	07/30/26	08/10/26	INDIAN HEALTH SERVICE (IHS)	IHS IHS - IBM AIX Maintenance Service Support - MRAS	541513	N/A	N/A	IT Managed Services IT O&M Help Desk / Call Center Hardware Software Technical Support
★	GSA MAS 541515	■	rfq11826853	RFQ	07/30/26	08/04/26	INTERNAL REVENUE SERVICE (IRS)	IT PROFESSIONAL SERVICES	541519	Kentucky, United States	BVTO	Application / Software Development Cloud Computing Communications & Collaboration Software Software Licensing / Support
★	GSA MAS 541515	■	rfq11826739	RFQ	07/29/26	08/13/26	Not Found	Wireless Infrastructure Upgrade	541519	52 EEOC Regional Offices, United States,	LPTA	Network Services Infrastructure (Including Transportation & Delivery) Integration & Interoperability Hardware Telecommunication

10.3 Bid Detail Page

Network Engineers and Specialists Support (NE&S)

rfp1821019

[Download PDF](#)

[Add to CRM](#)

[Details](#) [Snapshot](#) [Scope of Work](#) [Instructions](#) [Eval Factors](#) [Technical Outline](#) [Business Volume](#) [Client Past Performance](#)

SUMMARY

RFQ # rfp1821019
Title Network Engineers and Specialists Support (NE&S)
Contract GSA MAS 54151S
Segment 54151S
Status RFP
Solicitation Number N/A

AGENCY

Funding Agency DEPARTMENT OF DEFENSE (DOD)
Funding Sub-Agency DEFENSE HEALTH AGENCY (DHA)
Funding Office —
Contracting Office —

DATES

Solicitation Date 07/01/26
Due Date 09/25/26
Latest Amendment Date 07/24/26
Current Amendment Due Date —
Award Date —
Question Due Date —

PROCUREMENT

Contract/Pricing Type FFP
Competition Type BVTO
Set-Aside Total Small Business Set-Aside (FAR 19.5)
NAICS 541519
Place of Performance N/A
Value (\$k) 0
Follow On Requirement No
Previous RFI Information No
Reason Not Processed N/A

REQUIREMENTS

Response Period (Days) 86
of Key Personnel 0
of Resumes 0
Facilities Clearance N/A

10.4 Bid Detail Page (2).

RFQPLUS

Command Center

Administration

Organization

AI

RFQ Dashboard

SAM.gov

Vendor Dossier

Support

FAQ

Support Videos

Welcome, Jim Turner

← Back

Network Engineers and Specialists Support (NE&S) rfp1821019

RFQ

Instructions

Capture

Proposal

Notes

Chat

Details

Docs/Amendments/Q&A

Amendments & Q&A Summary

Snapshot

Scope of Work

SUMMARY

RFQ #

rfp1821019

Title

Network Engineers and Specialists Support (NE&S)

Contract

—

Segment

—

Status

RFP

Solicitation Number

N/A

AGENCY

Funding Agency

DEPARTMENT OF DEFENSE (DOD)

Funding Sub-Agency

DEFENSE HEALTH AGENCY (DHA)

Funding Office

—

Contracting Office

—

DATES

Solicitation Date

07/01/26

Due Date

09/25/26

Latest Amendment Date

07/24/26

Current Amendment Due Date

—

Award Date

—

Question Due Date

—

PROCUREMENT

Contract/Pricing Type

FFP

Competition Type

BVTO

Set-Aside

Total Small Business Set-Aside (FAR 19.5)

NAICS

541519

Place of Performance

N/A

Value (\$k)

0

Follow On Requirement

No

Previous RFI Information

No

Reason Not Processed

N/A

REQUIREMENTS

Response Period (Days)

86

of Key Personnel

0

of Resumes

0

Facilities Clearance

N/A

Jim Turner

jim@softdimensions.com

↗

10.5 Instructions.

🏠 | Welcome, Jim Turner

← Back **Network Engineers and Specialists Support (NE&S)** rfp1821019

📄 RFQ

📋 **Instructions**

🕒 Capture

📝 Proposal

📄 Notes

💬 Chat

Instructions

Eval Factors

Past Performance

Technical Outline

Business Volume

Part I: Technical Volume instructions

- Submit a detailed approach to performing tasks in the Statement of Work (SOW)
- Include technical expertise, experience, and qualifications relevant to the project
- Provide a clear plan for implementation, integration, and documentation of the System/device
- Include diagrams, data flow, hardware and software inventory, and other technical details

Part II: Past Performance Volume instructions

- Provide references and metrics on similar projects completed in the past
- Describe the scope of work performed and the outcomes achieved
- Include information on the size and complexity of previous projects
- Highlight any relevant certifications, awards, or recognitions related to past performance

Part III: Business / Price Volume instructions

- Breakdown of labor rates, materials, and expenses for the proposed work
- Provide a detailed breakdown of the total proposed amount, including Base Period and Options
- Include information on business size, socio-economic status, and certifications
- Provide details on the proposed hourly rates and FTEs for each labor category

10.6 Deal Capture Panels (1). (Past Performance Matching)

14/100
RELEVANCE

9%
COVERAGE

26
BEST CONTRACT

Low
CONFIDENCE

Marginal Match
WHY?

Weak
DETERMINE

Probabilistic Narrative: This client's past performance does not demonstrate relevant experience with Department of Defense (DoD) contracts, strategic engineering support for military operations, translation in plans, enterprise change management processes, or compliance with DoD-specific systems (e.g., DHALS tracking system). While some technical capabilities in Oracle database migrations and IT infrastructure modernization were demonstrated across HHS contracts, these do not align closely to the specific requirements outlined in this opportunity involving defense-related networks, data migration during transition, advanced operating procedures alignment, and comprehensive operational risk management.

Contract Number	Agency	Contract Value	Summary of Work Performed	AI Summary	Relevance Score	Period of Performance End Date
75FEDMSC9C0003	DEPARTMENT OF HEALTH AND HUMAN SERVICES (HHS)	\$2,095,726	Oracle EBS report brewing automation using Excel Macros, Visual Basic scripts, Business Intelligence dashboards, AI/Deep Knowledge Management system, development, HHS/VA systems Management using Excel/VBA automation/at-SemConNew implementations, Robotic Process Automation programs, cloud migrate excellence activities, and financial internal controls design.	Experienced tech consultant and low-risk technical analyst, including Oracle EBS reporting tools, knowledge base creation via NLP, dashboards, Gen-AI reports over entire reporting, DHALA workflows tied into HHS systems such as SharePoint and Symfont/CMMS, RPA programs combined through LLMs to document activities related to contract performance, Advanced risk assessment dashboard, management processes within an adherence environment focused on internal stakeholder and compliance. These efforts involved complex technical environments but do not involve DoD-specific network operations or translation in planning required by this RFP.	14	N/A

Requirement Coverage Analysis

Technical Relevance Indicator: 14 Match: Marginal Match Confidence: Low

While some general technological capabilities were demonstrated across HHS contracts, there do not align directly to DoD-specific network engineering services including Translation in planning processes, Oracle tracking mechanisms through DHALS systems, standard operating procedures alignment efforts nor full documentation lifecycle as stipulated in RFP. Based on historical analysis, The client lacks direct relevance for several key components specified in this RFP, despite showing strong IT modernization skills elsewhere.

Requirement Coverage: 9% -- Energy - Health - O Weak - SRM - O Poor Confidence

#	Government Requirement	Importance	Rating	Confidence	Evidence	Gap
1	Provide a three-year operations to major activities	Critical	Not Demonstrated	Low	None	Past contracts do not show development of comprehensive statements covering full scope delivery lifecycle from onboarding to post performance documentation requirements outlined in RFP.
2	Ensure meticulous coverage risks during transition	Critical	Not Demonstrated	Low	None	No evidence found that subcontractors have documented risk management frameworks for transitioning into new networks sustainable models as enforced under the opportunity's scope, particularly regarding DHA-specific systems and ticket-tracking mechanisms.
3	Describe process identification analysis leading to practical data	High	Partially Demonstrated	Medium	Change/Expand/Identify tech workload with existing hosting provider (2017) defining monthly patching cycles, backup, scaling, scheduled access and reproduction DB production environment. This included troubleshooter system within reporting tools and queries to ad works and reporting needs.	While past performance showed some understanding about operational continuity planning within HHS contracts - the specific deep-level data analysis and actionable insights leading to adaptable solutions is not clearly evident or directly relevant for this RFP.
4	Detail top risks & corresponding mitigation strategy	High	Weak Evidence	Low	None	Past contracts did not show any development detailing comprehensive risk lists prioritized highest impact risks along with appropriate mitigation according to the methodology from before performing similar services as task Order as specified in the opportunity's scope requirements.
5	Address how personnel will be structured and transferred onto task order	Critical	Not Demonstrated	Low	None	No evidence found that organizational flow chart and team resource controls to defined roles, timeline, responsibilities involved during knowledge transfer in new members towards new team members assuming full responsibilities according to DHA or DFAS current documents actually as stated in RFP.

Strengths

- ExpediteInfoTech demonstrated strong capabilities across multiple HHS IT infrastructure modernization projects, including Oracle EBS report formatting automation using Excel Macros/VBA scripts to process large volumes of data efficiently while maintaining compliance standards. The client also showcased expertise implementing AI/ML-based solutions for automating repetitive tasks such as submitting concurrent requests in complex environments with high security requirements.
- The firm has extensive experience managing enterprise-level change management initiatives-throughout various phases involving system upgrades and migrations ensuring minimal disruptions without compromising operational performance or user access controls throughout the transition period between different technical architectures.

Gaps & Risks

- The past contracts did not demonstrate any work related to Department of Defense (DoD) networks requiring specific support like DHAS Ticketing System usage tracking during transitional periods, which is a critical requirement outlined within this RFP's scope
- No evidence was found that ExpediteInfoTech had developed comprehensive risk mitigation strategies covering all potential issues identified prior starting actual service delivery on Task Order - an essential component required by opportunity's Part I

10.6 Deal Capture Panels (2). (Program Triage)

Welcome, Jim Turner

← Back **Network Engineers and Specialists Support (NE&S)** rfp1821019 Download PDF

RFQ Instructions **Capture** Proposal Notes Chat

PP Scoring **Program Triage** Competitive Analysis Vendor Dossiers Mission Intimacy Agency Dossier Win Strategy

Program Triage Regenerate Download

Fit width 100% - 150% + Full screen

Network Engineers and Specialists Support (NE&S) — Program Triage

PROGRAM TRIAGE

Network Engineers and Specialists Support (NE&S)

Program Triage · DEFENSE HEALTH AGENCY (DHA) · Prepared for DEFENSE HEALTH AGENCY (DHA)

Prepared: July 29, 2026

9 EVIDENCE SOURCES	FY2016-FY2026 WINDOW
------------------------------	--------------------------------

Scope Statement
Program Triage of DEFENSE HEALTH AGENCY (DHA) and the associated opportunity, aligned to the solicitation and its evaluation logic.

10.6 Deal Capture Panels (3). (Competitive Analysis)

The screenshot displays the RFQPLUS web application. On the left is a sidebar with navigation links: Command Center, Administration, Organization, AI, RFQ Dashboard, SAM.gov, Vendor Dossier, Support, FAQ, and Support Videos. The main content area is titled 'Welcome, Jim Turner' and shows the 'Network Engineers and Specialists Support (NE&S)' RFQ (rfp1821019). A breadcrumb trail includes 'Back', 'RFQ', 'Instructions', 'Capture' (highlighted), 'Proposal', 'Notes', and 'Chat'. Below this is a horizontal menu with 'PP Scoring', 'Program Triage', 'Competitive Analysis' (highlighted), 'Vendor Dossiers', 'Mission Intimacy', 'Agency Dossier', and 'Win Strategy'. The 'Competitive Analysis' section has a zoom control set to 100%. The main text area contains the following content:

Executive Summary

The Defense Health Agency (DHA) is leveraging this acquisition not merely for network maintenance, but as a compliance enforcement mechanism to stabilize Authority to Operate (ATO) across hundreds of fragmented Medical Treatment Facilities during a high-friction organizational restructuring [EVIDENCE - CURRENT OPPORTUNITY DOCUMENT]. The agency's management offices are over-stretched, creating an operational tension between the mandate for rapid cybersecurity remediation and the reality of limited government oversight capacity [S11]. Vendors must position themselves as autonomous operators who reduce cognitive load through standardized, automated Risk Management Framework (RMF) processes. Success depends on proving that technical execution will not disrupt clinical continuity while delivering auditable evidence at the speed required by strict 12-18 month ATO deadlines [EVIDENCE - CURRENT OPPORTUNITY DOCUMENT]. The competitive landscape is dominated by major primes with deep DHA roots, making past performance and transition planning critical differentiators.

Recommended Pursuit Posture

Pursue with a Teaming Strategy. Given the high barrier to entry regarding DHA-specific past performance and the critical nature of transition risk, it is recommended to team with a partner who has existing DHA contracts or significant DoD medical facility experience. The proposal must heavily emphasize **Transition Excellence** (detailed knowledge transfer plans), **RMF Automation** (ITSM-to-eMASS integration to reduce government burden), and **Clinical-Aware Security** (lab-validated patching protocols). Pricing strategy should focus on indirect rate optimization and staffing efficiency rather than undercutting fixed labor floors.

Most Important Unresolved Blocking Gap

Confirmation of Incumbent Identity and Specific Transition Pain Points. While FPDS data identifies high-volume vendors, it does not confirm the specific incumbent for this RFP or their current performance status. Without knowing the incumbent's specific weaknesses (e.g., missed ATO deadlines, staffing turnover in key hubs), the capture team cannot precisely tailor the "displacement" narrative. Additionally, the exact scope of "standardized enterprise operating model" implementation remains vague, creating risk in aligning technical solutions with DHA's strategic restructuring goals.

1. Executive Summary

Opportunity Overview

The Defense Health Agency (DHA) Network Engineering & Specialists (NE&S) support opportunity (rfp1821019) is a high-stakes compliance enforcement mechanism disguised as infrastructure maintenance. The scope covers network engineering, cybersecurity remediation, and Risk Management Framework (RMF) execution across 100+ disparate Medical Treatment Facilities (MTFs), including major hubs like Ft. Liberty (223 switches) and Camp Pendleton (137 switches) [EVIDENCE - CURRENT OPPORTUNITY DOCUMENT]. The agency is undergoing a critical transition from fragmented military-department-specific commands to a unified DHA structure, creating significant organizational friction. Success requires an offeror who can deliver Authority to Operate (ATO) within strict 12-18 month windows while automating the administrative burden of RMF documentation for overstretched government leadership [EVIDENCE - CURRENT OPPORTUNITY DOCUMENT], [S11].

10.6 Deal Capture Panels (3). (Vendor Dossiers)

Welcome, Jim Turner

← Back

Network Engineers and Specialists Support (NE&S)

rfp1821019

Download PDF

RFQ

Instructions

Capture

Proposal

Notes

Chat

PP Scoring

Program Triage

Competitive Analysis

Vendor Dossiers

Mission Intimacy

Agency Dossier

Win Strategy

Vendor Dossiers

5 of 5 ready

Regenerate

CACI NSS LLC

UEI DFECVM1EADK4

Ready

↓

CHEROKEE NATION OPERATIONAL SOLUTIONS, L.L.C.

UEI L253AT1D0F44

Ready

↓

FCN, INC.

UEI JEANDUTZBHJ3

Ready

↓

INTELLIDYNE, L.L.C.

UEI LDN6EEXC6563

Ready

↓

LEIDOS INC

UEI X0LJ6WPTMYM9

Ready

↓

Fit width

100%

150%

Full screen

CACI NSS LLC | UEI DFECVM1EADK4

GOVCON+

Vendor Intelligence Dossier

CACI NSS LLC

Federal Market Position, Technical Portfolio, Contract Vehicles, and Capture Readiness

UEI	DFECVM1EADK4
CAGE	960J0
Headquarters	RESTON, VA, USA
Website	https://www.caci.com
Report Version	4.2
Report Date	2026-07-29
Overall Vendor Strength	2
Verification Confidence	0

Technical Capability Overview

CACI NSS LLC publicly positions itself as a provider of technical services with a portfolio spanning solution de-

10.6 Deal Capture Panels (3). (Mission Intimacy)

Welcome, Jim Turner

← Back

Network Engineers and Specialists Support (NE&S)

rfp1821019

Download PDF

RFQ

Instructions

Capture

Proposal

Notes

Chat

PP Scoring

Program Triage

Competitive Analysis

Vendor Dossiers

Mission Intimacy

Agency Dossier

Win Strategy

Mission Intimacy

Regenerate

Download

Fit width

100%

150%

Full screen

DHA Mission Intimacy Assessment

DHA Mission Intimacy

Capture-Ready Analysis

Prepared: July 09, 2026

22/35

SCORE

Moderate

RATING

27

EVIDENCE SOURCES

FY2016-FY2026

WINDOW

Scope Statement

This analysis evaluates the Defense Health Agency's (DHA) mission execution, technological maturity, and acquisition practices from FY2016-2026. It focuses on network governance, cybersecurity modernization, vendor management, and financial oversight, with a strict evidence-based approach to inform capture strategies.

Key Strategic Findings

- Staffing Gaps in Remote Regions Threaten Operational Continuity: GAO-25-107432 [S2] highlights underdetermined full-time equivalents (FTEs) for management offices, creating inefficiencies in remote areas where military personnel rely on decentralized MTFs. This operational risk undermines mission execution and requires scalable staffing solutions or cost-saving innovations to align with statutory requirements.
- Zero Trust Adoption Lacks Mature Incident Response Frameworks: While DHA aligns with NIST SP 800-207 and Fisma Zero Trust standards [S3, S6], fragmented implementation risks mission-critical systems. Proposals must demonstrate interoperability with legacy OT systems and mature threat intelligence integration to avoid operational disruptions.
- Vendor Concentration Risks Supply Chain Resilience: FPDS data [S17] reveals recurring vendors in IT/cyber contracts, signaling overreliance on a narrow supplier base. This operational risk requires cost-transparent contracts and competitive bidding strategies to mitigate GAO scrutiny and ensure mission continuity.
- Financial Mismanagement Risks Mission Sustainability: DCAA findings [S14] cite \$27M in cost overruns and incomplete pricing data, threatening stakeholder trust. Proposals must include robust cost controls, compliance audits, and risk mitigation plans to align with GAO/DCAA standards and avoid financial oversight penalties.
- Leadership Accountability Gaps Complicate Cybersecurity/Procurement Reforms: No evidence confirms CIO/CISO roles or leadership trans-

10.6 Deal Capture Panels (3). (Agency Dossier)

Welcome, Jim Turner

← Back **Network Engineers and Specialists Support (NE&S)** rfp1821019 [Download PDF](#)

[RFQ](#) [Instructions](#) [Capture](#) [Proposal](#) [Notes](#) [Chat](#)

PP Scoring [Program Triage](#) [Competitive Analysis](#) [Vendor Dossiers](#) [Mission Intimacy](#) [Agency Dossier](#) [Win Strategy](#)

Agency Dossier [Regenerate](#) [Download](#)

Fit width 100% — 150% + [Full screen](#)

Network Engineers and Specialists Support (NE&S) — Agency Dossier

AGENCY DOSSIER

Network Engineers and Specialists Support (NE&S)

Agency Dossier · DEFENSE HEALTH AGENCY (DHA)

Prepared: July 29, 2026

10 EVIDENCE SOURCES	FY2016-FY2026 WINDOW
-------------------------------	--------------------------------

Scope Statement
Agency Dossier of DHA and the associated opportunity, aligned to the solicitation and its evaluation logic.

10.6 Deal Capture Panels (3). (Win Strategy)

Welcome, Jim Turner

Back Network Engineers and Specialists Support (NE&S) rfp1821019 Download PDF

RFQ Instructions Capture Proposal Notes Chat

PP Scoring Program Triage Competitive Analysis Vendor Dossiers Mission Intimacy Agency Dossier Win Strategy

Win Strategy Regenerate Download

Fit width 100% - 150% + Full screen

Network Engineers and Specialists Support (NE&S) — Win Strategy

WIN STRATEGY

Network Engineers and Specialists Support (NE&S)

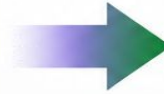
Win Strategy · DEFENSE HEALTH AGENCY (DHA) · Prepared for DEFENSE HEALTH AGENCY (DHA)

Prepared: July 24, 2026

10 EVIDENCE SOURCES	FY2016-FY2026 WINDOW
-------------------------------	--------------------------------

Scope Statement
Win Strategy of DEFENSE HEALTH AGENCY (DHA) and the associated opportunity, aligned to the solicitation and its evaluation logic.

11. GovCon+ Client Workflow





rTurner Consulting

THANK YOU!

Empowering our clients. Capturing opportunities.
Winning together.



FOCUS

On the right
opportunities



EXECUTE

With precision
and insight



DELIVER

Value that drives
lasting impact