Army HRS PLS Way Forward
CREATING GLACIER’S SUCCESS MODEL

Goldbelt, Inc.
Southeast Conference Presentation
February 2019
HRS – PLS
$6.1 billion IDIQ Contract

• Goldbelt Glacier, LLC competed as a large business and won a spot on the contracting vehicle
• 10-year contract
• One of a handful of companies selected
• Support jobs in Juneau
• Increased business means increased benefits to shareholders boosting the economy in Southeast
Upcoming Task Order Opportunities

- Awaiting the award of the task order submitted with the original proposal (Sample Task A – Common Access Card Management)
  - Five year $60M contract for worldwide support
  - 400+ FTE

- The forecast shows the potential for 41 task order competitions with a total contract value of $677M for 2019 - 2020
2019 and 2020 Opportunities

• Expected task order activity for 2019
  • 15 task orders totaling $282M
  • The work focus of the four task orders are in support of Service Member and family resilience (Wounded Warrior Support, civilian transition, financial counseling, etc.)

• Expected task order activity for 2020
  • 11 task orders totaling $187M
Task Order Award Process

Participants, Roles, and Timeline
## Task Order Award Process

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<tr>
<th>ISSUE RFI</th>
<th>ISSUE RFP</th>
<th>EVALUATE</th>
<th>AWARD</th>
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<tbody>
<tr>
<td>• HR Solutions issues a request for information to gauge industry interest and capability</td>
<td>• Contract Office (KO) determines if small business or fair opportunity task order will be issued</td>
<td>• KO and HR Solutions review and rate proposals for technical acceptance</td>
<td>• KO makes final selection based on technical grade and price evaluation</td>
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<td>• Seeking small business interest to determine if a small business award is possible</td>
<td>• KO issues request for proposal</td>
<td>• KO applies price evaluation method (LPTA or best value trade off)</td>
<td>• Awardee often selected without negotiations</td>
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<td>• Asking for input on the requirements to improve the procurement</td>
<td>• Glacier makes a bid/no bid decision</td>
<td>• Usually three to four week process</td>
<td>• Performance often starts within two weeks of award</td>
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<td>• Usually two week response time</td>
<td>• Glacier replies with technical, staffing, and price submissions (20-30 pages)</td>
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Goldbelt Subsidiary Participation on Task Orders

Goal – capitalize on the value of the HR Solutions contract by maximizing GBI subsidiary participation

• The most competitive task order bid team wins!

• Glacier will make bid team decision based on the ability to:
  • Show our knowledge of the customer and the program
  • Deliver a solution that fully addresses the Government’s requirements
  • Demonstrate relevant past performance
  • Show capacity to delivery required staff
  • Price competitively
Questions?
Thank You!