

# Analysis of Major Defense Acquisition Programs (MDAP) Award Delays

11 December 2017

# Overview

*A majority of major acquisitions analyzed see delays from the initial estimates of RFP and award*

- Acquisition schedule delays drive uncertainty and cost for defense contractors
- Delays present challenges in allocating new business acquisition funds and business development resources
- This analysis details the mismatch between expectations and reality for the acquisition process
- We found an RFP release delay of 8.1 months, and award delay of 7.8 months for a sampling of 18 recent acquisitions across the services

# Methodology

- Set of Army and aerial vehicle programs selected from a recent July 2017 MDAP/MAIS list
- Initial and updated estimates for RFP release date and contract award tracked using GovWin IQ data
- Delays based off the shifting estimates and the actual releases measured for the programs that were competed

## ARMY CONTRACT WRITING SYSTEM (ACWS)

Opportunity ID:	85223
Buying Organization:	ARMY » ASST SEC FOR ACQUISITION, LOGISTICS AND TECHNOLOGY » PEO ENTERPRISE INFORMATION SYSTEMS <a href="#">View Org Chart</a>

At a Glance		Customize
Status	Awarded	
Solicitation Date	04/05/2016	
Award Date	05/22/2017	
Value(\$K)	133,900	
Competition Type	Full and Open / Unrestricted	
Solicitation Number	W52P1J16R0058	

Mark This Opp

Not Marked

Assess Opp

Assess Opportunity Capture (0) Qualifying (0)

Tasks

- Add to Dellek CRM
- Email Colleague
- Print Version
- Save to PDF
- Request Support
- Submit FOIA

Snapshot | Timeline | Description | Contracts | Contacts | Resources | Vendors & Teaming | Flex Fields | Notes | Kona

**Program Summary**

CGI Federal Inc. is fulfilling the Department of the Army, Assistant Secretary of the Army for Acquisition, Logistics and Technology (ASAALT), Program Executive Office Enterprise Information Systems (PEO EIS) requirement for a single, enterprise-wide COTS based contract writing and management system solution known as the Army Contract Writing System (ACWS).

**Opportunity Summary**

Status	Awarded
Solicitation Date	04/05/2016
Award Date	05/22/2017
Solicitation Number	W52P1J16R0058
Value (\$K)	133,900 <small>(More info)</small>
Competition Type	Full and Open / Unrestricted
Type of Award	IDIQ - Agency Specific
Primary Requirement	Software
Duration	See OPI
Contract Type	Firm Fixed Price Cost Plus Fixed Fee Cost Plus Incentive Fee, Indefinite Delivery Indefinite Quantity
Primary NAICS Code	541512 Computer Systems Design Services Size Standard: \$27.5 million annual receipts
Place of Performance	<ul style="list-style-type: none"> <li>Washington, D. C., District Of Columbia, United States                             <ul style="list-style-type: none"> <li>National Capitol Region</li> </ul> </li> </ul>
Opportunity Website	<a href="https://www.fbo.gov/?s=opportunity&amp;mode=form&amp;tab=core&amp;id=cccc0b1070e897cd97ced0abc035ed1d">https://www.fbo.gov/?s=opportunity&amp;mode=form&amp;tab=core&amp;id=cccc0b1070e897cd97ced0abc035ed1d</a>

**Latest Analyst Update**

07/19/2017

According to the GAO Bid Protest Docket, the Protest filed by Deloitte Consulting, LLP ( B-414783.1) on June 9, 2017 was Withdrawn on July 17, 2017.

[View All Analyst Updates](#)

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**Contracts**

**CGI GROUP (CGI FEDERAL)**  
W52P1J17D0031  
Award Date: 05/22/2017  
Expiration Date: 05/22/2027

# Results summary

*For the 18 programs with average value of \$1.4B, the delays were significant and had very wide variability*

## Delay (in days) from first estimate

	RFP	Contract Award
<b>Mean</b>	<b>238</b>	<b>245</b>
Median	136	125
<b>Standard deviation</b>	<b>312</b>	<b>354</b>
Maximum	1,142	1,212
Minimum	-58	-97

69% of awards estimates were delayed and that group saw an average of 376 days of delay from the initial estimate

93% of RFP/Solicitation estimates were delayed and that group saw an average of 260 days of delay from the initial estimate

# Analysis of RFP delays and acceleration

- ▲ Contracting Office/Analyst Estimate
- Actual Release
- ✕ Earliest release of an estimate

Military MDAP/MAIS program RFP delays by number of days after initial estimate

**All**

**Army**

Armored Multi-Purpose Vehicle

Army Contract Writing System

Common Infrared Countermeasure

Distributed Common Ground System - Army Increment 2

Electronic Warfare Planning and Management Tool

Global Combat Support System-Army Increment 1

Handheld, Manpack, and Small Form Fit Radios

Improved Turbine Engine Program

Integrated Air and Missile Defense

Integrated Personnel and Pay System-Army Increment 2

Joint Air-to-Ground Missile

Logistics Modernization Program Increment 2

RQ-7B Shadow Tactical Unmanned Aircraft System

Tactical Mission Command

**Air Force**

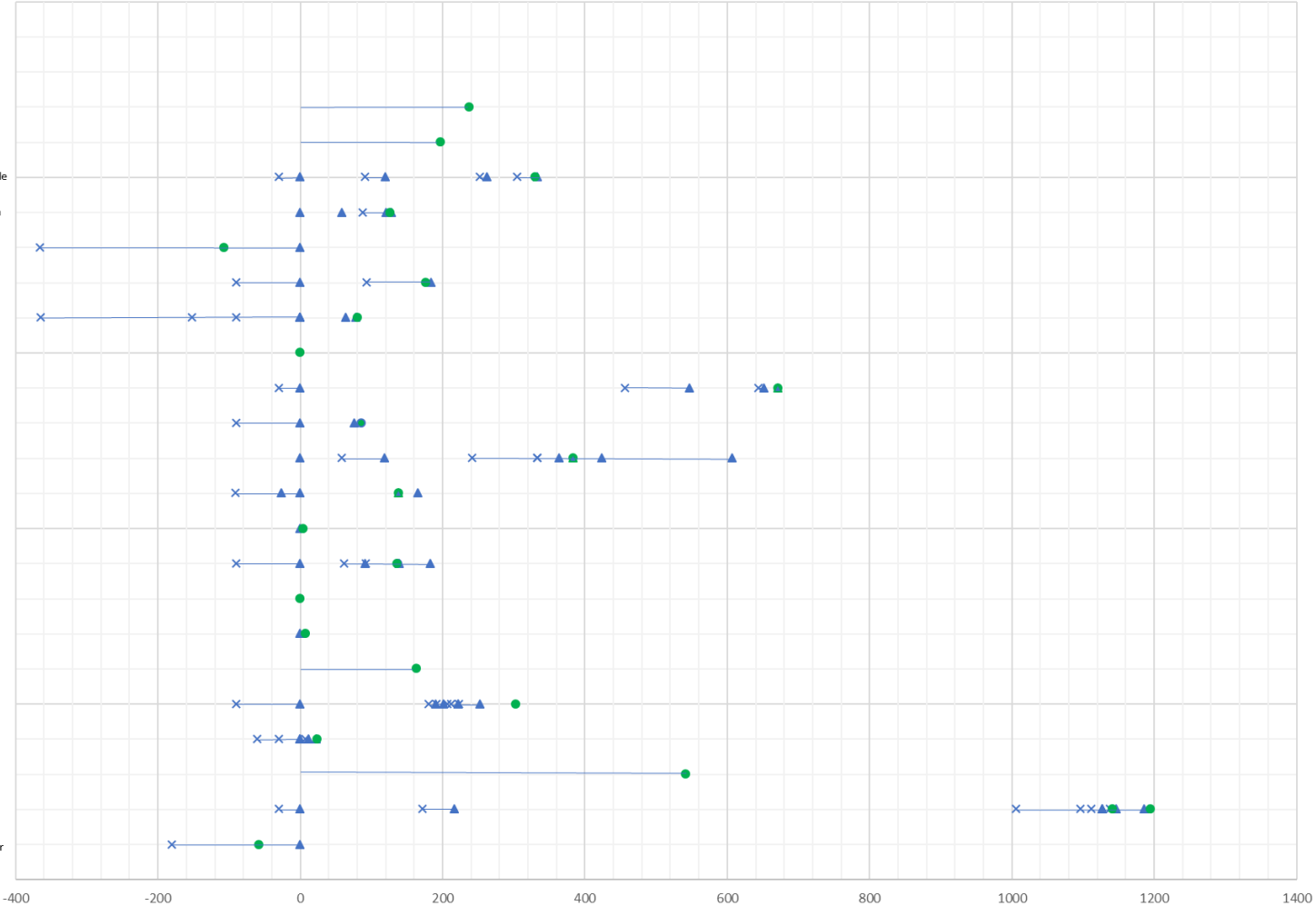
Combat Rescue Helicopter

KC-46A Tanker Modernization

**Navy**

MQ-4C Triton Unmanned Aircraft System

VH-92A Presidential Helicopter



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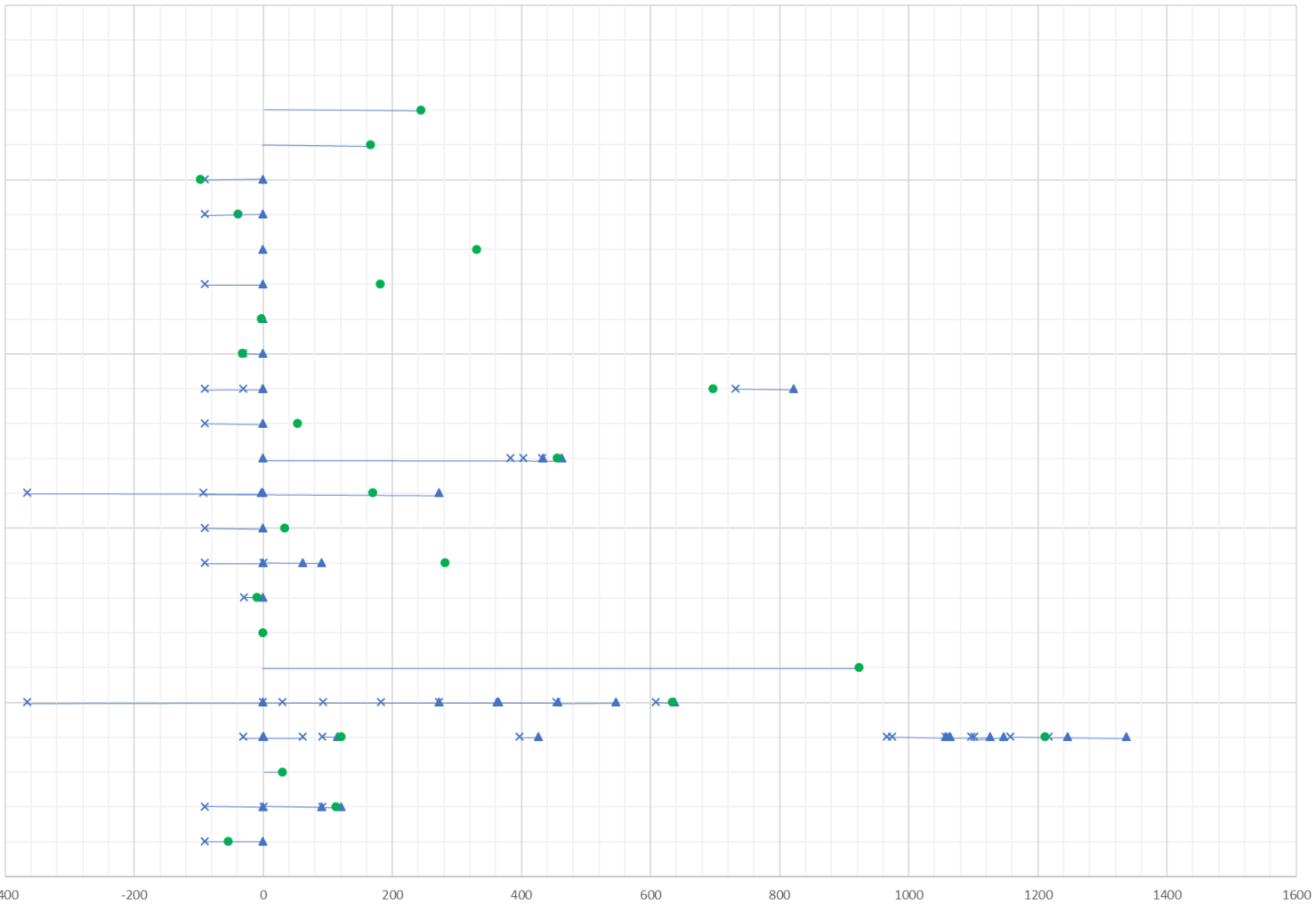
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**Air Force**

- Combat Rescue Helicopter
- KC-46A Tanker Modernization

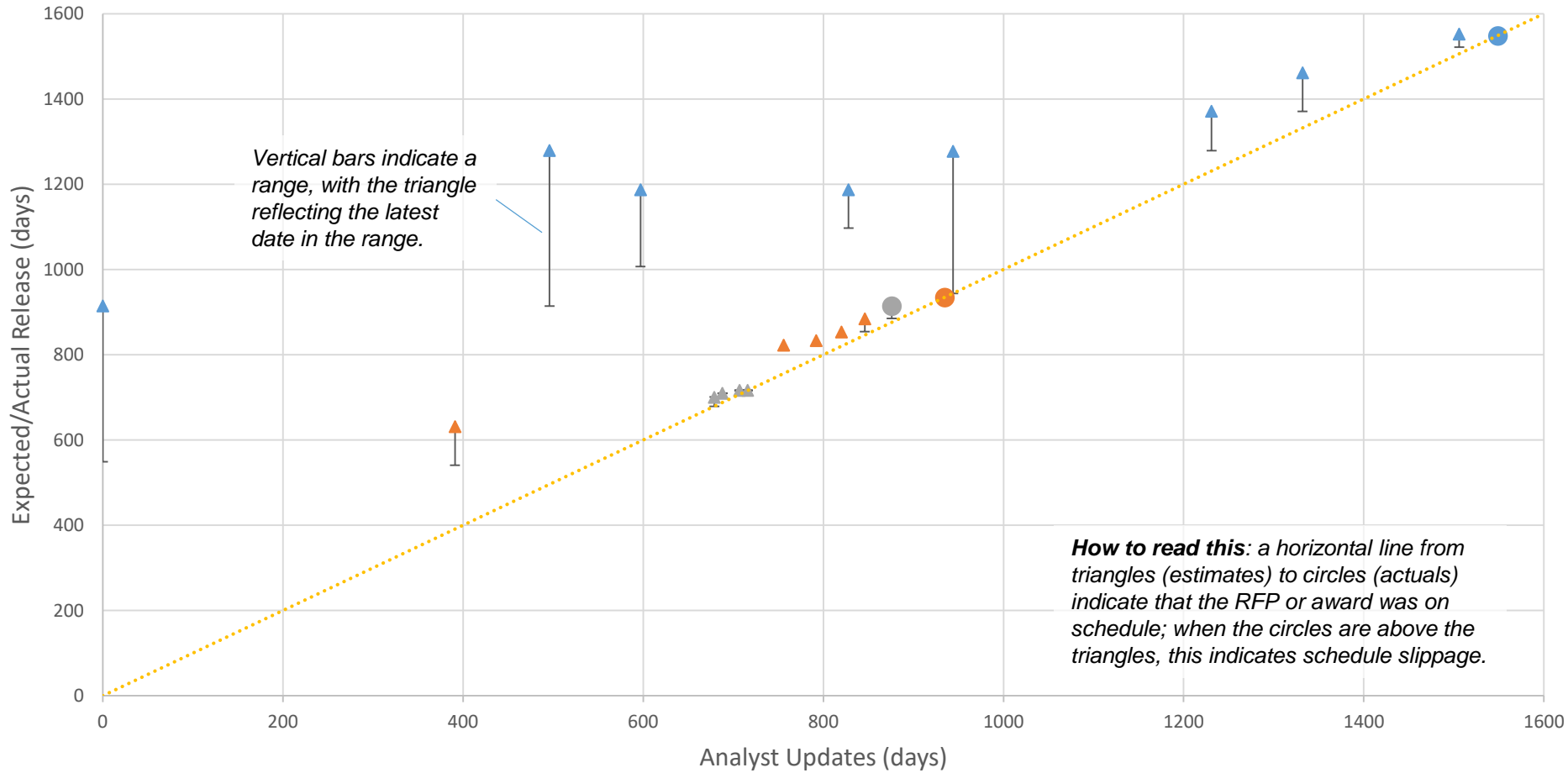
**Navy**

- MQ-4C Triton Unmanned Aircraft System
- VH-92A Presidential Helicopter



# Example analysis

## Combat Rescue Helicopter contract estimates/release



Date Range between first and last point: 3/31/2010 - 6/30/2014

- Award release
- Solicitation/RFP release
- Draft RFP release
- ▲ Award estimate
- ▲ Solicitation/RFP estimate
- ▲ Draft RFP estimate

# Observed sources of acquisition delay

- Internal DoD reviews and coordination
- Delays in funding approval
- GAO Protests can delay an award or if the protest is successful
- Additional time required to complete source selection and milestone processes
- Budget sequestration/DoD furloughs
- Independent cost estimators reviewing bids
- Time to include additional tests requested by the Office of the Secretary of Defense
- Time needed to fully develop other elements before testing
- RFI was deemed premature relative to when capability was expected



# How SMA can help

*Given the uncertainties with program schedules, SMA has offerings to minimize disruption to contractors*

## Customer & program insights

- Analysis of the acquisition and the customer community to better understand the procurement dynamics
  - Funding, competing programs, acquisition vs. operator tensions, political forces, etc.

## Flexible resources

- On-demand capture and proposal support to efficiently scale up and scale back efforts as needs change over the course of a pursuit