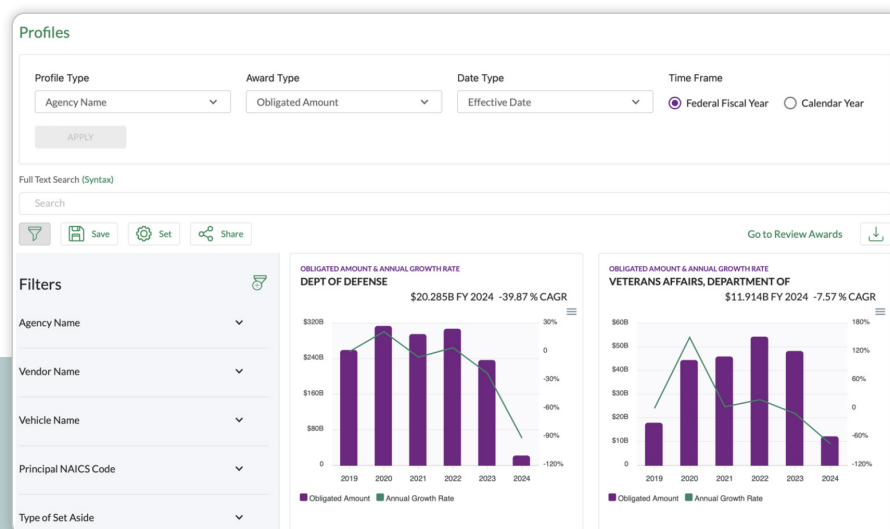


Win smarter. Win faster.

Accelerate federal contract growth with AI-powered market intelligence designed for government contractors.

Unanet GovIntel gives you the intel edge. Less chasing, more winning.

Unanet GovIntel is a market intelligence platform that empowers government contractors to streamline opportunity discovery, instantly understand teaming strategies, assign tasks, automate communication, and enhance proposals with customer and competitor insights. By automating solicitation imports, providing deep insights into agency awards, and facilitating efficient partner identification, GovIntel reduces manual effort and accelerates the path to winning contracts. With tools like Opportunity Search and Profiles & Awards, your business development teams can focus on strategic pursuits, improve proposal quality, and increase win rates.



45%

45%* of government contractors say that limited internal resources are a major barrier to effective business development – making tools that reduce manual research (like GovIntel) critical.

*Gauge Report, 2024

60%

A majority – 60%* – of contractors report winning less than half of their submitted proposals, signaling significant room for improvement through data-driven BD strategies.

*Federal news network

The RFx document pertains to a solicitation by the Department of Defense, specifically the IT Contracting Division, for the replacement of existing telecommunication systems at various sites. The solicitation number is HCl184R0002, and it includes several amendments that provide updates and clarifications regarding the proposal submission process and requirements.

Main Purpose/Objective:
The primary objective of this RFx is to solicit proposals for replacing the existing Avaya 8800 CM7 systems at 67 specified sites, ensuring compliance with current telecommunication laws and standards, including voice recording capabilities and telephony management systems.

Critical Requirements/Specifications:

- Replacement of Avaya 8800 CM7 systems at 67 sites.
- Implementation of voice recording capabilities and telephony management systems at 100 sites.
- Compliance with DODIN APL approved configurations and E911 laws (Karl's Law, Ray Baum's Act).
- Provision of project management, documentation, equipment, licenses (approximately 1000 per site), tools, materials, training, and quality control.

Important Dates/Deadlines:

- Proposal submission deadline: April 16, 2025, at noon CT.
- Questions due date: March 13, 2025.
- Government responses to questions will be posted by March 31, 2025.

Opportunity Search: Find fast, win faster. Stop wasting time sifting through irrelevant solicitations. GovIntel's Opportunity Search module automatically imports and prioritizes over 80 million government opportunities from any source you can access – whether as a prime or a sub. With scoring, keyword filters, and integrated team assignment, your capture teams zero in on winnable work, fast.

Teaming Network: Winning multi-award contracts takes a winning team. GovIntel's teaming feature connects you with active primes, reveals hidden set-aside opportunities, and helps you align with hybrid providers to expand your offerings. It's your shortcut to better partners and bigger pipelines.

Total Opportunities: 4,445

Breakdown by Vehicle

SEWP Group C Teaming	797 (20.03 %)
SEWP Group B SOVOSB Teaming	758 (19.05 %)
SEWP Group D Teaming	749 (18.82 %)
SEWP Group B HUBZone Teaming	743 (18.67 %)
GSA MAS Teaming	285 (7.16 %)
ADMC-3 Teaming	175 (4.40 %)
GSA 2GIT Teaming	162 (4.07 %)
SeaPort-HuG Teaming	97 (2.44 %)
SEWP Group A Teaming	87 (2.19 %)
FedConnect Teaming	51 (1.28 %)
Union FedBid Teaming	36 (0.90 %)
CIO-CS Teaming	22 (0.55 %)
GSA 8(a) STARS III Teaming	11 (0.28 %)
NAVMAR Teaming	4 (0.10 %)
FirstSource II SB Teaming	2 (0.05 %)

Name	Description	Status	Priority	Due Date & Time	Reminder Start Date & Time	Reminder Frequency
Please Process	Please Process 1220453001 Rene...	Pending	Medium	06/25/2025 01:54 PM EDT	06/25/2025 01:54 PM EDT	Every 3 Hours
PO to Process	131161001	Completed	Medium	05/02/2025 03:44 PM EDT	04/02/2025 03:55 PM EDT	Every 3 Hours
To receive	031327001	Pending	Medium	04/22/2025 01:05 PM EDT	04/15/2025 01:05 PM EDT	Daily
Order to Invoice	131159001 - In April	Pending	Medium	04/22/2025 12:38 PM EDT	04/15/2025 01:38 PM EDT	Daily
To receive	031320001	Pending	Medium	04/22/2025 10:20 AM EDT	04/15/2025 10:20 AM EDT	Daily
To receive	031317001	Pending	Medium	04/22/2025 10:11 AM EDT	04/15/2025 10:11 AM EDT	Daily
Order to Invoice	1311203001 - In April	Pending	Medium	04/22/2025 09:49 AM EDT	04/15/2025 10:49 AM EDT	Daily
Order to Invoice	131192001	Pending	Medium	04/22/2025 09:13 AM EDT	04/15/2025 10:13 AM EDT	Every 3 Days
Order to Invoice	13793001 - The remaining amount...	Pending	Medium	04/22/2025 02:35 AM EDT	04/15/2025 03:35 AM EDT	Daily
Order to Invoice	131184001 - In April	Pending	Medium	04/22/2025 01:58 AM EDT	04/15/2025 02:58 AM EDT	Daily

Work automation: Save hours per week by instantly assigning opportunities and tasks to team members and partners. Notify people of modifications and updates to accelerate collaboration and responses. Automate no-bid for compliance.

SCORING KEYWORDS/PHRASES

Delete

Keywords/phrases	Score	Is Multiple
Agile;Kanban;Scrum;Scrumban	100,001.000	<input type="checkbox"/>
*F#;"Erlang;Haskell;OCaml;"Scala"	100,002.000	<input type="checkbox"/>
PyTorch;TensorFlow;"Tensor Flow";"Machine Learning";"Keras;MXNet";"Caffe";"Caffe2"	100,003.000	<input type="checkbox"/>
*"AWS";"Amazon Web Services";"Azure";"Google";"RackSpace";"Oracle Cloud";"IBM Cloud"	50.000	<input checked="" type="checkbox"/>
Okta;"Duo";"Single Sign On"	40.000	<input checked="" type="checkbox"/>
"HP";"HPE";"HP Inc."; "Hewlett-Packard"; "Hewlett Packard"	30.000	<input checked="" type="checkbox"/>
"Storage Area Network";"Network Attached Storage"	30.000	<input checked="" type="checkbox"/>
"SAN";"NAS"	30.000	<input checked="" type="checkbox"/>
"NetApp";"Big Data";"Data Storage"	20.000	<input checked="" type="checkbox"/>
"EMC";"Cisco";"VMware";"RSA"	15.000	<input checked="" type="checkbox"/>
"Oracle";"Dell";"PowerEdge";"Latitude"	10.000	<input checked="" type="checkbox"/>
"Symantec";"Apple";"McAfee"	-100.000	<input checked="" type="checkbox"/>

AI powered summaries and scoring: *Ingest all relevant attachments and text and summarize for quick understanding. Score based on timeline, keywords, contracting officer, NAICS codes, and more to quickly prioritize opportunities.*

Profiles & Awards: *Necessary situational awareness before you bid.* Get the intel you need to write smarter proposals. GovIntel gives you detailed visibility into past awards, vendor footprints, and brand preferences across agencies. Whether you're pricing, ghosting a competitor, or sourcing a last-minute partner, you'll move with clarity and speed.

Review Historical Awards

TOTAL AWARDS: 1,006 | TOTAL OBLIGATED AMOUNT: \$210,205,180 | TOTAL BASE & EXERCISE OPTIONS: \$271,521,523 | TOTAL BASE & ALL OPTIONS: \$271,521,523

Award #	Value	Spend %	Complete %	Start/Complete	Start Date	Agency Name	Original Amount	Description of Contract Requirement	Vendor Name
140209703001	SEMP V-Group C	00.00	00.00	05/05/2024	INTERNAL REVENUE SERVICE	\$11,118,128.00	VMWARE TANDEM GREENPLUM SOFTWARE FOR BI	FCM, INC.	
140209703001	SEMP V-Group C	00.00	00.00	05/05/2024	INTERNAL REVENUE SERVICE	\$10,731,849.00	VMWARE TANDEM GREENPLUM SOFTWARE FOR BI	FCM, INC.	
140209703001	SEMP V-Group C	00.00	00.00	05/05/2024	DEPT OF DEFENSE	\$2,951,000.00	VMWARE	AUGUST SCHILL ENTERPRISES, INC.	
140209703001	SEMP V-Group C	00.00	00.00	05/05/2024	SECURITIES AND EXCHANGE COMMISSION	\$4,277,000.00	BRAND NAME: VMWARE SW: ENTERPRISE SERVER VIRTUALIZATION AND MOBILE D.	AUGUST SCHILL ENTERPRISES, INC.	
140214829001	SEMP V-Group C	00.00	100.00	01/04/2021	DEPT OF DEFENSE	\$4,891,400.00	THEATER DEPLOYABLE COMMUNICATIONS/PLATOON, P/PLATOON & VMWARE	NEW TECH SOLUTIONS, INC.	
140209703001	SEMP V-Group C	00.00	00.00	05/05/2024	SECURITIES AND EXCHANGE COMMISSION	\$4,889,000.00	BRAND NAME: VMWARE SW: ENTERPRISE SERVER VIRTUALIZATION AND MOBILE D.	AUGUST SCHILL ENTERPRISES, INC.	
140209703001	SEMP V-Group C	00.00	00.00	05/05/2024	DEPT OF DEFENSE	\$3,816,000.00	VMWARE TANDEM GREENPLUM SOFTWARE FOR BI	VMWARE	
140209703001	SEMP V-Group C	00.00	100.00	05/05/2024	DEPT OF DEFENSE	\$3,308,000.00	VMWARE CODES FOUNDATION/DTG SOFTWARE SUBSCRIPTIONS SUPPORT FOR DL	THUNDERCAT TECHNOLOGIES LLC	
140209703001	SEMP V-Group C	00.00	100.00	05/14/2020	DEPT OF DEFENSE	\$3,283,541.00	HEWLETT PACKARD ENTERPRISE (HPE) NETWORK EQUIPMENT AND HPE, ALBUA, ALA.	ROCKWELL AUTOMATION, INC.	
140209703001	SEMP V-Group C	00.00	100.00	05/14/2020	DEPT OF DEFENSE	\$3,283,541.00	HEWLETT PACKARD ENTERPRISE (HPE) NETWORK EQUIPMENT AND HPE, ALBUA, ALA.	ROCKWELL AUTOMATION, INC.	

“ *Contraqer helps us provide consistent reporting and RFQ management processes across all our contracts, and provides sales the opportunity to make better decisions. These consistent processes provide efficiency and allow us to do more with less.* ”

- Dell Federal



More than 4,000 project-driven organizations depend on Unanet to turn their information into actionable insights, drive better decision-making, and accelerate business growth. To learn more about Unanet's ERP and CRM solutions, visit unanet.com.