

How to Buy Through ASTRO | *A user guide for Requiring Activities*

Effective: August 6, 2024

Introduction

The General Services Administration's (GSA) ASTRO family of ten separate, individual, Multiple Award (MA), Indefinite Delivery/Indefinite Quantity (IDIQ) contracts is a unique and innovative contracting solution encompassing virtually all services supporting or involving manned, unmanned, or optionally manned platforms and robotics.

ASTRO covers a broad range of platform-related services across many functional domains including Operations, Maintenance/Readiness, Development/Systems Integration, Support, and Research and Development (R&D). The IDIQ Labs organization within GSA's Assisted Acquisition Services (AAS) created ASTRO to address an area of the market that formerly did not have comprehensive scope alignment to existing contract vehicles. AAS understands complex, highly technical acquisitions and designed this vehicle to accommodate these types of requirements. As the administering agency, AAS leads the program with the mission of providing a suite of contract vehicles that facilitate a streamlined pathway to an exceptionally qualified contractor providing a full solution. To learn more about ASTRO and samples of in-scope services, see [Appendix A – Sample Service Areas by Domain](#).

This *How to Buy Through ASTRO Guide* will provide an overview for Requiring Activities (RA), including the benefits of using ASTRO, the process to use ASTRO, and the resources available when using ASTRO. Ordering Contracting Officers should also see the [ASTRO Ordering Guide](#).

ASTRO Benefits

- BEST OF THE BEST Vendor Selection Process for each functional Pool
- Selection process greatly increases the odds of better quality proposals
- Streamlined acquisition vehicle for platform-related services
- Pre-vetted, highly technically proficient vendor pool
- Cost savings from consistent, standardized terms and conditions
- Streamlined and flexible ordering procedures
- Standardized labor categories
- Robust, QUALITY competition
- Acquisition expertise from GSA Assisted Acquisition Services
- Designed with Best In Class features

Leverage the Expertise of GSA's Assisted Acquisition Services

ASTRO was designed in collaboration with and with the anticipation of federal agencies outside of GSA using ASTRO to procure their highly complex, platform-related services. Any federal agency may be the requiring/funding agency for an ASTRO order. The contracting authority for an ASTRO order must be a GSA AAS Contracting Officer with a Delegation of Procurement Authority (DPA).

**All federal agencies
may use GSA AAS to
purchase through
ASTRO**

Leverage the Expertise of GSA's Assisted Acquisition Services (continued)

In accordance with ASTRO Master Contract B.1 BACKGROUND, "ASTRO is available for use by the GSA FAS AAS organization and any GSA AAS CO granted a Delegation of Procurement Authority (DPA) specifically authorized by the ASTRO CO(s)." Currently, the ASTRO contracts are available for use by all General Services Administration (GSA) Assisted Acquisition Ordering Contracting Officers who have obtained a DPA from the ASTRO Program Office. Contract Specialists/Contracting Officers who have received training from the applicable ASTRO Contracting Officer or his/her duly authorized representative are authorized to use the ASTRO contracts. However, only a duly warranted Contracting Officer with an ASTRO DPA can sign the ASTRO task order. ASTRO training must be completed as part of the delegation process.

As of the effective date of this *How to Guide*, there are Contracting Officers with ASTRO DPAs within AAS Army, AAS AF/ Navy, and AAS Defense (AAS Civilian?). See POC Information in the Additional Resources Section.

To learn more about GSA AAS visit the GSA AAS website (<https://aas.gsa.gov/>) or see the overview of services in [Appendix B – GSA AAS Full Lifecycle Support](#).

ASTRO Fee Structure

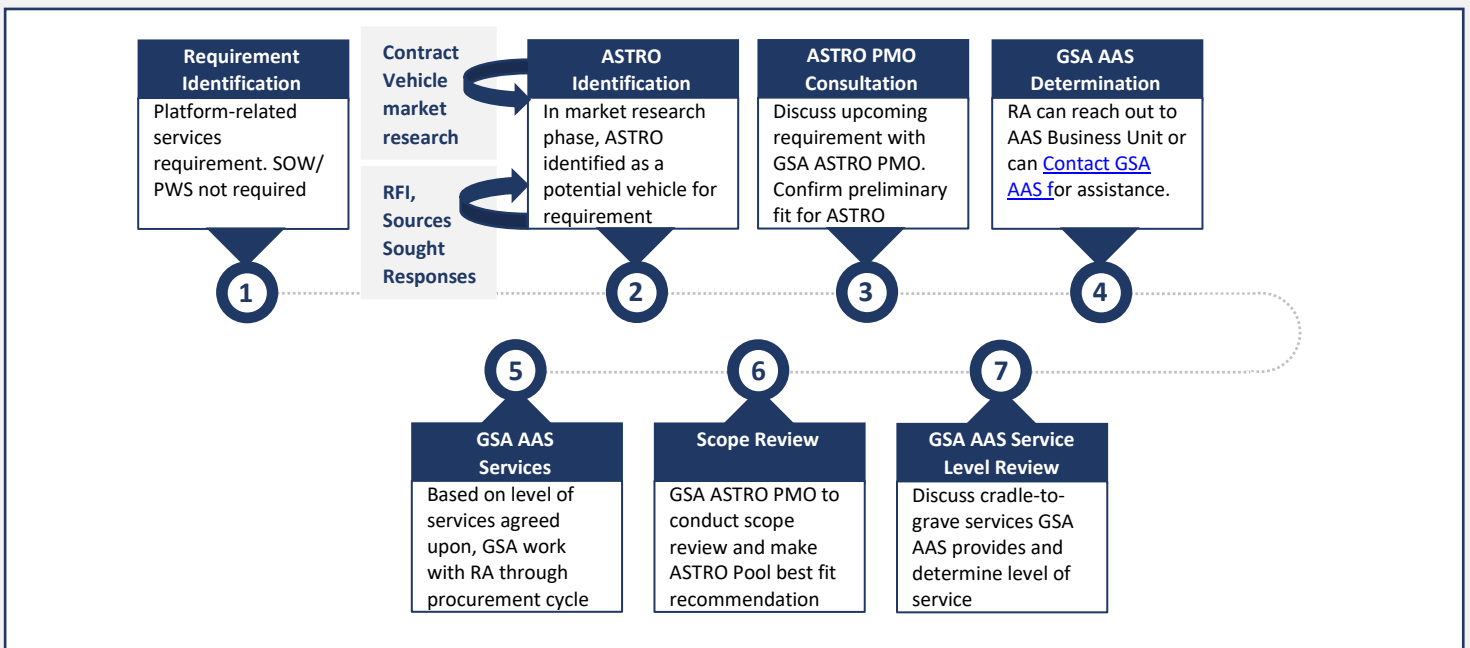
ASTRO does not have a Contract Access Fee. There is an order level fee for GSA AAS, which is negotiated between the requiring activity and GSA AAS based on the specific characteristics of the requirement. GSA AAS fee may be dependent on anticipated value, order type, order complexity, timeline for award, phases of acquisition lifecycle needing assisted acquisition, multi-tenant arrangements to name a few.

ASTRO Ordering Process

ASTRO has a number of stakeholder groups that will participate in the ASTRO Ordering Process. The GSA ASTRO Program Management Office (PMO) will be there every step of the way for all stakeholders. The process diagrams below provide an example of common ordering paths from a requiring activity perspective. While these are general paths taken, there are many paths that will lead to ASTRO. The GSA ASTRO PMO can be contacted at astro@gsa.gov.

Requiring Activity

As a requiring activity, there may be a number of ways that ASTRO comes into consideration. The path may begin with contract vehicle research for a new requirement or recompetete or maybe Industry Partners recommend ASTRO in responses to an RFI or Sources Sought. The scope of the requirement may be notional or well-scoped. In the market research phase, early collaboration with the GSA ASTRO PMO is encouraged.



Additional References

- GSA Services Contract Vehicle Comparison:

	ASTRO	OASIS	MAS PS
Scope	Platform & Robotics Cross Functional Focused Services	Professional, Technical & Scientific Services	Commercially available products & <u>services</u> ; Category Centric
Order Type	FFP, T&M, CR	FFP, T&M, CR	FFP, T&M
Commercial vs Non commercial	Both	Both	Commercial Only
Contracting Activity	GSA AAS with DPA	Governmentwide with DPA	No DPA required
Contract Utilization Fee	N/A	Contract Access Fee of 0.75%* applied to total proposed cost <small>* discounted CAF for agencies with MOU</small>	Rates inclusive of 0.75% Industrial Funding Fee

- [GSA ASTRO Website](#)
 - ASTRO Ordering Guide - *See ASTRO Contracts and Ordering Guide Section*
 - GSA ASTRO FAQs - *See What is ASTRO? Section*
- GSA ASTRO PMO Points of Contact
 - ASTRO PMO Mailbox- ASTRO@gsa.gov
 - Clint McCoy, Program Manager - clint.mccoy@gsa.gov
 - Valerie Bindel, Contracting Officer - valerie.bindel@gsa.gov
 - Carley Graham, Contract Specialist - carley.graham@gsa.gov
 - Brad DeMers, Senior Procurement Analyst - brad.demers@gsa.gov

[GSA AAS Points of Contact](#)

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AAS Civilian

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- [AAS Industry Opportunities Website](#)

Appendix A – Sample Service Areas by Domain ([Return to Top](#))

Operations Domain		
Sub Domain Data Operations		
1. 3D Terrain And Structure Mapping	27. Detection and Tracking of Human Trafficking	46. Intelligence Processing and Collection
2. Aerial Surveying	28. Detection and Tracking of Weapons Of Mass Destruction	47. ISR Demonstrations
3. Air Quality Monitoring And Measurement	29. Earth Exploration	48. ISR Exercises
4. Airfield Damage Assessments	30. Earth Gravity Information Gathering And Analysis	49. ISR Operations
5. Anti-Drug Trafficking	31. Emergency Preparedness And Assessments	50. Investigation
6. Anti-Piracy Monitoring	32. Fire Detection	51. Joint Operations ISR
7. Asset Tracking	33. Forest Health Protection	52. Land Mapping
8. Asset Verification	34. Friendly Force Tracking	53. Law Enforcement Operations
9. Atmospheric Data Collection And Analysis	35. Geospatial Intelligence	54. Leak Detection
10. Battle Damage Management	36. Global Climate Information Gathering And Analysis	55. Mapping
11. Blue Force Tracking	37. Ground Traffic Monitoring	56. Maritime Security
12. Border Management	38. Health Sciences	57. Mine Detection and Tracking
13. Border Security Monitoring	39. Humanitarian Relief	58. Mining
14. Captured Enemy Material Analysis	40. Homeland Security	59. Monitoring Illegal Dumping
15. Change Detection	41. Hurricane Analysis, Tracking, And Modeling	60. Natural Disaster Response
16. Coalition ISR	42. Improvised Explosive Device (IED) Detection	61. Natural Resource Management
17. Counter Terrorism	43. IED Forensics	62. Navigation
18. Crime Scene Situational Awareness	44. Image and Video Capture	63. Oceanic Data Collection And Analysis
19. Corrosion Under Insulation (CUI) Surveys	45. Inspections	64. Photography and Film Production
20. Detection and Tracking of International Terrorism	a. Dams and Wells	65. Population Density Analysis
21. Data Analysis	b. Flare Stack	66. Powerline Intelligence Gathering
22. Data Compression	c. Infrastructure	67. Precision Agriculture
23. Data Dissemination	d. Offshore Platforms	68. Radar Operations
24. Data Visualization	e. Pavement	69. Reconnaissance
25. Detection and Tracking of Narco-Trafficking	f. Pipeline and Row	70. Safety
26. Detection and Tracking of Alien Smuggling	g. Runways	71. Scientific Research
27. Detection and Tracking of Human Trafficking	h. Solar Farms	72. Seabed Mapping
	i. Tank and Vessel	
	j. Water Crossing	
	k. Wind Turbines	

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Operations Domain

Sub Domain | Data Operations

73. Sea Life Research Data Gathering And Analysis	80. Supportability Analysis and Implementation	87. Urban Planning
74. Search Operations	81. Surveillance	88. UxS Detection and Tracking
75. Security	82. Surveying	89. Video/Image/Audio Analysis
76. Space Exploration	83. Tradecraft	90. Weather Analysis And Monitoring
77. Space Operations	84. Traffic Flow Analysis	91. Wildlife Monitoring, Research, And Preservation
78. Submarine Detection and Tracking	85. Technical Intelligence Collection	92. Wildlife Surveys
79. Surface Ship Detection and Tracking	86. Undersea and Seabed Surveillance	

Sub Domain | Mission Operations

1. Air Drop Operations	8. Fire Fighting	15. Natural Disaster Response
2. Air Traffic Management	9. Humanitarian Assistance/Disaster Relief	16. Non-Combatant Evacuation
3. Battlefield Support	10. Launch Services	17. Personnel Recovery
4. Biological Prediction	11. Manned and Unmanned Cargo Transportation	18. Search and Rescue Operations
5. Command and Control	12. Manned and Unmanned Personnel Transportation	19. Special Event Response
6. Contingency Operations	13. Medical Evacuation (MEDEVAC)	20. Target Activities
7. Electronic Spectrum Management	14. Medical Supply Delivery	

Maintenance / Readiness Domain

1. Aircraft Repair and Maintenance	9. Machine Calibration Maintenance	16. Satellite Servicing
2. Armored Vehicle Repair and Maintenance	10. Overhaul	17. Ship Repair and Maintenance
3. Coalition Logistics Management	11. Predictive Maintenance	18. Supply Chain Logistics
4. Equipment Repair and Maintenance	12. Preventive Maintenance	19. Supply Chain Optimization
5. Floating Drydock Repair and Maintenance	13. Prognostics and Diagnostics	20. Tank Repair and Maintenance
6. Industrial Equipment Repair and Maintenance	14. Radar Ground Station Repair and Maintenance	21. Test Bed Repair and Maintenance
7. Life Cycle Sustainment	15. Runway Repair and Maintenance	22. UxS Repair and Maintenance
8. Logistics Maintenance		

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Development / Systems Integration Domain		
1. 3D Audio Technology	27. Geospatial Intelligence (GEOINT)	53. Predictive Analysis
2. AI-Enabled Autonomy	28. Human and Machine Symbiosis	54. Propulsion
3. Acoustic and Sonar	29. Human Factors/Usability Engineering	55. Prototyping and Fabrication Support
4. Advanced Technology Pilots and Trials	30. Human Interfaces	56. Quality Assurance
5. Alternative Energy Sources System Integration	31. Human-Machine Interfaces	57. Remote Sensing
6. Artificial Intelligence	32. Human-Swarm Interfaces	58. Reverse Engineering
7. Augmented/Virtual Reality	33. Human Systems Integration	59. Risk Management
8. Automated Information Sharing	34. Hydro-Electric Propulsion	60. Sensor Creation, Enhancement, Optimization And Development
9. Automation	35. Identity and Access Management	61. Signal Intelligence
10. Baseline (Configuration) Management	36. Independent Verification And Validation	62. Software Development (for non-IT requirements)
11. Big Data Analysis	37. Information Assurance	63. Software Independent Verification and Validation (for non-IT requirements)
12. Biometrics	38. Integration	64. Specialized Tool Development
13. Coatings	39. Interoperability	65. Swarming Modules
14. Communications	40. Launch Processing and Verification	66. Stealth
15. Concept Development	41. Limited Run Initial Production	67. System Design
16. Configuration Management	42. Machine Learning	68. System Effectiveness and Analysis
17. Cyber Security	43. Machine Vision	69. System Life Extension Program
18. Data Analytics	44. Mesh Networks	70. System Security and Information Assurance
19. Data Management	45. Modeling and Simulation	71. System Verification and Validation
20. Data Protection	46. Mission Assurance	72. Systems Engineering
21. Design Documentation and Technical Data	47. Natural Resources Management	73. Technical Intelligence
22. Detect and Avoid	48. Navigation	74. Technical Planning
23. Electromagnetic Spectrum Optimization and Allocation	49. Neural Networks	75. Technical Requirements Analysis
24. Energy Services to include Management Planning and Strategies, Audit Services and Metering	50. Platform Optimization	76. Thermal Management
25. Engineering (Aeronautical, Astronautical, Chemical, Communications, Electrical, Mechanical, Metallurgy/Materials, Optical, Radar, Safety, Sensor, etc.)	51. Power	77. Undersea Navigation
26. Engineering Process Improvement	52. Process Automation	78. Wargaming

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Support Domain		
Sub Domain Business Support		
1. Acquisition Support	13. Curriculum Development	24. New Technology and Trend Identification
2. Assessments	14. Customer Relationship Management	25. Organizational Readiness
3. Budget/Financial Support	15. Financial Analysis	26. Other Training
4. Business Case Development Support	16. Flight Training	27. Relations and Coordination with Law and Policy Making Entities
5. Business Process Re-engineering	17. Insurance Providers	28. Risk Management
6. Change Management	18. Interface Management	29. Safety Case Analysis
7. Concept Development and Requirements Analysis	19. Knowledge Based Acquisition	30. Supply Chain Analysis
8. Configuration Management	20. Knowledge Management	31. Supply Chain Management
9. Consultation	21. Life Cycle Management	32. Technical Advisory Services
10. Cost/Schedule/Performance Improvement	22. Logistics Management	33. Technical Data Management
11. Communication Management	23. Long-Range Planning, Futures, and Forecasting	34. Workforce Transformation
12. Courseware Development		
Sub Domain Mission Support		
1. Command and Control Analysis and Assessments	10. ISR Capability Assessment	18. Strategic Planning
2. Counterintelligence Support	11. Kill Chain Analysis	19. Strategy Development
3. Data Operations Support	12. Knowledge Management	20. Tactical and Readiness Planning
4. Data Strategy and Management	13. Long-Range Planning, Futures, and Forecasting	21. Technical Data Management
5. Decision Analysis	14. Mission Planning Support	22. Technical Documentation
6. Front End Analysis	15. Requirements Management	23. Threat Analysis
7. Horizontal Protection Assessment	16. Simulated Environment Support	24. Use Case Analysis
8. Information Analytics	17. Strategic Forecasting	25. Vulnerability Assessment
9. Intelligence Analysis		
Research and Development Domain		
a. Advanced Technology Pilots and Trials	g. Existing Product or Process Updates	m. Product or Process Enhancement
b. Airworthiness	h. Information Assurance	n. Prototyping
c. All Applicable Scientific Services	i. Innovation	o. Regulatory Compliance
d. Blockchain	j. Joint Test and Evaluation	p. Test and Evaluation
e. Data Sciences	k. New Product or Process Development	q. Verification and Validation
f. Developmental Testing	l. Quality Checks	

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1

Market Research and Acquisition Planning

During Market Research and Acquisition Planning, AAS identifies strategies to guide the entire acquisition process. We collect and analyze information about the capabilities available in the market and identify the most suitable approach to acquiring, distributing, and supporting products and services.

2

Solicitation

After Market Research and Acquisition Planning are completed and all required documentation is available and approved, your AAS team will develop the solicitation document. Once the solicitation is released, bids or proposals from prospective industry partners are collected and evaluated for award.

3

Negotiation and Award

Every action in the earlier stages of the acquisition process shares one underlying goal – to weigh all factors and award a contract representing the best value to the government. In the award stage, AAS conducts negotiations with each industry partner in the competitive range.

4

Post Award Management

Our support doesn't stop once the contract is awarded. We take pride in our stellar acquisition quality, and work to minimize risk at every stage – even at contract close. The post-award management phase consists of three areas that we manage on your agency's behalf: project management, financial management, and contract closeout.

Source: [AAS | Acquisition Process \(gsa.gov\)](#)