REI SYSTEMS

REI Systems: A Buyer's Guide

How to Purchase REI's Solutions Via Modern Acquisition Methods

REI Systems' IT products and services align with today's agile federal acquisition strategies—including the DoD's Adaptive Acquisition Framework (AAF) and Software Acquisition Pathway (SWP), Other Transaction Authorities (OTAs), Commercial Solutions Openings (CSOs), Small Business Innovation Research (SBIR) Phase III, and modular contracting—to accelerate value delivery.

Whether through rapid prototypes, Minimum Viable Products (MVPs), outcome-based procurement, or Commercial Off the Shelf Solutions (COTS), we help agencies "show, not just tell" progress, focus on user value, and optimize build vs. buy decisions. The result is significantly accelerated solutions delivery leading to rapid mission impact.

Guiding Principles Behind REI's Rapid Solutions Delivery

ALIGNED WITH FEDERAL INNOVATION PATHWAYS:
We deliver under AAF, SWP, OTAs, CSOs, and SBIR Phase III, aligning with how agencies want to buy today: fast, flexible, and focused on outcomes. That's how we helped one HHS Operating Division launch a new program in just 12 days.

SHOW VS. TELL:
By focusing on MVPs, working prototypes, and phased delivery, we provide stakeholders with early results and reliably secure Authority to Operate through our structured execution.

USER VALUE FIRST:
By prioritizing user needs and mission success over box-checking, REI earns strong CPARS scores that stand out among federal contractors.

SMART BUILD VS. BUY:
REI helps customers avoid unnecessary customization by identifying when commercial or SaaS solutions—like GovGrants® or VistaOps—meet mission needs out of the box. That's one reason GovGrants® has been selected far more often than alternatives vetted by the Grants Quality Shared Services Management Office (QSMO).

COST EFFICIENCY & REDUCED RISK:
With REI, agencies pay for demonstrated value. We help minimize upfront costs, reduce rework, and deliver measurable ROI across each development phase.

Rapid & Adaptive Acquisition Methods

Approach	Purpose	Benefit
DoD Adaptive Acquisition Framework (AAF)	Tailor acquisition pathways based on program needs	Choose from six acquisition options—including the Software Acquisition Pathway (SWP)—to enable rapid, iterative DevSecOps delivery
Software Acquisition Pathway (SWP)	For secure, cloud-native, mission-ready software	Accelerates software deployment using Agile, DevSecOps, and Lean methods; operational results expected within 1 year
Other Transaction Authorities (OTAs)	For R&D, prototyping, or dual-use innovations	Highly flexible; ideal for rapid, cost-shared, non-FAR projects; potential for follow-on production without recompete
Commercial Solutions Openings (CSOs)	Acquire cutting-edge commercial tech in areas of highest priority	Fast-track access to innovative products via flexible merit-based evaluation
SBIR Phase III	Scale R&D into mission applications	Awards can be made without further competition when based on a prior SBIR-funded effort. REI is eligible for 1) Business Process Automation; 2) Cloud Strategy; 3) Data Analytics; and 4) Grants or SBIR System Modernization.
Prototype to Production OT (10 U.S.C. §4022(f))	Move from MVP to scaled deployment	If prototype was successful, productionOT can be awarded without additional competition
Minimal Viable Product (MVP)-Based Approach	Deliver core functionality fast	Prove value early, shape future investment, and clarify buy vs. build strategies
Phased & Modular Contracting	Break down large projects for faster starts and agile adaptability	Fund and deliver incrementally to reduce risk and accelerate time-to-value
Hackathons & Code Challenges	Crowdsource innovation	Rapidly surface and prototype breakthrough solutions with stakeholder input

REI's portfolio of Federal Contract Vehicles includes contracts categorized as Tier-3 Best-In-Class (BIC) Solutions, Tier-2 Multi-Agency Solutions, and Tier-1 Agency-Wide Solutions.
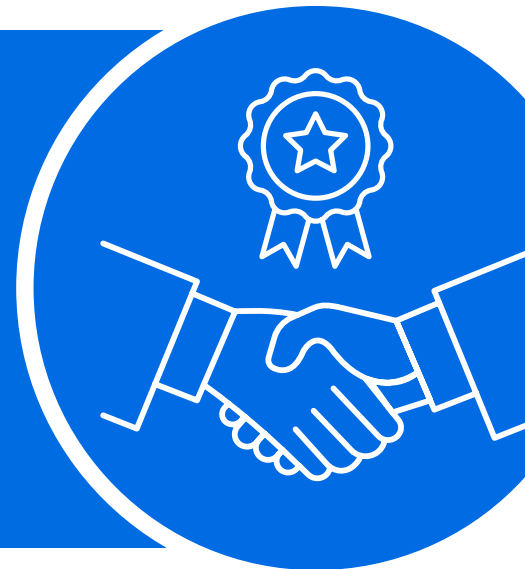Learn more: REI Contract Vehicles

Considerations for OT-Eligible Programs

→ **Not all agencies have OTA authority**—check eligibility before proposing.

→ **OTs often require cost-sharing and dual-use applicability**— ideal for research-intensive or commercializable innovations.

→ **REI can participate via consortia or direct awards,** and is actively monitoring opportunities via OTA marketplaces and DIU Tradewinds.

→ **OTs require strong planning, early teaming, and tailored agreements**—we help our partners structure these from the ground up.

Why Agencies Trust REI

→ 30+ years of delivering mission-driven IT modernization

→ Award-winning results that demonstrate real, measurable impact

→ Agile and DevSecOps expertise aligned to DoD's SWFT initiative and AAF pathways

→ Turnkey COTS platforms—GovGrants® and GovReview®— that reduce time to value

→ VistaOps: Production-ready, cloud-native architecture that accelerates secure deployment

Modern Missions Demand Modern Acquisition

REI Systems empowers agencies to procure smarter, deliver faster, and achieve measurable outcomes— all while remaining flexible, compliant, and mission-focused. To learn more, visit www.reisystems.com.

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