

## SECTION 1

## Executive Competitive Summary

Apex Federal Solutions is pursuing the recompete of the Department of Labor (DOL) Enterprise IT Modernization Support contract — an estimated \$12M IDIQ over five years covering help desk, network operations, cybersecurity monitoring, and cloud migration support for the Office of the Chief Information Officer (OCIO). The current incumbent, Meridian Systems Group, has held this contract since 2019. Three additional competitors have been identified through SAM.gov solicitation activity, USASpending award history, and GovConWire announcements. Apex holds SDVOSB certification — a meaningful set-aside advantage if DOL elects a small business vehicle for the recompete.

COMPETITOR						
Meridian Systems Group	No	Very Strong (Incumbent)	High	Strong	Moderate	HIGH
Vertex Government IT	Yes (8a)	Moderate	High	Strong	Low	MODERATE
Cornerstone Tech Partners	Yes (SDVOSB)	Low	Moderate	Moderate	Low	LOW
Apex Federal Solutions (Seller)	✓ SDVOSB	Low–Moderate	Moderate–High	Moderate	Low	SELLER

## SECTION 2

## Detailed Competitor Profiles

Meridian Systems Group · HIGH THREAT					
Role	Prime Incumbent				
Business Size	Large Business				
Est. Revenue	\$180M annually				
HQ	Reston, VA				
Contract Vehicles	GSA MAS IT 70, CIO-SP3 (Large), SEWP V				
Tenure on Program	Since 2019 — 6+ years				
SAM Status	Active — Expiry Dec 2026				
Certifications	None (large business)				
Ownership	Independent — no recent M&A;				
<table border="1"> <thead> <tr> <th>STRENGTHS</th> <th>WEAKNESSES</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> </tr> </tbody> </table>		STRENGTHS	WEAKNESSES		
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<ul style="list-style-type: none"> <li>• Deep incumbent advantage — 6 years of institutional knowledge, named relationships with OCIO leadership</li> <li>• Proven past performance on this exact program — lowest proposal risk for DOL evaluators</li> <li>• Strong GSA schedule presence; pricing visibility may benefit or constrain them</li> <li>• Active SEWP V vehicle provides alternate award path if DOL shifts vehicles</li> </ul>	<ul style="list-style-type: none"> <li>• Large business — ineligible if DOL designates SDVOSB or other small business set-aside</li> <li>• Price premium likely vs. small business competitors given overhead structure</li> <li>• No identified subcontract relationships on current program — performing in-house (concentrated risk)</li> <li>• Six-year tenure may draw scrutiny from DOL on innovation and fresh approach</li> </ul>
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*Meridian is the dominant threat on any unrestricted or large-business set-aside. Their tenure and agency relationships are significant. The primary strategy for displacing them is a set-aside designation or a superior price-to-performance narrative.*

### Vertex Government IT - MODERATE THREAT

<b>Role</b>	Anticipated Competitor — Prime
<b>Business Size</b>	Small Business (8(a))
<b>Est. Revenue</b>	\$28M annually
<b>HQ</b>	Tysons Corner, VA
<b>Contract Vehicles</b>	GSA MAS IT 70, OASIS+ (Small), CIO-SP3 (Small)
<b>Tenure on Program</b>	None — no prior DOL work identified
<b>SAM Status</b>	Active — 8(a) certified through 2027
<b>Certifications</b>	SBA 8(a), ISO 27001
<b>Ownership</b>	PE-backed — Fulcrum Capital Partners (2023 acquisition)

STRENGTHS	WEAKNESSES
<ul style="list-style-type: none"> <li>• 8(a) certification and strong OASIS+ pool presence — well-positioned for small business set-aside</li> <li>• Recent PE backing from Fulcrum Capital brings capital and BD resources</li> <li>• Demonstrated cloud migration work at HHS — adjacent agency experience</li> <li>• ISO 27001 certification signals cybersecurity maturity relevant to OCIO requirements</li> </ul>	<ul style="list-style-type: none"> <li>• No DOL relationship or prior work — starting from zero on agency-specific knowledge</li> <li>• PE acquisition in 2023 may still be creating internal integration friction</li> <li>• 8(a) graduation timeline — program may extend beyond 8(a) eligibility window</li> <li>• Smaller past performance portfolio than Meridian — evaluation risk on larger task orders</li> </ul>

*Vertex is the most capable small business competitor. Their 8(a) certification makes them a direct set-aside rival. PE backing is a double-edged signal — more resources, but also pricing pressure from a returns-focused owner.*

### Cornerstone Tech Partners - LOW THREAT

<b>Role</b>	Anticipated Competitor — Prime
<b>Business Size</b>	Small Business (SDVOSB)

<b>Est. Revenue</b>	\$9M annually	
<b>HQ</b>	Alexandria, VA	
<b>Contract Vehicles</b>	GSA MAS IT 70, SEWP V (awardee)	
<b>Tenure on Program</b>	None identified	
<b>SAM Status</b>	Active — SDVOSB certified, Expiry Aug 2026	
<b>Certifications</b>	SDVOSB, CompTIA Security+	
<b>Ownership</b>	Veteran-owned, independent	
<b>STRENGTHS</b>	<b>WEAKNESSES</b>	
<ul style="list-style-type: none"> <li>• Direct SDVOSB competition — same set-aside pool as Apex</li> <li>• SEWP V vehicle provides broad ordering flexibility</li> <li>• Lean cost structure may enable aggressive pricing</li> </ul>	<ul style="list-style-type: none"> <li>• Significantly smaller revenue base — capacity and staffing risk on a \$12M program</li> <li>• Limited past performance on programs of this scope or at civilian agencies of DOL's size</li> <li>• No identified DOL relationships or agency touchpoints</li> <li>• SAM.gov expiry in Aug 2026 — if not renewed, potential compliance gap during performance</li> </ul>	

*Cornerstone poses limited threat at this contract size. Their SDVOSB status makes them relevant in a set-aside scenario, but their revenue base and past performance depth are unlikely to be competitive against Apex on a \$12M program.*

SECTION 3

## Team Internal Assessment — Apex Federal Solutions

Apex Federal Solutions · SELLER ASSESSMENT	
Role	Seller — Pursuing Prime
Business Size	Small Business (SDVOSB)
Est. Revenue	\$14M annually
HQ	Herndon, VA
Contract Vehicles	GSA MAS IT 70, SEWP V, OASIS+ (Small — pending)
DOL Relationship	Emerging — one introductory meeting with OCIO deputy CIO (Q1 2026)
SAM Status	Active — SDVOSB certified, Expiry Oct 2026
Certifications	SDVOSB, CompTIA Security+, AWS Cloud Practitioner (team-level)
Ownership	Veteran-owned, independent
STRENGTHS	GAPS & PROPOSAL RISKS
<ul style="list-style-type: none"> <li>• SDVOSB certification — primary competitive differentiator if set-aside is designated</li> <li>• Lean cost structure — pricing advantage vs. large business incumbents</li> <li>• AWS cloud migration experience from prior HHS and GSA task orders</li> <li>• Established relationship with OCIO deputy CIO — early mover advantage</li> </ul>	<ul style="list-style-type: none"> <li>• Revenue base (\$14M) is below typical prime threshold comfort for a \$12M IDIQ — staffing risk must be addressed in proposal</li> <li>• No prior DOL program performance — past performance gap relative to Meridian is significant</li> <li>• SAM.gov expiry Oct 2026 — must renew before proposal submission; failure is a compliance disqualifier</li> <li>• OASIS+ Small Business pool not yet confirmed — limits vehicle flexibility if DOL uses that vehicle</li> </ul>

Apex's SDVOSB status is the single most important variable in this pursuit. If DOL designates a SDVOSB set-aside, the competitive field narrows to Apex and Cornerstone — a dramatically more favorable environment. Proposal strategy should prioritize influencing the set-aside designation through early OCIO engagement. SAM.gov renewal (due Oct 2026) must be treated as a mission-critical compliance item, not an administrative task.

SECTION 4

## Head-to-Head Matchups

The following matchups evaluate Apex Federal Solutions against the two highest-threat competitors across key evaluation factors anticipated for this solicitation.

Apex vs. Meridian Systems Group			
EVALUATION FACTOR	APEX	MERIDIAN SYSTEMS GROUP	ADVANTAGE
Set-Aside Eligibility	SDVOSB — qualifies for all set-aside types	Large Business — ineligible for small business set-asides	APEX

EVALUATION FACTOR	APEX	MERIDIAN SYSTEMS GROUP	ADVANTAGE
<b>Incumbent Advantage</b>	No prior DOL work; strong adjacent PP	6 years on this program; named OCIO relationships	<b>MERIDIAN</b>
<b>Technical Depth</b>	AWS cloud experience; solid cyber posture	Deep DOL-specific IT environment knowledge	<b>MERIDIAN</b>
<b>Price Competitiveness</b>	Lean overhead — SDVOSB rate advantage likely	Large business overhead; higher wrap rates	<b>APEX</b>
<b>Past Performance</b>	HHS, GSA task orders — adjacent but not DOL	On-program PP — strongest possible citation	<b>MERIDIAN</b>
<b>Innovation Narrative</b>	Cloud-first, modern stack — easier to pitch	Entrenched; may struggle to differentiate on innovation	<b>APEX</b>

### Apex vs. Vertex Government IT

EVALUATION FACTOR	APEX	VERTEX GOVERNMENT IT	ADVANTAGE
<b>Set-Aside Eligibility</b>	SDVOSB — qualifies if DOL designates veteran set-aside	8(a) — qualifies for 8(a) or small business set-asides	<b>TIE</b>
<b>Agency Relationship</b>	One OCIO meeting (Q1 2026)	No DOL touchpoints identified	<b>APEX</b>
<b>Financial Capacity</b>	\$14M revenue — borderline for \$12M program	\$28M revenue — stronger capacity signal	<b>VERTEX</b>
<b>Contract Vehicles</b>	MAS IT 70, SEWP V; OASIS+ pending	MAS IT 70, OASIS+ (Small confirmed), CIO-SP3	<b>VERTEX</b>
<b>Price Competitiveness</b>	Lean structure — strong rate advantage	PE-backed — possible upward pricing pressure	<b>APEX</b>
<b>Certifications</b>	SDVOSB — veteran preference advantage	8(a) SBA — broader set-aside eligibility	<b>TIE</b>

SECTION 5

## Competitive Intelligence Gaps & Recommended Actions

INTELLIGENCE GAP	WHY IT MATTERS	PROPOSAL RISK	RECOMMENDED ACTION
Vertex Government IT ownership integration status post-Fulcrum acquisition	PE-backed competitors may shift pricing strategy; integration risk could weaken their proposal	<b>MODERATE</b>	Monitor GovConWire and Fulcrum Capital portfolio announcements; check for job posting spikes indicating integration activity
DOL set-aside designation intent	Determines whether Meridian is even eligible — most consequential single variable in this pursuit	<b>HIGH</b>	Escalate OCIO relationship with deputy CIO; pursue Sources Sought response to signal SDVOSB availability; monitor SAM.gov for RFI language
Cornerstone Tech Partners SAM.gov renewal status (Aug 2026)	If Cornerstone lapses, their SDVOSB eligibility fails — changes the set-aside competition pool	<b>LOW</b>	Monitor SAM.gov entity record for Cornerstone in Q2 2026; note in BD tracker
Meridian sub-tier incumbency — any named technical subs on current program	Technical sub incumbents are harder to displace than primes; may compete as prime on recompute	<b>MODERATE</b>	Search USASpending sub-award data for DOL/Meridian contract; check Meridian newsroom for named partners
Vertex OASIS+ Small pool confirmation	Determines whether Vertex has a vehicle advantage if DOL uses OASIS+ for the recompute	<b>MODERATE</b>	Verify Vertex OASIS+ awardee status in GSA pool documentation; confirm whether DOL OCIO has OASIS+ ordering history

SECTION 6

## Competitive Strategy Summary & Win Theme

Apex’s optimal pursuit strategy rests on two parallel tracks. The first is set-aside designation advocacy — actively positioning Apex’s SDVOSB status with the OCIO through the Sources Sought response and relationship development with the deputy CIO. A SDVOSB designation would remove Meridian entirely and reduce the field to Apex vs. Cornerstone, a competition Apex is strongly favored to win on past performance and capacity grounds. The second track is a price-and-innovation narrative for the unrestricted scenario. If the procurement goes unrestricted, Apex must compete on modern cloud architecture, lean pricing, and a compelling transition plan that reframes Meridian’s tenure as incumbent inertia rather than an asset.

Against Vertex, the differentiation is relationship proximity and SDVOSB certification specificity. Against Cornerstone, it is capacity and past performance depth. Apex should not compete on price alone against any of these three — the technical and certification narrative must carry weight.

WIN THEME

**"Veteran-led. Cloud-ready. Built for DOL's next six years — not its last six."**

Position Apex as the forward-looking alternative to an entrenched incumbent — SDVOSB-certified, cloud-native capable, and priced for the modern federal budget environment.

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## SECTION 7

### Assumption Notice

*This report is a sample generated for demonstration purposes using a fictional scenario. All company names, contract values, personnel, certifications, and procurement timelines are fictional and do not represent real entities or active solicitations. In production reports, all data is sourced from SAM.gov, USASpending.gov, FPDS-NG, GSA eLibrary, GovConWire, and direct press release verification per the ArcReact research protocol.*

*Scoring Profile: IT Services & Software — Standard Mode. This score reflects prioritization of procurement vehicle availability, budget cycle alignment, procurement timing, relationship access, and incumbent risk in addition to standard baseline factors. Score: 72 — PURSUE.*