Cyber Consortium and Other Transactional Authorities: Opportunities for Regional Businesses
Commercial industry now drives innovation.

10 U.S.C. §2371 gives DoD a tool to reach non-traditional state-of-the-art companies whom typically do not work with the DoD in traditional procurement contracting.

PEO IEW&S has stressed the importance of leveraging the authority smartly to prototype, reduce risk, and inform requirements in order to better tailor and accelerate program activities.

- Make sure we do not overreach with an OTA
- The Acquisition Strategy should provide a clear path and plan with its usage nested into the broader plan

Our PMs have utilized a phased approach which has fostered increased competition as well as the ability to:

- Evaluate the technical feasibility more quickly
- Interact with actual users earlier to understand the military utility
- Implement a “buy”, “try”, “decide” approach
- Introduce a “test,” “fix,” “test” process that allows for an agile modification activity
- Integrate the prototypes on different platforms and into systems earlier in the process
- Award of a follow-on production contract or transaction without the use of competitive procedures

PEO IEW&S has realized reduction in procurement action lead time from fourteen (14) months on average for a traditional procurement to about eight (8) months on average for an OTA.

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PEO IEW&S Current Efforts

- **PM Biometrics Next Generation Biometric Collection Capability (NXGBCC):**
  Integrated collection system of Commercial-Off-The-Shelf (COTS) hardware and software, combined with a database and architecture, to ensure the end-to-end data flow required to support different technical landscapes during multiple types of operational missions.

  *Prototyping agreement met through Consortium for Command, Control and Communications in Cyberspace (C5).*

- **PM Electronic Warfare and Cyber (EW&C) Multi-Function Electronic Warfare Air Large (MFEW-AL) System Prototyping:** The MFEW-AL payload will be designed to provide multiple EW functions in support of tactical operations.

  *Prototyping agreement met through C5.*

- **PM Positioning, Navigation, and Timing (PNT) Mounted Assured PNT Prototype:** A near-term capability requirement that addresses two current capability gaps: access and integrity. Access is the ability to access accurate PNT information in a contested Electronic Warfare (EW)/Cyber environment. Integrity is the ability to trust the PNT data. These gaps directly affect the Army's ability to conduct operations and execute the full range of Warfighter functions in global positioning system (GPS)-contested environments.

  *Prototyping agreement pending through C5.*

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• **PM PNT Dismounted Assured PNT Prototype:** Capability will provide the Soldier conducting operations outside of vehicles with a means to maintain accurate position, velocity, and time (PVT) information in GPS-challenged or degraded/denied environments.

*Prototyping agreement pending through C5.*

• **PM Terrestrial Sensors Ground-Based Persistent Surveillance and C2:** Provide support to the Engineering and Manufacturing Development (EMD) phase for the development of the Engineering Development Model (EDM) and Technical Design Package (TDP), completion of system engineering technical reviews, and developmental test support.

*Prototyping agreement met through DoD Ordnance Technology Consortium.*

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PEO IEW&S Forecasted Requirements

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PROGRAM/ PROJECT TITLE: PM Electronic Warfare & Cyber/ Tactical Airborne Collection Exploitation and Techniques (TACET)

DESCRIPTION/ OVERVIEW: Development of a modeling and simulation environment to enable high fidelity simulation of new and/or existing EW techniques and CONOPs in an operational environment.

ESTIMATED VALUE: $5-10M

CONTRACTING CONTACT (if known): Unknown

STAND ALONE OTA OR CONSORTIUM: Consortium for Command, Control and Communications in Cyberspace (C5)

ESTIMATED REQUEST FOR WHITE PAPER RELEASE DATE: November 2018

IS A FOLLOW-ON PRODUCTION CONTRACT OR TRANSACTION ANTICIPATED? No

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PROGRAM/ PROJECT TITLE: Army TENCAP / TENCAP Signal Processing Software

DESCRIPTION/ OVERVIEW: Develop software to perform signal processing against modern communication and non-communication radio frequency (RF) networks used by near-peer adversaries. The intent of the software is to help U.S. DOD RF collection systems rapidly detect and identify signals of interest (SOI) in a congested frequency spectrum.

ESTIMATED VALUE: $5M

CONTRACTING CONTACT (if known): ACC-APG/Ft. Belvoir, Ashley Seffernick, 703-704-0830, ashley.p.seffernick.civ@mail.mil

STAND ALONE OTA OR CONSORTIUM? Sensor, Communication & Electronics Consortium (SCEC)

ESTIMATED REQUEST FOR WHITE PAPER RELEASE DATE: 1QFY19

IS A FOLLOW-ON PRODUCTION CONTRACT OR TRANSACTION ANTICIPATED? No

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**Terrestrial Layer System (TLS)**

**PROGRAM/ PROJECT TITLE:** PM Electronic Warfare & Cyber/ TLS component level development & prototyping

**DESCRIPTION/ OVERVIEW:** TLS (Variant 1, Increment 1) is an integrated Signals Intelligence (SIGINT), Electronic Warfare (EW), and Offensive Cyber Operations-enabled system capable of detecting, identifying, locating, denying, and disrupting communications and non-communications systems in support of United States Army Active Duty Brigade Combat Team (BCT) Commander

**ESTIMATED VALUE:** $15M-$17M

**CONTRACTING CONTACT (if known):** Unknown

**STAND ALONE OTA OR CONSORTIUM?** Unknown

**ESTIMATED REQUEST FOR WHITE PAPER RELEASE DATE:** Forecasted 3QFY19

**IS A FOLLOW-ON PRODUCTION CONTRACT OR TRANSACTION ANTICIPATED?**
Additional OTA effort for system level development & prototyping planned for FY21, competitive competition for production planned for FY22.

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Positives:

• OTAs are an excellent tool for obtaining Industry prototypes for test & evaluation activities necessary to determine the “state-of-technology” in support of military utility.

• OTA’s provide the speed to go from a concept to an integrated hardware and software product that can be evaluated in less time than is possible with traditional contracting methods.

• There is less paperwork and seems to be easier to accomplish.

• The OTA process provides the government flexibility that would be harder to achieve using traditional acquisition methods to include more open dialog (e.g. collaborating Statement of Work, multiple question & answer cycles available).

• Facilitates access to non-traditional vendors possessing new approaches and ideas to be engaged by the Product Offices.

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Additional Feedback:

- The Army Acquisition Community generally lacks understanding and experience on the effective utilization of OTAs.

- The OTA process should be agile and adaptive, but the acquisition community has tended to revert back to established processes rather than embrace the change (attributed to lack of experience).

- The OTA process can move much faster than the requirements development and validation processes — slow requirements approval ultimately delays the process.

- Agreements typically utilize a FFP arrangements which may not be ideal for R&D efforts with multiple unknown variables.

- Vendors were not as well versed in the terms of the OTA as expected.

- There is not a formal process for debriefing unsuccessful offerors.

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• Ultimately, OTAs are not the answer for all requirements, but they certainly have utility for prototyping activities

• PEO IEW&S has incorporated OTAs as another tool to facilitate agility and responsive program management in today's dynamic and complex environment

• PEO IEW&S hopes the reinvigorated use of OTAs result in the provision of timely and effective capabilities to the Soldier, while facilitating fiscal responsibility

• It is essential that OTAs incorporate good business sense and appropriate safeguards to protect the Government’s interest

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