

How to Do Business with the CWMD Consortium

June 7, 2018



JPEO-CBRND's Approach to Meeting Emerging Requirements

JPEO-CBRND established an OTA for rapid prototyping of technologies within the Countering Weapons of Mass Destruction (CWMD) and Chemical Biological Radiological Nuclear (CBRN) domains

... consists of a Consortium of traditional and nontraditional defense contractors *united through the OTA* with the JPEO-CBRND and broader CWMD/CBRN customer base

The CWMD OTA

- Provides rapid prototyping for technologies that enable or enhance the understanding of the CBRNE operational environment, threats, and vulnerabilities; control, defeat, disable, and/or dispose of WMD threats; safeguard the force while responding to natural and manmade disasters; and promote the cooperation, coordination, interoperability, and decision making between agencies, all levels of government, and with partner nations.
- Technical Objective Areas
 - WMD Consequence Management and Hazard Mitigation
 - Threats and Vulnerabilities Awareness, Counter-Proliferation Technologies and Capabilities
 - Arms Control Technologies
 - Chemical, Biological Radiological, and Nuclear
 - Fundamental Science, Research and Development, and Experimentation of Emerging Technologies
- Awarded 20 November 2017 (10 yr period of performance and \$10B ceiling)

Features and Benefits of CWMD OTA

U.S. Government

- Reduced acquisition lead time
- One-stop technology shopping
- Access to broad spectrum of traditional and non-traditional contractors
- Full and open competition throughout
- Source selection integrity preserved
- Ability to fund projects incrementally
- Open dialogue with Contractor is permitted up until proposal submittal
- Technically acceptable proposals placed in basket awaiting funding for 1-3 years

Industry & Academia

- Relief from cumbersome FAR provisions
- Enables industry/academia planning for technology development and/or IRAD investments
- Enhanced collaboration between the Government, Industry and Academia during white paper and proposal preparation processes
- Higher visibility into USG requirements
- Open dialogue with the Government is permitted up until proposal submittal
- Technically acceptable proposals placed in basket awaiting funding for 1-3 years

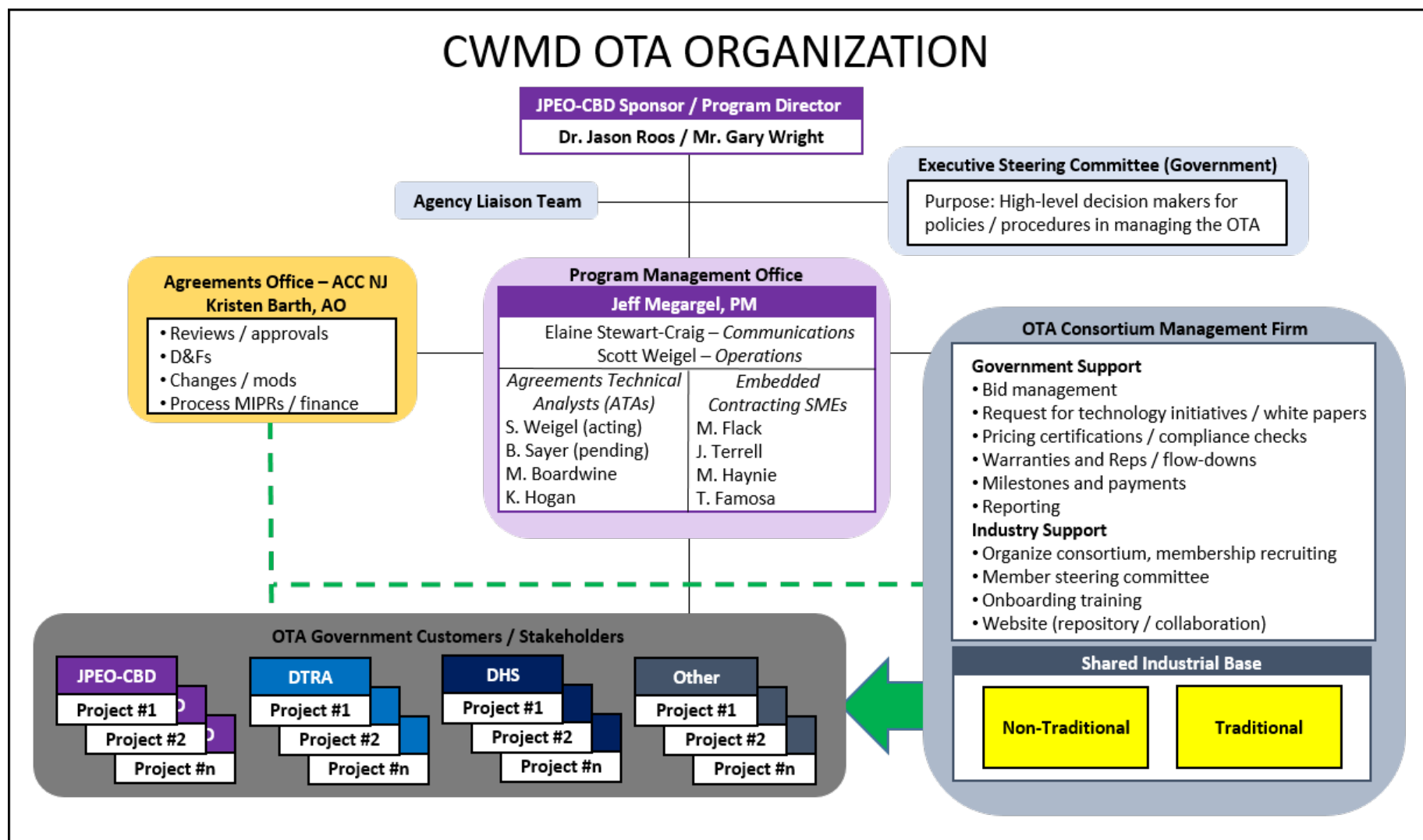
Providing Rapid and Effective Prototyping

What is the CWMD Enterprise?

- CWMD is:
 - An enterprise through which the DoD CWMD/CBRN community, industry and academia work collaboratively to develop prototype solutions to address WMD threats and safeguard the force
 - An enterprise that reduces acquisition lead time, cost and risk and ultimately reducing significantly the overall time from R&D to fielding
 - A way to leverage resources and assets within the US CWMD/CBRN Technology Base (DoD, Industry and Academia)
 - A way to expand the US CWMD/CBRN Technology Base by competitively engaging non-traditional defense companies possessing innovative ideas and technologies
- CWMD is not:
 - Just another contract vehicle
 - A way to get a sole source contract
 - A way to avoid FAR requirements

JPEO-CBRND Acquisition Strategy and the CWMD OTA

CWMD OTA Management Structure



Key Program Roles & Responsibilities

Program Management Office (JPEO-CBRND)

- Execute program strategy and marketing
- Manage operations
 - Monitor Cost, Schedule, and Technical Performance
- Provide acquisition support and expertise
 - Contractual (embedded 1102s)
 - Technical
- Maximize customer service and support
 - Training

Consortium Management Firm (ATI)

- Manage consortium
 - Maintain on-line process for bid management
 - Conduct pricing certifications
 - Complete compliance checks
 - Award sub-agreements
- Monitor post-award performance against technical milestones
- Manage payment process
- Manage reporting and deliverables

Agreements Officer (ACC-NJ)

- Review and approve requirements
- Review and approve evaluations of white papers/proposals
- Prepare Determination and Findings -- approving that proposal requirements are met (pricing, warranties and requirements, etc.)
- Facilitation of legal and PARC reviews
- Perform post-award administration

Agreements Officer's Representative

- Writes requirements with program team
- Conducts evaluations
- Drafts selection memoranda
- Monitors cost, schedule, and technical performance
- Approves deliverables
- Approves payments, etc.
- Communicates any changes to PMO/AO

OTA-Consortium Construct

OTA-Consortium Construct

**DoD CWMD/CBRN
Community**



**10 U.S. Code § 2371b
OTHER TRANSACTION AGREEMENT**



Consortium Management Firm



CWMD Consortium



Traditionals

Non-traditionals

Nonprofits

Academia

Small businesses

Large businesses



CWMD Enterprise at a High-level

- **Government** solicits proposals from Consortium members thru Consortium Management Firm (CMF) on prioritized projects to mature, transition and/or integrate technology to produce prototype solutions
- **Industry** dynamically forms teams as appropriate to submit responses
- **Government** competitively selects teams best suited to perform the work under an OTA
- **CMF** negotiates and makes awards to successful offerors
- **“Industry”** delivers solutions to the end user

CWMD Enterprise Leadership

- Customer: JPEO-CBRND
 - Jeff Megargel – Program Manager
- Agreements Office: ACC-NJ
 - Kristen Barth – Agreements Officer
- Consortium Leadership:
 - Formation Committee, then transition to elected Executive Committee
 - Pat Nolan – EXCET, Inc.
 - Alton Reigh – Streamline Automation
 - Dave Cullin – FLIR
 - Henry Heine – University of Florida, Institute of Therapeutic Innovation
 - Charlie Janney – Veteran Corps of America
 - Mike Stebbins – ATI
- Consortium Management Firm: ATI
 - Mike Stebbins – Executive Director
 - Mica Dolan, Frank McKenna - Contracts
 - Consortium POC and daily management for the CWMD
 - Provide “single point contracting” functions
- Other Transaction Agreement
 - Between JPEO-CBRND and CWMD

Role of the CMF

In support of the Government

(funded by Gov customers)

- Solicitation Preparation/Webinars
- Submission Portals
- Whitepaper & Proposal – Receipt/Compliance Review
- Award Processing/Cost Analyses
- Agreement Negotiation/Award/Admin/Closeout
- Milestone/Deliverable Tracking & Gov't Approvals
- Invoice Receipt/Payment
- Technical and Financial Reporting
- Nontraditional Tracking/ Reporting

In support of Industry

(funded by dues/assessments)

- Consortium Leadership Support
- Meeting Facilitation
- Member Application Processing
- Member Database (DD2345, “good standing” tracking, etc.)
- Dues/Assessment Invoicing & Collection
- Program Status & Financial Reporting
- Conferences/Booth
- Website
- Other Support Services

The CWMD Consortium

CWMD Consortium



- Organization united through a formal agreement
 - Currently 183 members, “Non-traditional” defense contractors, academic institutions, and not-for-profit organizations
 - www.cwmdconsortium.org
- Current membership makeup
 - Non-traditional Distribution
 - 84% non-traditional
 - 16% traditional
 - Business class distribution
 - 70% small
 - 21% large
 - 5% non-profit
 - 4% academic

CMWD Consortium Approach

- Innovation through Collaboration
 - Fluid relationships, open communications, and a spirit of collaboration
 - Traditional and non-traditional member companies learn about one another and form strong project teams
 - Small companies gain access to larger business opportunities
 - Project work results in prototypes that solve real-world challenges facing the warfighter
- Comprehensive suite of collaboration tools
 - Complex Data Reporting: business intelligence viewed in customizable dashboards
 - Customer Relationship Management: membership recruitment and analysis
 - Event Management: email and event marketing and support at conferences, etc.
 - Teaming: member and Government collaboration portals; secure document sharing
 - Online Collaboration and Communication: meeting and video conferencing
 - Solicitations: secure portal for proposal submission and evaluation
 - Training: e-learning software and deployment platform

Supporting Competition

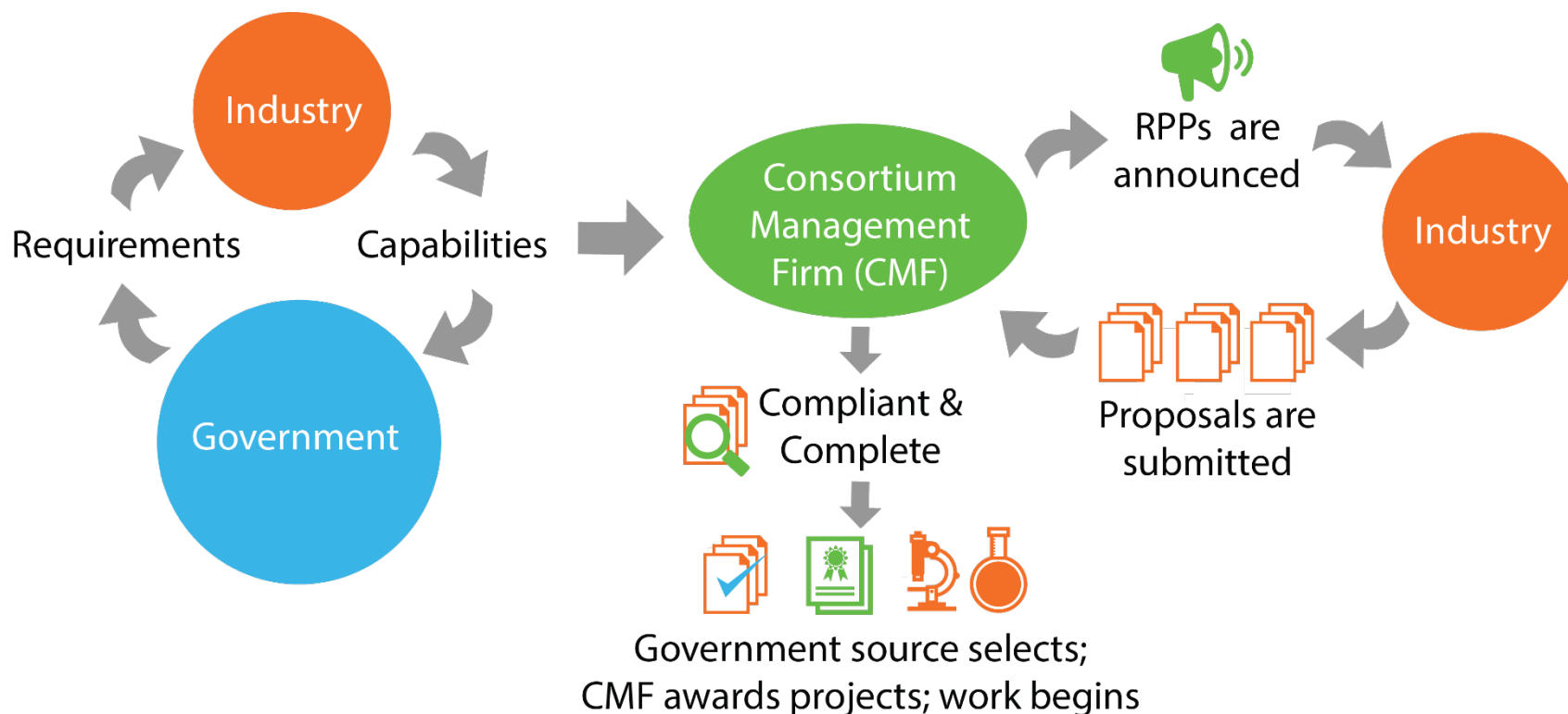
- Notices on FBO so non-members are aware of solicitation opportunities (join for details)
- The CMF helps “level the playing field” by offering:
 - Training of new members to indoctrinate them on process
 - Proposers Conferences and webinars, where instructions and templates are explained in detailed
 - Dedicated, on-call support for proposal development
- Offer tools to encourage teambuilding
 - Facilitate in-person collaboration events
 - Networking webinars
 - Online, searchable databases to find teaming partners

How to Join CWMD

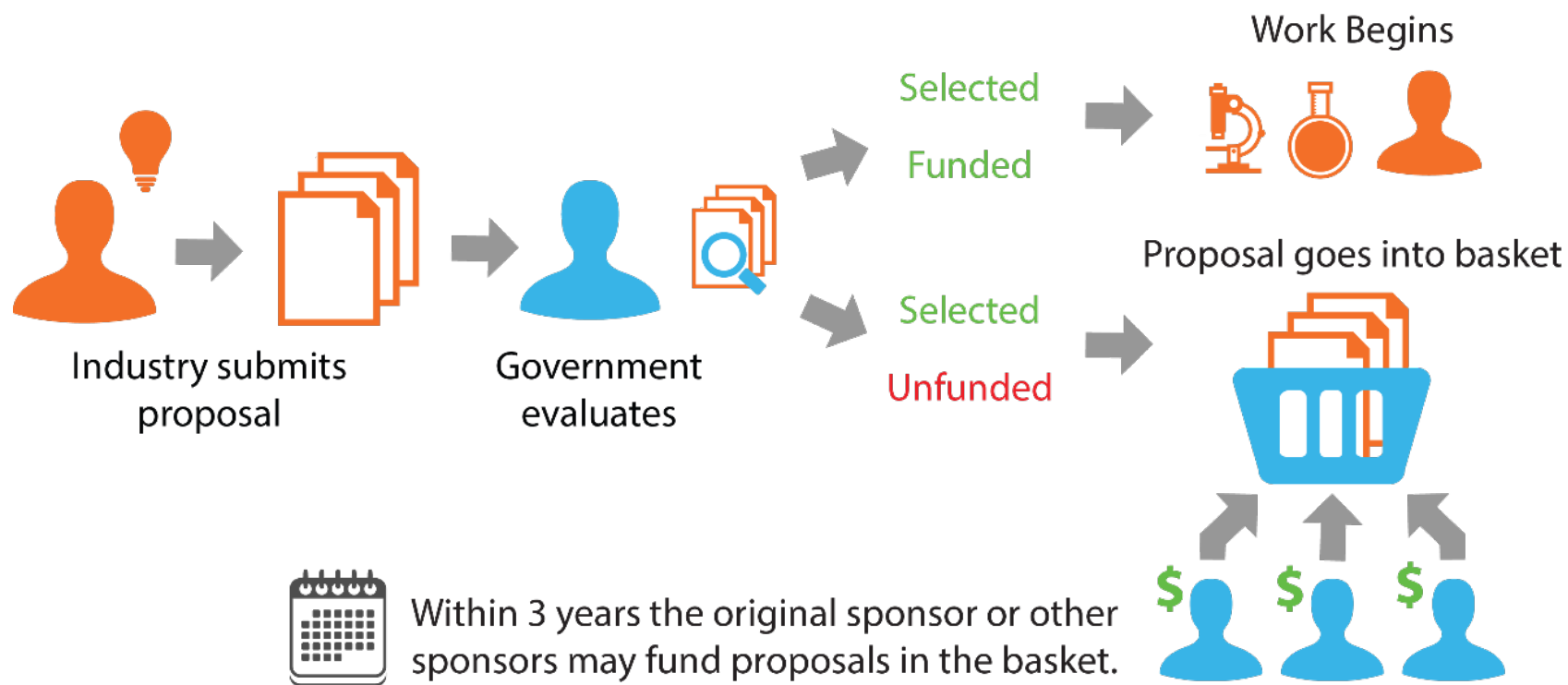
- Visit: www.cwmdconsortium.org
 - Membership Application: complete and sign
 - Consortium Membership Agreement (CMA): read and sign pg 6
 - DD2345 Certification: provide (access to unclassified technical data)
 - FOCl: if FOCl, provide DSS letter or signed Export Form
- Membership limited to US firms or US-based affiliate of foreign firm
- Send to: cwmd@ati.org
- Inquiries: contact Mike Stebbins
 - mike.stebbins@ati.org
 - 843-760-4094

CWMD Consortium Process

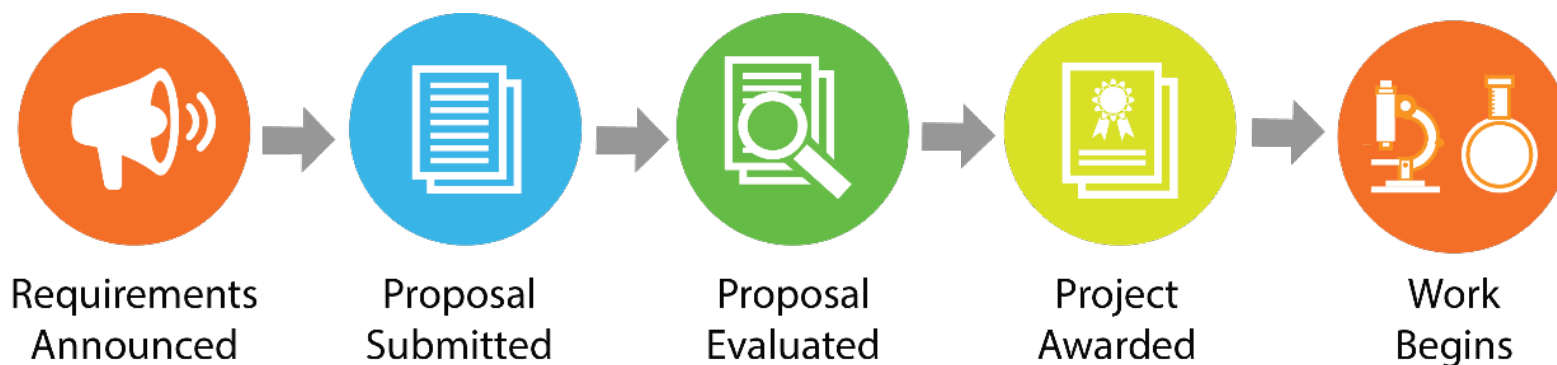
Efficient



Flexible



Fast



90 DAYS

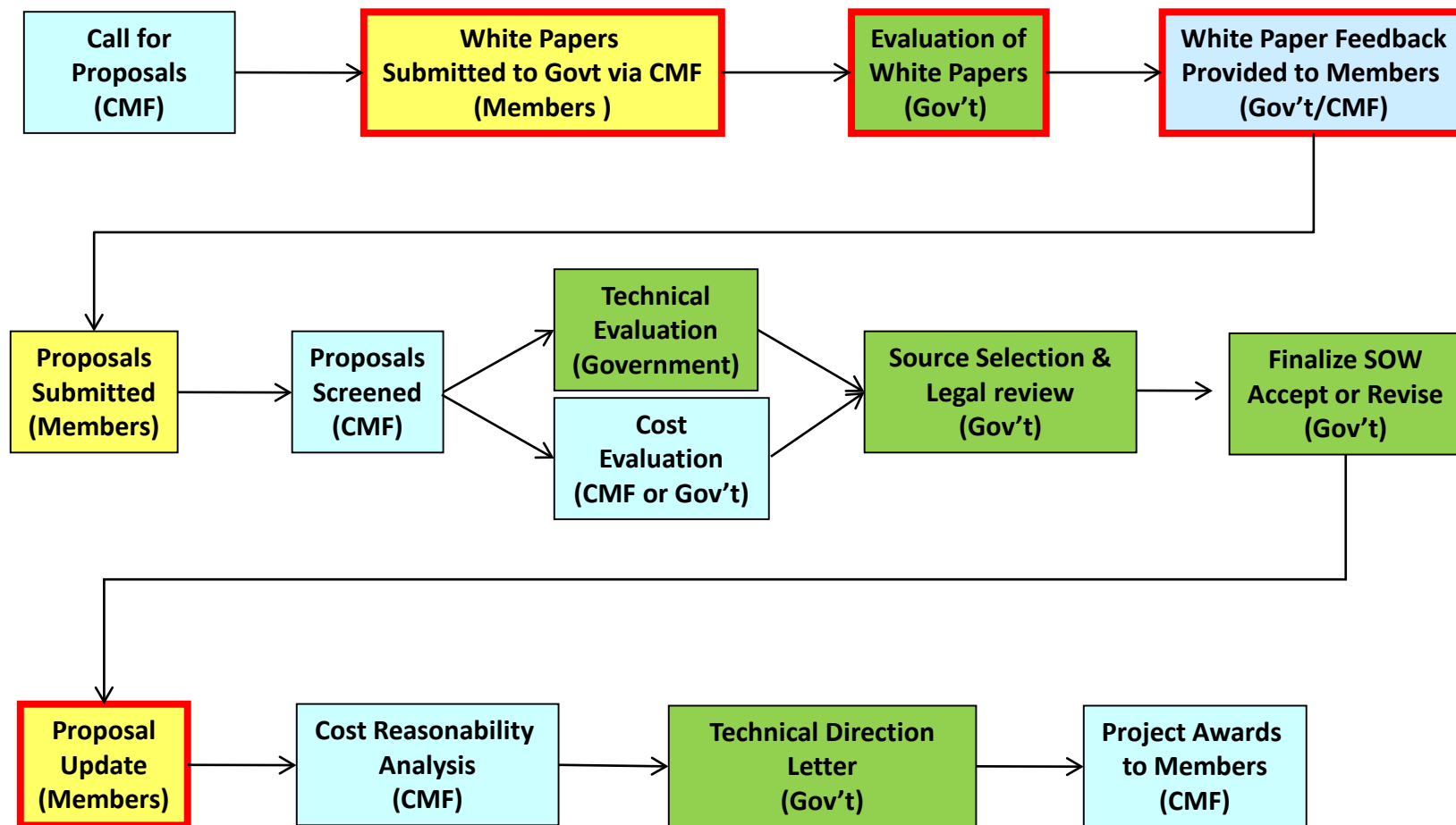
from request for proposals to contracted work*

*not indicative of all awards

Project Execution Flow

■ Government Responsibility
 ■ Consortium Member Responsibility
 ■ Consortium Management Firm Responsibility

Note: Process blocks outlined in red can be omitted to enhance response speed



Agreements

- CWMD Base Agreement

- Between ATI and CWMD member organization
- Serves as baseline agreement for all future project agreements
- Flows down applicable T&Cs from OTA between govt and CWMD

- CWMD Project Agreement

- Between ATI and CWMD member organization
- Defines the particulars of the awarded project
- Include IP, data right assertions, SOW, milestones, payment instructions, etc.

Information Dissemination

- 3 primary mechanisms
 - Email exploder to Members and “Interested Parties”
 - www.cwmdconsortium.org – public facing website
 - www.private.cwmdconsortium.org – members only website
- RPP release
 - FBO “Intent to Announce”
 - Email announcement / posting on website
 - Members only website
 - Access RPP documents (technical requirements and other docs)

Consortium Websites

■ Public Facing

- <https://www.cwmdconsortium.org/>
- Breaking news (RPP releases, events, etc.)
- Updated Member listings; How to join
- High-level overview

■ Members Only

- <https://private.cwmdconsortium.org/>
- **Official** CWMD RPP information (including amendments)
- Base Agreement and Policy Guidance
- Coming:
 - POCs for all member
 - Capability information for members

The RPP

- Requests for Prototype Projects (RPPs)
 - Government defines requirements
 - RPPs can contain 1 or more 'requirements'
 - Each 'requirement' details its technical requirements
 - Each 'requirement' will indicate proposal process:
 - Proposal
 - White Papers then Proposals
 - Enhanced White Paper then Cost Proposal/SOW
 - The RPP contains proposal prep instructions
- Proposers Conference
 - Webinar to address proposal prep requirements
- Submission
 - Submissions via secure upload to ATI for compliance screening
 - ATI distributes submissions to government for source selection
 - Coming soon – secure upload portal (BIDS)

Selection, Negotiation, Award

■ Selection

- Gov't finalizes selection, notifies ATI
- ATI notifies offerors
 - Award, Basket or Rejection

■ Negotiation

- Awardee and Gov't initiate SOW negotiation
- ATI performs cost analysis

■ Award

- Base Agreement
- Project Agreement

Forecast and Status

CWMD OTA Pipeline Forecast

- All information is provided for informational purposes only and subject to availability of funding and final approval
 - Some potential prototyping projects are not included because the agencies are evaluating their use of the CWMD OT
 - Given the level of interest to date, the list of potential requirements is likely to grow substantially
- The forecast will be posted to the CWMD Consortium website and updated as needed

Pipeline Forecast

RPP Release	Status	PM/Requiring Office	Project #/Title/Program Acronym	Program Acronym (Example: JECF, JBADS, CALS, EMBD)	Type of Submission (FP, WP/FP, EWP)
18-01	Awarded	JPM-P	CWMD1801: Mass Personnel Decontamination System	MPD	FP – Full Proposal
18-02	Awarded	JPL SOF RCDD	CWMD1802: Bulk Agent Sample Transfer	BAST	FP – Full Proposal
18-03	Released – FP	JPM NBC CA	CWMD1803: Multi-Phase Chemical Agent Detector	MPCAD	WP/FP – Whitepaper/Full Proposal
18-04	In evaluation	JPEO-CBRND R&D Experimentation	CWMD1804: Integrated Early Warning Virtual Architecture Prototyping	IEW VAP	EWP – Enhanced Whitepaper
18-05	In evaluation	JPM-P	CWMD1805: High-Mobility Decontamination System	HMDS	EWP – Enhanced Whitepaper

Pipeline Forecast

RPP Release	Status	PM/Requiring Office	Project #/Title/Program Acronym	Program Acronym (Example: JECP, JBADS, CALS, EMBD)	Type of Submission (FP, WP/FP, EWP)
18-06	In evaluation	JPL SOF RCDD	CWMD1806: Non-Standard Chemical Biological Aircraft Survivability Barrier	NS-CASB	EWP – Enhanced Whitepaper
18-06	In evaluation	ECBC Battlefield Integration Branch	CWMD1807: Expeditionary Chemical Monitoring Prototype (ECMP) for Integrated Early Warning (IEW) in CBRN Environments	ECMP	EWP – Enhanced Whitepaper
18-06	In evaluation	JPM-P	CWMD1808: Contaminated Human Remains Transfer Case	CHRT	EWP – Enhanced Whitepaper
18-06	In evaluation	ECBC Battlefield Integration Branch	CWMD1809: Integrated Early Warning (IEW) Tactical Visualization		EWP – Enhanced Whitepaper
18-06	In evaluation	ECBC Battlefield Integration Branch	CWMD1810: Chemical Detection Module (CDM) Prototype Design Optimization	CDM	EWP – Enhanced Whitepaper
18-07	In evaluation	DTRA RD-CBI	CWMD1811: Chemical and Biological Integration Platform	CBIP	EWP – Enhanced Whitepaper

Pipeline Forecast

RPP Release	Status	PM/Requiring Office	Project #/Title/Program Acronym	Program Acronym (Example: JECF, JBADS, CALS, EMBD)	Type of Submission (FP, WP/FP, EWP)
18-08	In evaluation	JPEO-CBRND R&D Experimentation	CWMD1812: CBRN IEW Software Network ISO Joint US Forces Korea Portal and Integrated Threat Recognition	JUPITR SW Network	EWP – Enhanced Whitepaper
18-09	Released – EWP	JPM-P	CWMD1813: Expanded Toxic Industrial Chemical (TIC) Protection for Joint Expeditionary Collective Protection Systems (JECF) Systems	JECF TIC Filter	EWP – Enhanced Whitepaper
18-11	Released – EWP	JPM-P	CWMD1814: Chemical/Biological Detector Prototype for the Field Expedient Leak Tester	FELT	EWP – Enhanced Whitepaper
18-12	Released – EWP	DTRA	CWMD1815: Scene Change Detection System		EWP – Enhanced Whitepaper
18-13	Released – EWP	ECBC Detection & Decon Engineering	CWMD1816: Joint Biological Point Detection System Type IV Liquid Consumable Bottle Redesign	JBPDS	EWP – Enhanced Whitepaper
18-14	Released – EWP	JPM G	CWMD1817: Triplex-Toxin Analyte MultiSpot Prototype Lateral-Flow Toxin and Bacterial Assay Tests		EWP – Enhanced Whitepaper
18-15	Released – EWP	PACAF	CWMD1818: Pacific Air Forces (PACAF) Environmental Monitoring and Insight Network (EMIN) Prototype	PACAF EMIN	EWP – Enhanced Whitepaper

Pipeline Forecast

RPP Release	Status	PM/Requiring Office	Project #/Title/Program Acronym	Program Acronym (Example: JECF, JBADS, CALS, EMBD)	Type of Submission (FP, WP/FP, EWP)
TBD	Pre-release	JPM G	Tactical Disablement System	TACDS	EWP – Enhanced Whitepaper
TBD	Request for Information (RFI)	JPM G	Mounted Manned Platform Radiological Detection System (M2PRDS) Vehicle Integrated Platform Enhanced RADIAC	VIPER	EWP – Enhanced Whitepaper
TBD	Pre-release	DHS CWMD	Bio Surveillance in 12 cities	BioDetection21	EWP – Enhanced Whitepaper
TBD	Pre-release	PEO ACWA	Chemical Munition Destruction System -- Pueblo Chemical Agent Destruction Pilot Plant	PCAPP	FP – Full Proposal
TBD	Pre-release	JPM G	Integrated Man-portable Radiation Detection System	MRDS	EWP – Enhanced Whitepaper
TBD	Pre-release	JPL SOF RCDD	Loop Mediated Isothermal Amplification Biological Identifier	LID	FP – Full Proposal
TBD	Pre-release	DTRA RD-CX	Low Frequency Electromagnetic/Radio Frequency (RF) E-Field/B-Field Detection Hardware Development		RFI – Request for Information

Pipeline Forecast

RPP Release	Status	PM/Requiring Office	Project #/Title/Program Acronym	Program Acronym (Example: JECP, JBADS, CALS, EMBD)	Type of Submission (FP, WP/FP, EWP)
TBD	Pre-release	DTRA RD-IA	Mobile Imaging Exploration (MIX)	MIX	EWP – Enhanced Whitepaper
TBD	Pre-release	DHS CWMD	Radiological Sensor Common Viewer		FP – Full Proposal
TBD	Pre-release	ECBC	Scale up of metal organic framework (MOF) filter media and the incorporation in prototype filters and other applications	MOF	EWP – Enhanced Whitepaper
TBD	Pre-release	Aviation & Missile RDEC	Tuneable Electronic Components	TBD	FP – Full Proposal
TBD	Pre-release	JPM-P	UIPE FoS	UIPE FOS	EWP – Enhanced Whitepaper

Where were/we will be in 2018?

- TechConnect
 - May 13-16, Anaheim, CA

- BIO2018
 - June 4-7, Boston, MA

- NDIA CBRN
 - July 24-25, Wilmington, DE

Points Of Contact

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CMF, Program Manager

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Questions?

Backup

CWMD Technical Area

Consequence Management and Hazard Mitigation

- ...providing capabilities to reduce, eliminate, counter, survive, and mitigate the effects of WMD threats, natural and manmade disasters
- ...can include capabilities for non-intrusive diagnostics, transport, removal, destruction or neutralization of a threat, material solutions to First Responders, and the integration of CWMD support between Federal, State, and Local First Responders.

CWMD Technical Area

Threats and Vulnerabilities Awareness, Counter-Proliferation Technologies and Capabilities

- ...development of technologies to assist in the location, identification, characterization, assessment, and prediction of WMD threats
- ...can include capabilities for situational awareness and information systems, advanced sensors and platforms, unmanned systems and robotics, sensitive site exploitation (SSE) and forensics, intelligence, and surveillance and reconnaissance, and verification and monitoring
- ...Special operations forces are anticipated to be the primary end user; however, conventional forces, surveillance, reconnaissance, and intelligence specialists, and inter and intra-organizational entities will also participate

CWMD Technical Area

Arms Control Technologies

- ...development, demonstration, and transition of technologies or processes that facilitate the implementation and monitoring of WMD-related international arms control, initiatives, understandings, treaties and other agreements

CWMD Technical Area

Chemical, Biological, Radiological, Nuclear and High Explosives (CBRNE)

- ...rapid development, demonstration, implementation and transition of prototypes, products and test infrastructure to deliver capability to the Joint Warfighter in support of combating CBRNE threats

CWMD Technical Area

Fundamental Science, Research and Development, and Experimentation of Emerging Technologies

- ...identification, adaptation, development, experimentation, demonstration, implementation and transition of innovative concepts or technologies
- ...developing advanced technology demonstrations (ATDs) to support the Joint United States Forces Korea Portal and Integrated Threat Recognition Assessment of Environmental Detection

Background

Under the authority of 10 U.S.C. section 2371b, the Department of Defense has authority to carry out **prototype projects** that are:

- **directly relevant to enhancing the mission effectiveness** of military personnel and the supporting platforms, systems, components, or materials proposed to be acquired or developed by the Department of Defense, or
- **to improvement** of platforms, systems, components, or materials in use by the armed forces

Additional References: Sec 815 NDAA 2016; DoD Other Transactions Guide for Prototype Projects dated Jan 2017

DoD's OTA Fundamentals

What's a Prototype?

- “Prototype” means a physical or virtual model used to evaluate the technical feasibility, manufacturing feasibility or military utility of a particular technology, process, concept, end item, or system

OSD's Other Transaction Authority Guide for Prototype Projects, January 2017

DoD's OTA Fundamentals

What's "directly relevant"?

- DoD must intend to develop or acquire prototypes that are directly relevant to enhancing mission effectiveness
- So, the prototype project must be closely connected to increasing mission effectiveness and/or improving personnel, platforms, systems, components in use by the Armed Services
- If the reason for the acquisition is to "stimulate" or "support" the project it is not appropriate for a Prototype OTA

DoD's OTA Fundamentals

Each 2371b Prototype Project SHALL meet one of the following conditions:

- A. “There is at least one **nontraditional defense contractor** or nonprofit research institution **participating to a significant extent** in the prototype project
- B. OR all significant participants in the transaction other than the Federal Government are small businesses or NTDCs
- C. OR at least 1/3 of the total cost of the prototype project is to be paid out of funds provided by sources other than the Federal Government
- D. OR Agency's senior procurement executive justifies exceptional circumstances for an innovative business arrangement, or to expand the defense supply base in a manner that would not be practical or feasible under a contract.”

ATI and CWMD

- ATI (Advanced Technology International)
 - Non-profit, professional Consortium Management Firm (CMF)
 - Current Prototype OTA Consortia managed by ATI:
 - National Armaments Consortium (NAC)/DOTC (2002/2008)
 - Vertical Lift Consortium (VLC) - 2010
 - National Spectrum Consortium (NSC) - 2015
 - Medical Technologies Enterprise Consortium (MTEC) - 2015
 - Border Security Technology Consortium (BSTC) - 2016
 - Medical CBRN Defense Consortium (MCDC) – 2016
 - Countering Weapons of Mass Destruction Consortium (CWMD) – 2017
 - Space Enterprise Consortium (SpEC) - 2017
 - ATI also manages FAR-based consortia and collaborations

DoD's OTA Fundamentals

Follow-on Production

A follow-on production FAR contract or another OTA may be awarded to the participants in the prototype OTA without the use of competitive procedures if

- competitive procedures were used for the selection of parties for participation in the prototype OTA and
- the participants successfully completed the prototype project.
- However, follow-on production OTAs or contracts are not processed through the CWMD consortium

CWMD Project Requirements

Summary:

- Must be for a prototype
- Must be directly relevant to enhancing mission effectiveness
- Must address at least one of the OTA Technology Objectives
- Must meet one of the following conditions:
 - ✓ Non-Traditional Defense Contractor participating to a significant extent
 - ✓ All significant participants are non-traditional
 - ✓ One-third cost-share requirement for Traditional Defense Contractors

CWMD Prototype Project

- “Prototype Project” means a project that can be described as a preliminary pilot, test, evaluation, demonstration, or agile development activity used to evaluate the technical or manufacturing feasibility or military utility of a particular technology, process, concept, end item, effect, or other discrete feature.
 - Prototype projects may include systems, subsystems, components, materials, methodology, technology, or processes.
- By way of illustration, a prototype project may involve: a proof of concept; a pilot; a novel application of commercial technologies for defense purposes; a creation, design, development, and demonstration of technical or operational utility; or combinations of the foregoing, related to a prototype. The quantity should be limited to that needed to evaluate technical or manufacturing feasibility or military utility.

DoD's OTA Fundamentals

■ A Nontraditional Defense Contractor is

- An entity not currently performing, and has not performed for at least the one-year period preceding the solicitation of sources by DOD for the procurement or transaction, any contract or subcontract for DOD that is subject to full coverage under the cost accounting standards
- A unit of a traditional may qualify as a nontraditional (separate DUNS)
- Nonprofit research institutions added in 2018 NDAA

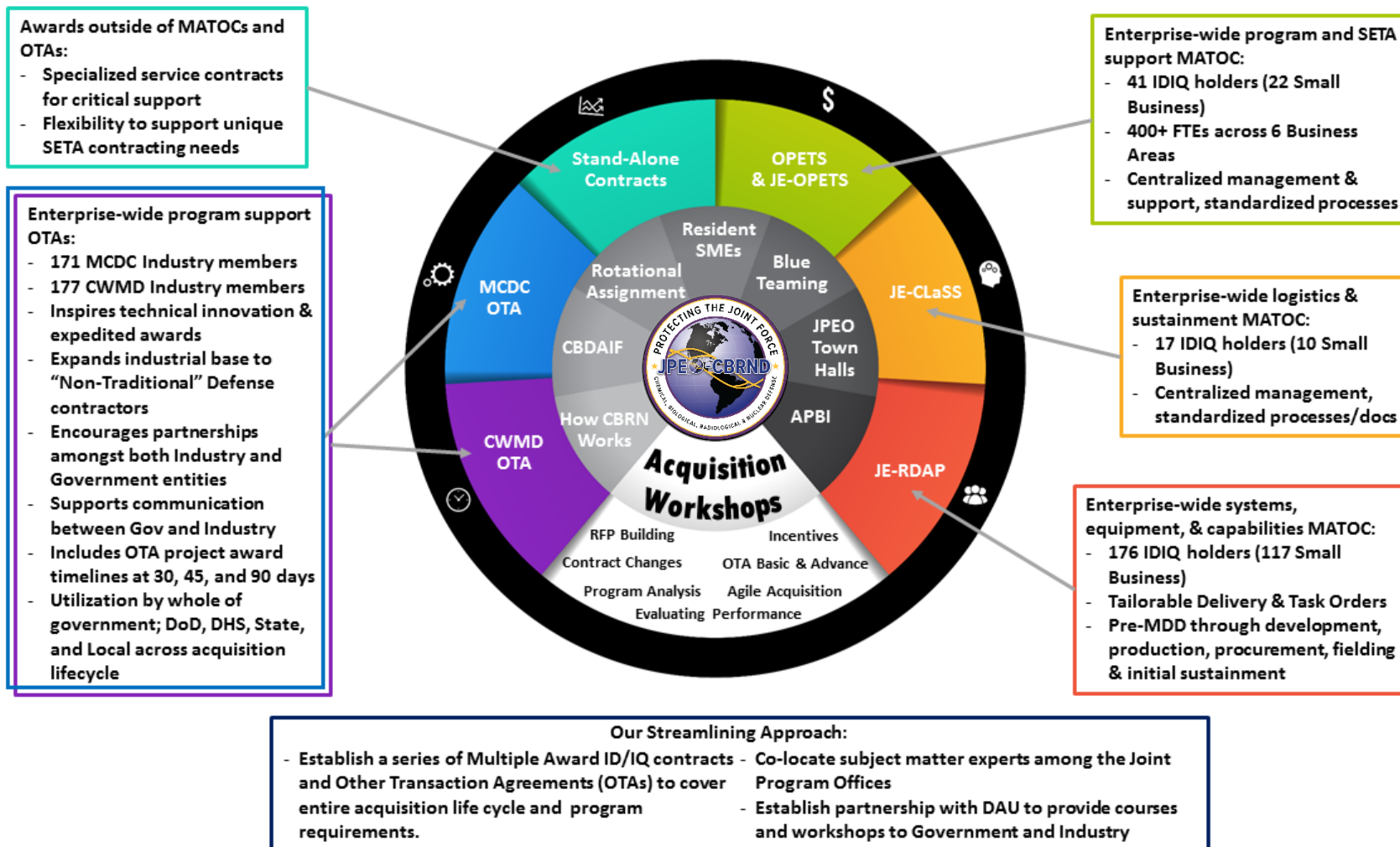
■ Participating to a significant extent

“Examples of what might be considered a significant contribution include

- supplying new key technology or products,
- accomplishing a significant amount of the effort,
- or in some other way causing a material reduction in the cost or schedule or an increase in performance.”

JPEO-CBRND Contracting Strategy

Robust strategy to ensure all products and services can be acquired in a timely fashion



Suite of tools to deploy

ATI Team

- For further information:
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