

**NOTICE FOR PROPOSALS  
FOR  
THE DEPARTMENT OF DEFENSE  
UNITED STATES ARMY AVIATION AND MISSILE RESEARCH,  
DEVELOPMENT AND ENGINEERING CENTER (AMRDEC)**

**SECTION 815 OTHER TRANSACTION**

Other Transactions Agreement (OTA) for Prototype Projects **Solicitation #: W31P4Q-17-X-0001**

**Any award that may result from this OTA solicitation will be in accordance with 10 United States Code (U.S.C.) § 2371b, as amended by Section 815 of the National Defense Authorization Act (NDAA) of 2016, Public Law (P.L.) 114-92, Authority of the Department of Defense to carry out certain prototype projects.**

**UNITED STATES OF AMERICA  
U.S. Army Contracting Command- Redstone Arsenal (ACC-RSA), on behalf of the  
Department of Defense, U.S. Army AMRDEC**

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## **PART 1 – EXECUTIVE SUMMARY**

**10** The United States (U.S.) Army Contracting Command- Redstone Arsenal (ACC-RSA), on behalf of the Department of Defense (DoD), US Army Aviation and Missile Research, Development and Engineering Center (AMRDEC), intends to enter into an Other Transaction Agreement (OTA) for the development and maturation of guided missile technologies, manufacturing and enabling/disruptive technologies, and aviation technologies. This OTA includes technologies to improve the entire guided weapons kill-chain, extend range, expand the air defense coverage and enable on-the-move engagement for the maneuver force, as well as maturation, risk reduction and affordability enhancement of advanced manufacturing technologies and processes in support of aviation and missile commodities. The purpose of entering into the OTA is to broaden available acquisition vehicles to meet the technical and programmatic requirements of the U.S. Army and DoD modernization initiatives. The OTA is intended to attract innovative new technologies and spur development of technology and prototypes, as well as advanced manufacturing techniques, which are critical to the Department of Defense's near and long-term aviation and guided weapons systems goals.

**11** ACC-RSA intends on entering into an OTA with one (1) Consortium Administrative Organization (CAO), on behalf of the Consortium, whose body of members possesses a collective expertise in prototype guided missile technologies, manufacturing and enabling/disruptive technologies, and aviation technologies. The Consortium would potentially include industry, academia, non-profit, and for-profit entities for the purpose of enhancing our warfighters' lethality, survivability, and combat effectiveness through industrial and academic research, development, and technology demonstrations. Once the OTA is awarded, the body of Consortium members will compete for individual prototype projects by teaming with other members based on the collective expertise required of the particular project. It is anticipated that this Consortium based competitive process will create teams capable of producing prototypes using cutting edge technology that will support AMRDEC and DoD's mission. The Consortium must be fully operational within 30 calendar days of OTA award.

**12** It is anticipated that an award will be made under the authority of 10 U.S.C. § 2371b. The Secretary of the Army, under the authority of 10 U.S.C. § 2371b can 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.

**13** The CAO will be responsible for the operation of the Consortium. The CAO will not be eligible to participate in the prototype project awards. This limitation is placed in order to reduce conflict of interest issues and is included in the interest of competitive fairness. However, the Government may request Task Requests, which are Project Agreements that are to be undertaken by the Consortium membership as a whole. A Task Request is awarded directly from the Government to the CAO as an entity who performs the project as prime and involves Consortium members participating as subcontractors.

**14** The Consortium, through its Members, shall conduct individual and collaborative efforts to carry out prototype projects 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.

**15** A draft of the OTA is provided as Attachment 1 to this solicitation. The draft OTA should be carefully reviewed as it will be the Agreement executed between the Government and the CAO on behalf of the Consortium Members. The Consortium shall comply with Terms and Conditions, to be negotiated, necessary to fulfill the statutory requirements of an OTA in accordance with 10 U.S.C. § 2371b, Authority of the Department of Defense to carry out prototype projects. Please note that the specific Terms and Conditions of the resulting OTA may be negotiated and finalized with the selected Consortium prior to award.

## **PART 2 - ELIGIBILITY**

The CAO, on behalf of the Consortium, shall comply with 10 U.S.C. § 2371b. Prototype projects to be awarded under this OTA shall meet one of the following conditions:

- There is at least one nontraditional defense contractor or nonprofit research institution participating to a significant extent in the prototype project; OR
- All significant participants in the transaction other than the Federal Government are small business (including small businesses participating in a program described under section 9 of the Small Business Act (15 U.S.C. § 638)) or nontraditional defense contractors; OR
- At least one third of the total cost of the prototype project is to be paid out of funds provided by sources other than the Federal Government; OR .
- The senior procurement executive for the agency determines in writing that exceptional circumstances justify the use of a transaction that provides for innovative business arrangements or structures that would not be feasible or appropriate under a contract, or would provide an opportunity to expand the defense supply base in a manner that would not be practical or feasible under a contract.

The Government desires to utilize nontraditional defense contractors that participate to a significant extent in prototype projects related to the development of weapons and weapon systems acquired or developed by the Department of Defense.

A nontraditional defense contractor is an entity that is not currently performing and has not performed, for at least the one-year period preceding this solicitation, any contract or subcontract for the Department of Defense that is subject to full coverage under the cost accounting standards (CAS) prescribed pursuant to 41 U.S. Code § 1502 and the regulations implementing this section.

A small business means a small business concern as defined under section 3 of the Small Business Act (15 U.S.C. § 632).

An Offeror must provide certification or self-certify as to their eligibility under either criteria as specified above. Absence of this self-certification may impact the Offeror's proposal being considered for evaluation and award.

Foreign-owned, controlled, or influenced firms are advised that security restrictions may apply

that may preclude their participation in these efforts.

### **PART 3 – PROGRAM TERM AND ESTIMATED PROGRAM FUNDING**

The term of the OTA is planned as a ten (10) year agreement from the date of award. The estimated value of the prototype projects to be awarded under the terms and conditions of the OTA is \$2,000,000,000 (\$2B).

### **PART 4 – TECHNICAL DESCRIPTION OF THE PROGRAM**

**4.0** The AMRDEC mission is to deliver collaborative and innovative aviation and missile capabilities for responsive and cost-effective research, development, and life-cycle engineering solutions.

**4.1** Technology Objectives - The Government, in conjunction with the proposed Consortium members, will perform a coordinated research and development program designed to develop and mature guided missile technologies, develop and transition aviation and missile manufacturing technologies, and integrate advanced technologies, techniques, and processes into future weapons systems to extend range, expand the air defense coverage and enable on-the-move engagement for the maneuver force. The OTA will encompass the following as it relates to capabilities within each of these functional areas: guided missile, manufacturing and enabling/disruptive technologies, and aviation.

**4.1.1** Guided Missile – Target detection/acquisition/tracking sensors, missile electronics, seekers to defeat moving targets and air defense threats, guidance/control for improved precision and Global Positioning System (GPS)-denied precisions, lethality mechanisms, warheads, fuzes, payloads, radar, datalink and communication, materials and structures, power systems, aerodynamics, navigation systems, modeling and simulation, energetics, component cyber security, propulsion systems for increased range and decisive effects, missile launchers, and support equipment.

**4.1.2** Manufacturing and Enabling/Disruptive Technologies – Innovation enablers, additive manufacturing, high energy creation and storage systems, directed energy, advanced materials/processes, advanced manufacturing techniques, manufacturing cyber security, modeling and simulation, virtual prototyping, robotics, automation, high temperature materials, lightweight & hybrid materials, flexible electronics, reclamation/repair technologies, and open system architectures for enhanced manufacturing productivity (digital manufacturing and Industrial Internet of Things (IIoT)).

**4.1.3** Aviation – Platforms/materials/structures, power systems, engines/propulsion systems, drives/rotors, mission systems, avionics/navigation, sensors, networks, data link and communication, survivability, sustainability, autonomy, manned/unmanned teaming (MUMT), unmanned aerial vehicle (UAV), component cyber security and aviation ground support equipment/systems (AGSE).

## **PART 5 – SUBMISSION OF PROPOSALS**

### **5.0 Proposal Instructions**

**5.01** The general organization and contents of a proposal are described in this section. The amount of detail to be presented in each section of the proposal is left to the discretion of the Offeror, within the page limitation identified. The information must, however, be presented in sufficient depth for the Government to make a comprehensive evaluation of the Offeror's understanding of the requirements of this solicitation and Offeror's capability to meet the requirements. The Offeror's proposal should demonstrate understanding and capability in a concise and logical manner, and should not contain material not relevant to this solicitation. Elaborate brochures, binding, detailed artwork, or other embellishments are unnecessary and not desired. The proposal must not contain more than fifty (50) pages, exclusive of the Fee Structure Proposal. This page limitation does not include cover pages, indices, and table of contents. Pages must be 8.5 x 11 inches, single-sided, single-spaced, with a Times New Roman Font 12 Point. Margins on all four edges of each sheet will be at least one inch. Table and figures may use Times New Roman or Arial Narrow Font, with size not less than 11 Point. Any pages provided in excess of fifty (50) pages will not be reviewed or evaluated.

**5.02** Information provided should be accurate, factual, and complete. Only the proposal, as submitted, will be evaluated and used for purposes of award.

**5.03** The Government may enter into discussions with the Offeror(s) whose proposals are the most highly rated. The Government reserves the right to request written or oral presentations of proposals, or portions of proposals from all, some or none of the Offerors and to enter into written or oral discussions with all, some or none of the Offerors.

**5.04** The Government reserves the right to award this OTA without written or oral presentations.

**5.05** The Proposal must provide sufficient information on the following factors to demonstrate the Offeror's ability to successfully perform the requirements contained herein. Items (a) through (d) are to be included in the Technical Volume. Item (e) is the Fee Structure Volume.

- (a) Programmatic Experience
- (b) Structure of the Consortium
- (c) Composition of the Consortium
- (d) Team Technical Experience
- (e) Fee Structure

### **5.06 Proposal Submission Instructions.**

**5.1.6.1 Point of Contact (POC).** Receipt of proposals are to be made through E-mail/secure electronic communication server to the POC for this solicitation. The Offeror is responsible for ensuring receipt by the listed POC. If submitting electronically, proposal shall be sent to the Agreements Officer, Ms LaMeshia Billington at [lameshia.r.billington.civ@mail.mil](mailto:lameshia.r.billington.civ@mail.mil) or via secure file transfer.

File size may be an issue for email and secure file transfer; the Offeror is responsible to ensure that the files are received by the Agreements Officer by the solicitation response date. Offerors are able to utilize the Army's secure file transfer at the following site:

<https://safe.amrdec.army.mil/safe/>. However, the Government does not assume responsibility for system functionality and recommends confirming receipt of all documents with the POC.

**5.1.6.2 Proposal Questions.** Questions for clarification or understanding of solicitation requirements shall be submitted no later than 12:00 PM Central Time on May 1, 2018. All requests must be submitted via electronic mail to the POC listed above in 5.1.6.1. Telephonic inquiries will not be accepted. Responses to timely, written questions, as well as other amendments to this solicitation, will only be published on the Government's FedBizOpps webpage.

**5.1.6.3 Proposal Submission.** Proposals must be submitted to the listed POCs above no later than 4:00 PM Central Time on May 8, 2018. Your submission shall include two separate parts: a Technical proposal and a Fee Structure proposal.

**5.1.6.4 File Packaging.** Files shall be in read-only format, using PDF files. All price breakdown information to aid in the Fee Structure evaluation shall be submitted in Microsoft Office Excel with formulas intact. Read/Write format. Fee Structure evaluation supporting information shall be in a read-only format using PDF files.

**5.1.6.5 Content Requirement.** All information shall be confined to the appropriate file. The offeror shall confine submissions to essential matters, sufficient to define the proposal in a concise manner, to permit a complete and accurate evaluation of each proposal. Each file of the proposal shall consist of a Table of Contents, Summary Section, and the Narrative discussion. The Summary Section shall contain a brief abstract of the file. Proprietary information shall be clearly marked. All submissions become Government property and will not be returned.

**5.1.6.6 Cover Letter.** Offerors shall submit a cover letter with the following information included:

1. Solicitation Topic and Number.
2. Name of company, address, email address, phone number and fax number of the POC for the Offeror and those authorized to negotiate for the Offeror on behalf of the Offeror.
3. Name, title and signature of person authorized to sign the proposal including evidence of the agent's authority to sign. Offeror's DUNS Number, CAGE Code and Tax Payer Identification Number.
4. Statement regarding the proposals acceptance period. The Government requires a minimum proposal acceptance period of 180 calendar days.

**5.1.6.7 Executive Summary/Abstract.** The executive summary shall briefly summarize the proposal in less than two single spaced pages with Times New Roman 12 point font.

## **5.2 Technical Volume**

**5.2.1** The Technical volume shall be prepared with a cover page with identifying solicitation title, solicitation number, name and mailing address of the Offeror, and Technical volume content. This section must detail the Technical volume content (paragraph 5.3) and must not exceed fifty (50) pages in length (see paragraph 5.1.1 above).

**5.2.2** The Technical Volume must not contain any reference to cost of operating and managing



the Consortium. However, information concerning labor hours and labor categories, consultants, travel, materials, equipment, shall be contained in the Technical Volume in sufficient detail so the Government may evaluate the Offeror's resources and capability to meet the requirements of this solicitation. Additionally, the Technical Volume shall include detailed plans, assumptions and other information, to demonstrate the Offeror's approach to Consortium operations.

### **5.3 Technical Proposal Content**

**5.3.1 Programmatic Experience.** The Offeror shall provide a narrative detailing its programmatic experience managing a previous organization/consortium and the ability to lead multiple Guided Missile, Manufacturing and Enabling/Disruptive, and Aviation technical efforts. The offeror shall discuss Consortium management experience, discuss corporate competencies, past performance experience and Independent Research and Development (IRAD) programs with regard to the research, development, maturation, and advance manufacturing processes of the major aviation and missile commodity technology areas listed in Section 4.0, including relevant history of ability to develop and integrate similar technologies.

**5.3.2 Structure of the Consortium.** The Offeror shall describe in the Consortium Management Plan (CMP) how the Offeror plans to operate and manage the Consortium. The plan shall address the Vision, Mission Statement, Goals, Success Criteria, Metrics, Management Framework of Consortium, Process of executing Consortium responses to Government requirements, Articles of Collaboration/By-Laws, Consortium Member Agreement (CMA) and any other relative information on how the consortium plans to operate to include management of Intellectual Property, business procedures and systems of the Consortium, location of the Offeror's home or branch office, including proximity to the Government requiring office. The Offeror shall describe the process of executing consortium responses to Government requirements. The Offeror shall also address how Personal and Organizational Conflict of Interests will be identified and handled. The Offeror shall provide a plan for how it will establish a secured Internet-based web application, such as a website, for use by public, current and prospective Consortium Members, and the Government within 30 calendar days of OTA award. The Internet-based web application must be user friendly, secure, virus protected, compliant with Section 508 of the Rehabilitation Act, and password protected for non-public information and activities. **Offerors shall describe and justify any exceptions to the draft OTA in their CMP.**

**5.3.3** Provide a draft Consortium Membership Agreement (CMA) to govern the dealings among the Consortium Members and to be used by the Consortium to enlist members of the Consortium. The Government is not a party to the CMA. It is expected that the CMA will mirror the OTA where applicable, but it will also include non-OTA terms and conditions, to include governance, membership requirements, cost sharing, intellectual property and a business framework for collaboration and teaming among Consortium members, to include handling of disputes and conflicts among consortium members. **The CMA does not count against the overall Technical Volume page limit.**

**5.3.4 Composition of the Consortium.** The Offeror shall provide the current or proposed consortium membership base of industry and academia partners. This includes the current or proposed Consortium Membership List that identifies both the traditional and nontraditional defense contractors. The Offeror shall ensure that there is an appropriate mix of Guided Missile, Manufacturing and Enabling/Disruptive, and Aviation technical qualifications as well as an appropriate mix of industry and academic partners. The Offeror shall detail the ease with which

new members are able to join and participate, as well as its plans to grow and mature the Consortium membership base.

**5.3.5 Team Technical Experience.** The Offeror shall describe the Consortium membership's ability to meet the scope of requirements detailed by the Technology Areas (Guided Missile, Manufacturing and Enabling/Disruptive Technologies, Aviation). Specifically, in each Technology Area, the Offeror should identify which consortium member(s) possess expertise, and the extent of that expertise.

## **5.4 Fee Structure Volume**

**5.4.1** The administrative costs, managerial costs, and fixed fee for the Consortium Administrative Organization (CAO) is reimbursable based on a percentage of the cost of each prototype project in an amount to be agreed upon each Government Fiscal Year as detailed in Article V: Obligation and Payment of the Draft OTA. This Fixed Fee is applied to the cost of each prototype project. The Fee Structure Volume contains the basis of Fee to compensate the CAO. The Fee Structure Volume shall have two subparts: 1) The Offeror is to estimate the operating costs for year one (1) of the Consortium, and 2) the proposed Fee for program year one (1). For proposal purposes only, an Offeror should assume the annual total value of prototype projects submitted to, and approved for, the Consortium during year one (1) to be \$175M.

**5.4.2** The Fee Structure Volume shall include a cost narrative for descriptions of cost estimating techniques and allocation methods, utilized by the Offeror. Estimating technique(s) used in creating this volume shall be clearly identified. Commercially available parameter cost models and in-house developed parametric cost models may be used if identified and available.

**5.4.3** The Offeror shall address its approach to financial operations to include how it plans to manage costs. The Offeror shall describe how it plans to generate revenue for continuing operations regardless of the value of the prototype projects and how it will be tracked and managed.

**5.4.4 Labor.** For realism purposes, an Offeror shall clearly identify labor categories with the number of labor hours and labor rates for both direct and indirect labor. Indicate if the rates are current or projected. If projected, provide the basis for the projection. Offerors shall include a labor qualification chart to include the labor category title, labor category description, education and skill level, and years of experience.

**5.4.5 Travel.** List the proposed travel associated with Consortium operations. Include origin and destination, duration of travel, estimated air or automobile expense, proposed automobile rental cost, if applicable, along with a statement of the Offeror's current travel policy. Explanation of the need for proposed travel must be included in the Fee Structure Volume.

**5.4.6 Other Costs.** List all other costs not otherwise included in the categories described above and provide a basis for pricing.

**5.4.7** The Offeror is to provide its Defense Contract Management Agency (DCMA) Contract Administration Office (if known) and cognizant Defense Contract Audit Agency (DCAA) Audit Office (if known), and date of last audit.

**5.4.8** The Offeror shall state if its accounting system complies with the Generally Accepted Accounting Principles (GAAP) and submit with the Fee Structure Volume a completed SF1408 Preaward Survey of Prospective Contractor Accounting System.

## **PART 6 – EVALUATION FACTORS FOR AWARD**

### **6.1 Basis for Award**

**6.1.1** The Government anticipates award of one (1) Other Transaction Agreement (OTA) resulting from this competitive synopsis/solicitation to the responsible and responsive Offeror that best meets the Government's requirements. The Government may enter into discussions with the Offeror(s) whose proposals are the most highly rated, if deemed necessary or appropriate, before the Agreement is executed, with one, some or all Offerors.

**6.1.2** This OTA will be entered into with one (1) Consortium whose body of members possesses a collective expertise in prototype guided missile technologies, manufacturing and enabling/disruptive technologies, and aviation technologies. This notice is considered a competitive combined synopsis/solicitation, seeking a partner that includes industry, academic, non-profit, and for-profit entities in order to enhance our warfighters' lethality, survivability, and combat effectiveness through industrial and academic research, development, and technology demonstrations. This announcement constitutes the only synopsis/solicitation that will be released.

**6.1.3** The proposals shall be complete, shall arrive by date and time indicated, and shall be compliant with all instructions. Offerors shall refer to Part 5, Submission of Proposals for Proposal Preparation. All proposals will be evaluated independently in accordance with the evaluation factors. Government evaluators will not assume the Offeror possesses any capability or knowledge unless it is specified in the proposal.

### **6.2 Evaluation for Award**

**6.2.1 General** – A proposal will be evaluated based upon the evaluation factors described below.

**6.2.2 Factors** – The Evaluation Factors are listed below in order of importance. When all Evaluation Factors are combined, an overall Evaluation rating will be assigned.

- (a) Programmatic Experience
- (b) Structure of the Consortium
- (c) Composition of the Consortium
- (d) Team Technical Experience
- (e) Fee Structure

**6.3. Evaluation Criteria:** The following criteria will be used to evaluate the proposal.

**6.3.1 Programmatic Experience.** The Government will evaluate the organization's programmatic experience managing a previous organization/Consortium and the ability to lead multiple Guided Missile, Manufacturing and Enabling/Disruptive Technologies, and Aviation technical efforts.

**6.3.2 Structure of the Consortium.** The Government will evaluate whether the structure of the Consortium aligns with what the Government is seeking in performance of the anticipated OTA. This information includes: Vision, Mission Statement, Goals, Success Criteria, Metrics, Management Framework of Consortium, Process of executing Consortium responses to Government requirements, Articles of Collaboration/By-Laws, Consortium Member Agreement, proximity to the Government

requiring office, and any other relative information on how the Consortium plans to operate.

**6.3.3 Composition of the Consortium.** The Government will evaluate the current Consortium membership base of industry and academia partners. This includes the current Consortium Membership List that identifies both the traditional and nontraditional defense contractors. The Government will evaluate the appropriate mix of Aviation and Missile technical qualifications as well as an appropriate mix of industry and academic partners. The Government will also evaluate the openness of the Consortium, in particular the ease with which new members are able to join and participate, as well as plans to grow and mature the Consortium membership base.

**6.3.4 Team Technical Experience.** The Government will evaluate the Consortium membership's ability to meet the scope of requirements detailed by the Technology Areas (Guided Missile, Manufacturing and Enabling/Disruptive Technologies, Aviation). Specifically, each Technology Area should identify which Consortium member(s) possess expertise, and the extent of that expertise.

**6.3.5 Fee Structure.** The Government will evaluate the Consortium's fee structure and accounting practices to determine whether it is reasonable and reflects an understanding of the administrative work. The Government will evaluate the fairness and reasonableness of the proposed prices. The Government will also evaluate the ability of the Consortium membership to perform both cost and firm fixed price type agreements.

**Definitions:**

Each of the five (5) Factors identified will receive an Evaluation rating supported by narrative justification. When all Factors are combined, an overall Evaluation rating will be assigned and supported by narrative justification, which will reflect the Government's overall confidence in an Offeror's ability to meet all of the requirements. The Factor Ratings, excerpted below focus on the strengths, deficiencies, weaknesses, risks and uncertainties of the offeror's proposal.

TABLE 1 – COMBINED TECHNICAL/RISK RATINGS	
Rating	Description
Outstanding	Proposal indicates an exceptional approach and understanding of the requirements and contains multiple strengths, and risk of unsuccessful performance is low.
Good	Proposal indicates a thorough approach and understanding of the requirements and contains at least one strength, and risk of unsuccessful performance is low to moderate.

Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements, and risk of unsuccessful performance is no worse than moderate.
Marginal	Proposal has not demonstrated an adequate approach and understanding of the requirements, and/or risk of unsuccessful performance is high.
Unacceptable	Proposal does not meet requirements of the solicitation, and thus, contains one or more deficiencies, and/or risk of unsuccessful performance is unacceptable. Proposal is unawardable.

## **PART 7 – AWARD NOTIFICATION**

**7.1** All proposal information is to be submitted at no cost or obligation to the Government. The Government is not obligated to notify respondents of the results of this solicitation. The Government is not obligated to provide debriefings to unsuccessful respondents. A notice of the Government's Consortium award selection will be announced on FedBizOpps upon the conclusion of the evaluation process. Interested parties are responsible for adequately marking proprietary or competition sensitive information contained in their response. No sensitive or classified information shall be submitted.