



# PEO IEW&S Artificial Intelligence and Software At Pace (AIS@P) Industry Day



Program Executive Office  
Intelligence, Electronic Warfare & Sensors

## MORNING

07 JANUARY 2025

PEO IEW&S

# Agenda

- **0900** – Welcome
- **0905** – Opening Remarks
- **0920** – AIS@P Contract Information Session
- **1020** – AIS@P Contract Q&A
- **1100** – Break
- **1300** – RP2 SW Development Tech Session + Q&A
- **1400** – RP1 AI / ML Tech Session + Q&A
- **1500** – SEC SW Depot
- **1515** – Closing Remarks



# Disclaimer

**Note:** This effort is currently in the planning and development phase. As such, the information provided in this briefing is tentative / not binding, and subject to change. Interested vendors should note that the final solicitation will contain the controlling requirements, proposal instructions, evaluation criteria, and award methodology.



# Welcome to AIS@P Industry Day

**BG Wayne E. Barker**

Program Executive Officer IEW&S



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# Opening Remarks

## Mr. Kyle Perkins

### PEO IEW&S Chief of Staff



Program Executive Office  
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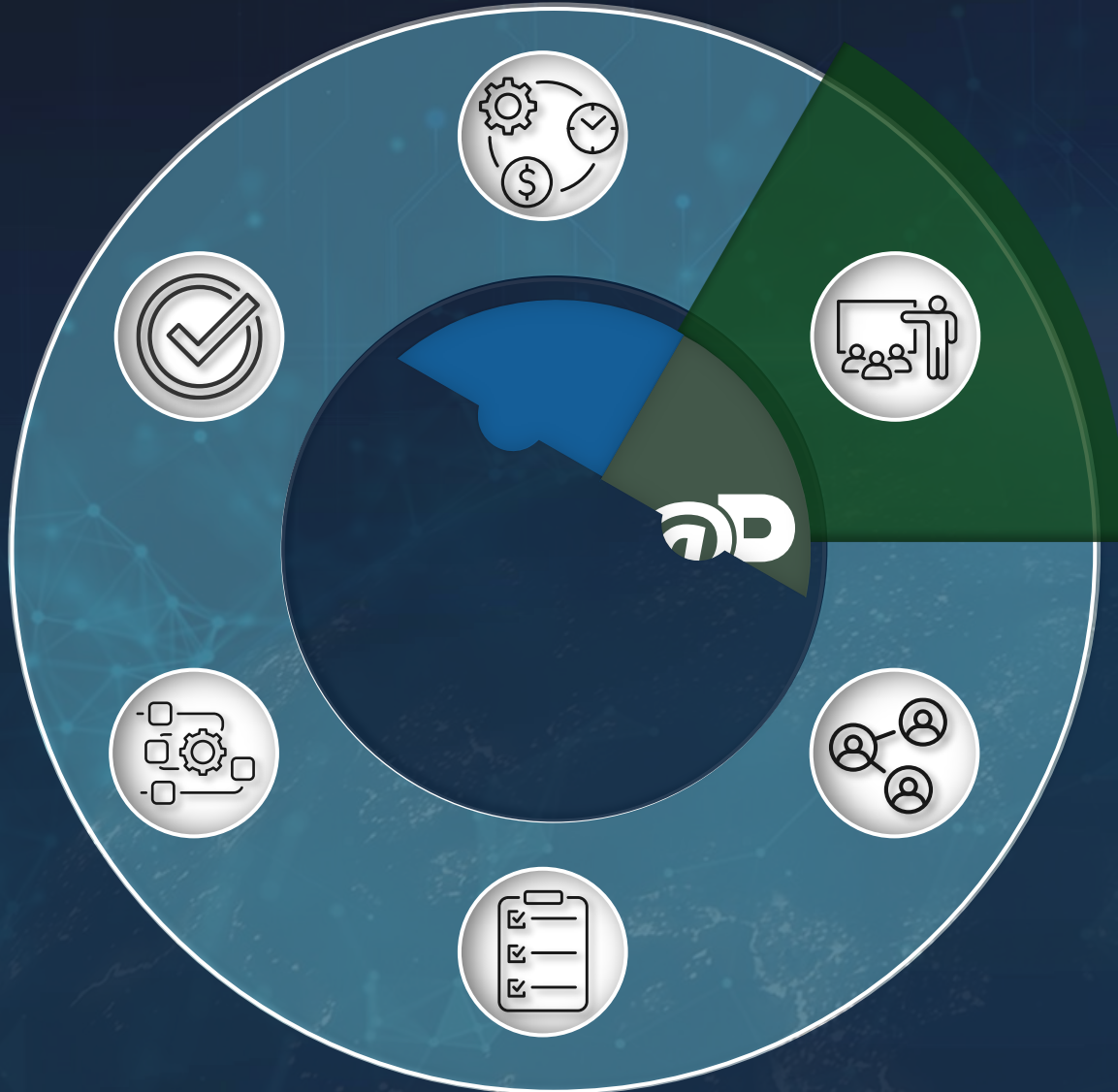
# Strategic Environment



## Legislation, Executive Orders, & More...

- NDAA FY24 Title 10 USC Ch 25 on Electromagnetic Warfare
- Executive Orders 14110 & 13859
- OMB M-21-06 (2020)

# Strategic Environment



## National Strategies & Strategic Engineering Approaches

- National Spectrum Strategy
- DoD's Data Analytics & AI Adoption Strategy
- DoD's Electromagnetic Spectrum Superiority Strategy
- Army's Digital Transformation Strategy, AI Implementation Plan, Directive 2024-02 Enabling Modern SW Development and Acquisition Practices
- Reference Architectures (e.g. UDRA, DORA, DPRA)
- Modern SW Frameworks, MOSA, AI / ML Roadmap



# Strategic Environment



## Stakeholders

- CDAO
- AFC - AI2C, CCoE, & ICoE
- HQDA G-3/5/7 - EW BoD
- ASA(ALT) - xTechScalable
- DASA(DES) - UDRA
- C5ISR Center - CRADAS
- ACC



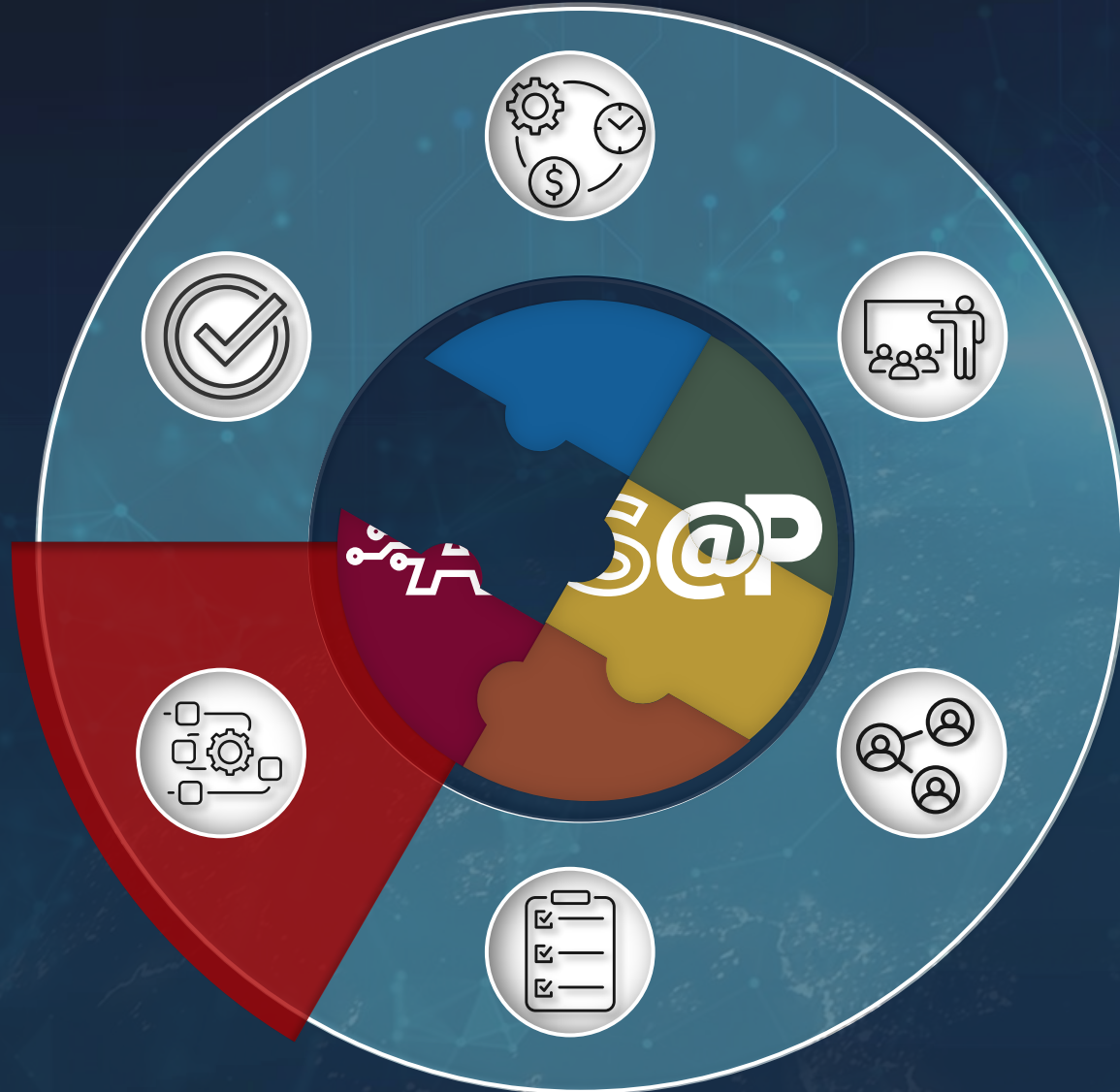
# Strategic Environment



## Requirements

- PM IS&A - AIDP, TITAN, & Linchpin
- PM EW&C - TLS BCT, TLS EAB, & EWPMPT
- PM PNT - North Star, NAVWAR

# Strategic Environment



## Unit Engagement & Pilot Efforts

- 513th MIB-T - Hesperus v2
- 500th MIB-T - Surfrider USERPAC PED Center
- 500th MIB-T - AIP in AIDP
- 75th Innovation Command - GenAI Security
- ARCYBER Radio Frequency Data Pilot
- Project Linchpin - TITAN, TITAN Pre-Prototype (TENCAP), XM30, RF (non-comm), GenAIOTR



# Strategic Environment



## Transforming In Contact

- TLS BCT Manpack
- Bridging ISR data into the new TIC SBU / CUI Tactical Network
- DAPS & ALTNAV
- Advanced Automated EW Suite (A2EWS)
- S2AS FY25
- UAS Architecture & Data Flow Support (LE & Gray Eagle)

# STRATEGIC CONTRACT STRATEGY & APPROACH

## SL Guidance

Design a contract with best of breed vendors, make it adaptable, make it fast.



## Mission

Pacing, not chasing technology.  
Innovation and efficiency at the forefront.



## Fundamentals

Building the team, the tools, and the infrastructure to support AIS@P.

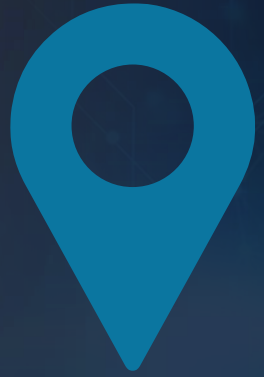


## Engagement

How and when you'll be able to participate.







## **AIS@P Schedule**



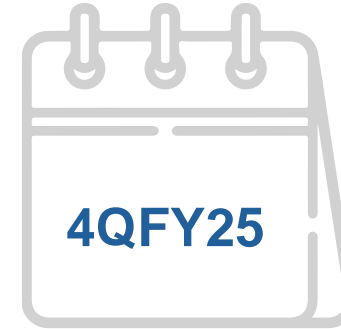
**Final  
RFI**



**Draft RFP  
Update**



**Final RFP  
Release for  
Base MATOC**



**Base  
Contract  
Awarded**



**Perpetual  
Onboarding  
Opens**

# PREVIEW OF YOUR DAY

1

## **CONTRACT STRATEGY DEEP DIVE**

Ms. Kim Nugent

2

## **CONTRACT INNOVATION**

Mr. Steve Rothenberg

3

## **EVALUATION CRITERIA**

Mr. Matthew Page

4

## **TASK ORDER AWARD PROCESS**

Ms. Abigail Jordan

5

## **Q&A AND BREAK**

6

## **TECHNICAL SESSIONS**

PM EW&C and PM IS&A

7

## **SEC SW DEPOT**

Mr. Garrett Shoemaker





# AIS@P Contracting Strategy

**Ms. Kimberly Nugent**

PEO IEW&S HQ Contract Planning Division Chief



Program Executive Office  
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# AIS@P CONTRACT STRATEGY

**Ceiling = \$1 Billion**

**Period of Performance  
(10 years)**

**Two Requirement  
Pools at award,  
AI / ML & SW Development**

**Broken Down into  
Sub-Requirement Pools  
Based on Requirements**



# Initial RP / sRP Structure

## AIS@P MATOC

sRP1.1

AI ONBOARDING SUPPORT  
(6 Vendors)

sRP1.2

DATA MANAGEMENT  
& LABELING  
(20 Vendors)

sRP1.3

MODEL DEVELOPMENT  
& TRAINING  
(30 Vendors)

sRP1.4

TEST & EVALUATION  
(5 Vendors)



sRP2.1

SOFTWARE & SYSTEMS  
ENGINEERING SUPPORT  
(30 Vendors)

sRP2.2

ELECTROMAGNETIC  
SPECTRUM TECHNIQUES  
SUPPORT  
(20 Vendors)

sRP2.3


INFRASTRUCTURE  
AS A SERVICE  
(20 Vendors)

# AIS@P At a Glance

- **Objective: Task Orders (TO) <\$25M from RFP to Award in 30 days**
  - It's a team effort! Both Government and industry will be required to be more efficient than ever
- **We Have a lot to Talk About:**
  - Build information sharing infrastructure to support AIS@P
  - A Pool Coordinator (PC) will be assigned to each sRP to forecast requirements, respond to vendor inquiries, and coordinate pool communication
    - Facilitate direct access to technical teams prior to final RFP


**YOU'LL HEAR THIS A LOT TODAY – WE VIEW AIS@P AS MORE THAN JUST A CONTRACT, IT'S A FUTURE MODEL FOR CONTRACTING**

# Demand Curve



It's not as simple as  
 $\$1\text{B} / 10 \text{ years}$  equaling  
 $\$100\text{M}$  per year.

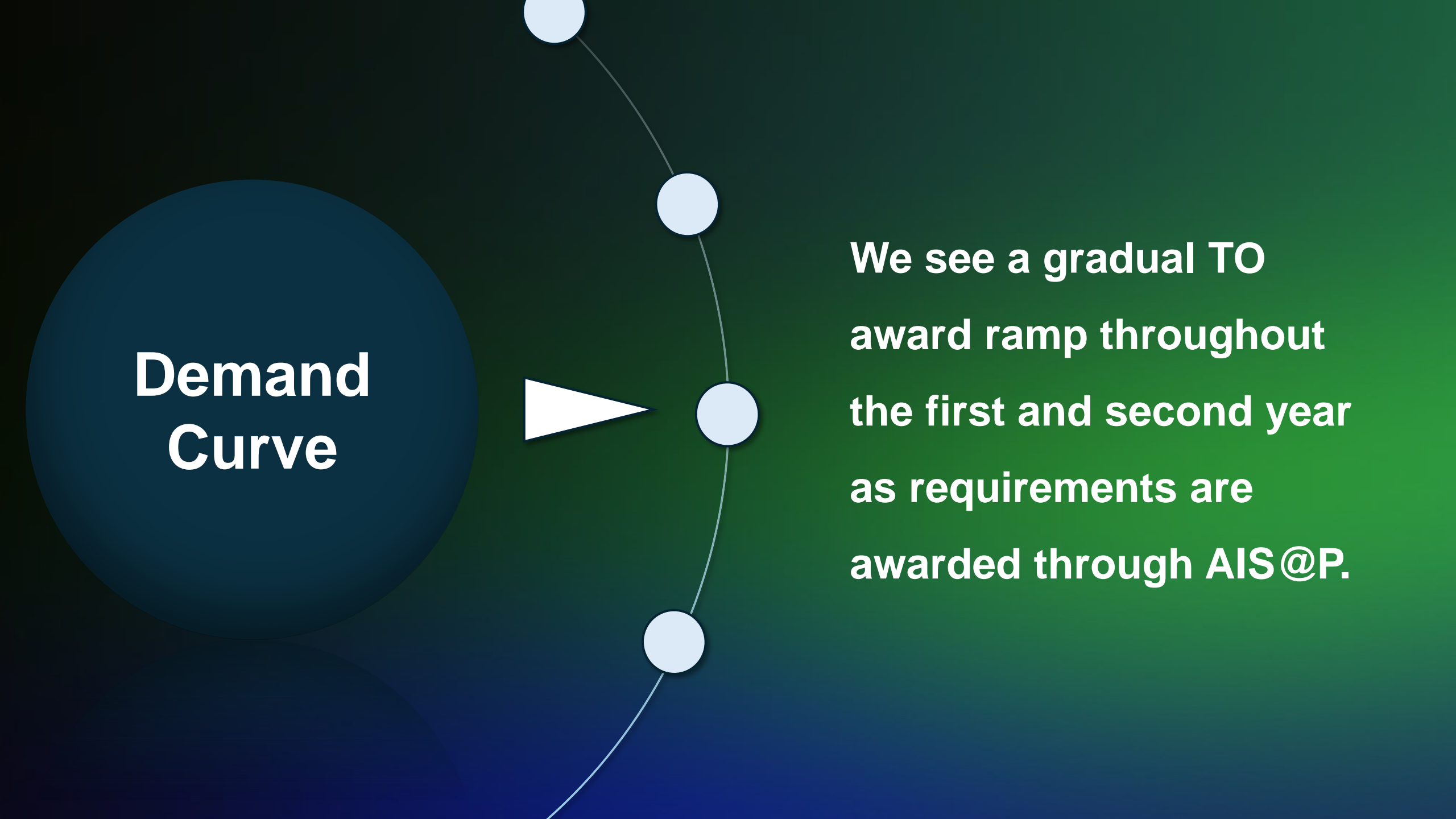




# Demand Curve

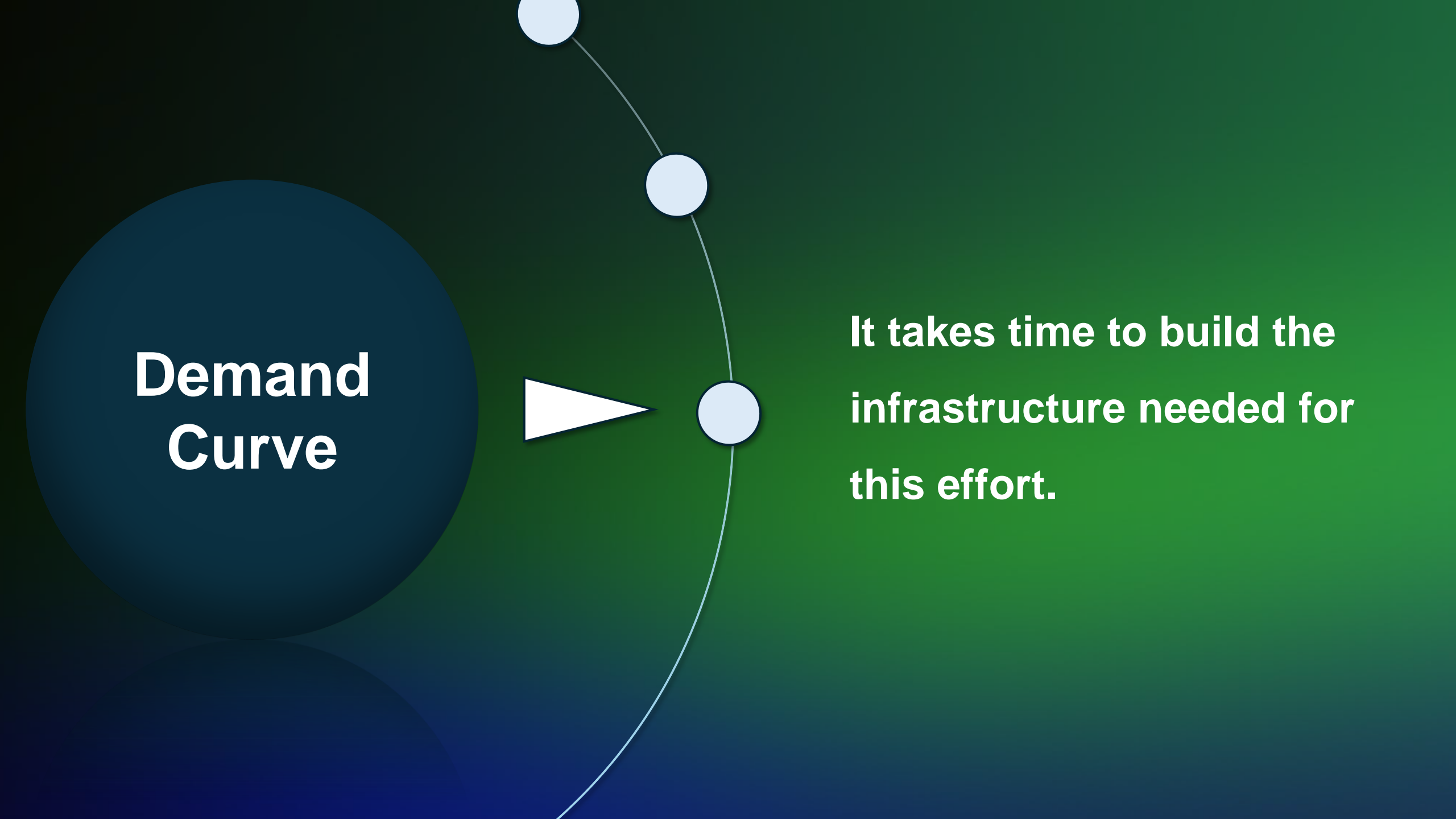
**We know there will be a  
TO demand curve that  
ramps with time.**

**Full Disclosure,  
we just don't know  
how aggressive it will be.**



## Demand Curve

We see a gradual TO  
award ramp throughout  
the first and second year  
as requirements are  
awarded through AIS@P.



The diagram features a dark blue circle on the left containing the text 'Demand Curve'. To its right, a white arrow points towards a light blue circle on a curved path. The path is defined by a thin white line and includes two other light blue circles above it. The background is a green-to-blue gradient.

**Demand  
Curve**

**It takes time to build the  
infrastructure needed for  
this effort.**





# AIS@P Contract Innovation

## Mr. Steven Rothenberg

PEO IEW&S HQ Contract Planning Division  
Team Lead



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# INNOVATIVE CONTRACTING SOLUTIONS

**Solution Based**

**Perpetual Onboarding**

**Off-Ramping when applicable**

**Rectify & Roll (R&R)**



**You know your technology  
better than we do.**

**We want to describe the  
problem and its environment,  
you pitch the solution.**



**SOLUTION  
BASED**



## WHAT

Rolling awards  
to the base contract.

## WHO

It could be you!

## WHY

Requirements are  
rapidly evolving.

## WHEN

Onboarding 6 months  
post award.

## HOW

Submit a WP  
for review.



**PERPETUAL  
ONBOARDING**

**RP / sRP will be evaluated  
to remove unresponsive  
or poor performers.**

We'll evaluate vendor  
responsiveness every two years.

Poor performers may be  
off-ramped at any time.

**Each will operate  
independently.**



**OFF  
RAMPING  
VENDORS**

**Keep TO base PoPs short(er),  
6 months and Firm-Fixed Price  
when possible**

**At the end of the TO base PoP, we  
evaluate performance based on where  
the vendor proposed they would be**

**Satisfactory Performance – TO option  
awarded and work continues**

**Performance Concerns – Option not  
awarded, we recompete and award a new  
TO for a different solution in 30 days**

A hand is shown holding a magnifying glass over a background of numerous upward-pointing arrows of varying heights and colors (white and light blue). The scene is set against a dark blue background with a large, semi-transparent blue circle on the right side. The text 'RECTIFY & ROLL' is written in white, bold, capital letters within this circle.

**RECTIFY  
& ROLL**



# AIS@P Evaluation Criteria

**Mr. Matthew Page**

**PEO IEW&S HQ Contract Planning Division  
Procurement Coordinator**

# Evaluation Criteria Overview

- Evaluations will be multi-phased, gate criteria, Highest Technically Rated Offeror (HTRO)
- sRP to include technical demonstrations as part of evaluation criteria
- Each sRP will have a targeted number of vendors at initial base contract award
  - Potential to exceed initial base award target awards

# Evaluation Criteria

## RP1 - AI / ML

### sRP1.1

#### AI ONBOARDING SUPPORT

Phase 1:

Sample Task & Technical Experience

Phase 2:

Technical Volume & Past Performance

### sRP1.2

#### DATA MANAGEMENT & LABELING

Phase 1:

Technical Demonstration & Experience

Phase 2:

Technical Volume & Past Performance

### sRP1.3

#### MODEL DEVELOPMENT & TRAINING

Phase 1:

Technical Demonstration & Experience

Phase 2:

Technical Volume & Past Performance

### sRP1.4

#### TEST & EVALUATION

Phase 1:

Technical Demonstration & Experience

Phase 2:

Technical Volume & Past Performance

## RP2 - SOFTWARE DEVELOPMENT

### sRP2.1

#### SOFTWARE & SYSTEMS ENGINEERING SUPPORT

Phase 1:

Minimum Security Requirements

Phase 2:

Technical Volume & Past Performance

### sRP2.2

#### ELECTROMAGNETIC SPECTRUM TECHNIQUES

Phase 1:

Sample Task & Minimum

Security Requirements

Phase 2:

Technical Volume & Past Performance

### sRP2.3

#### INFRASTRUCTURE AS A SERVICE

Phase 1:

Minimum Security Requirements

Phase 2:

Technical Volume & Past Performance





# Task Order Award Process

**Ms. Abigail Jordan**

ACC-APG Branch Chief



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# Reading the Market

## WE NEED TO DO ADDITIONAL MARKET RESEARCH

- **Building meaningful gate criteria**
  - Vendor pools should match our requirements
- **Evaluation criteria: How should we be evaluating you?**
- **Government final RFI to be released post industry day**
- **Direct engagement with industry**
  - We're reviewing previous responses to determine direct engagement
- **Analyze our first draft RFP responses**

# Building Efficiency

**No Past Performance Evaluations**

**Keep Proposals Short & To The Point**

**Standardize Solicitation & Response**

**Award Solutions, Not Proposals**

**Contracting Officer & Specialist**

**Government & Industry Partnership**

**SOLICITATIONS  
STREAMLINED**

**1**

**PROPOSALS  
STREAMLINED**

**2**

**EVALUATIONS  
STREAMLINED**

**3**

**AWARDS  
ACCELERATED**

**4**



# Projected TO Award Schedule

TENTATIVE SCHEDULE FOR <\$25M TO AWARD

14  
DAYS

FINAL RFP  
ISSUED

7  
DAYS

GOVERNMENT  
EVALUATIONS

5  
DAYS

ACC  
EVALUATIONS

3  
DAYS

PROCESS  
AWARD

1  
DAY

TASK  
ORDER

30 DAYS  
TOTAL TIME

## Rapid TO Awards

Goal PALT (final RFP to TO award)  
of <30 days for awards <\$25M

## sRP Requirement

The first time Industry members see  
an sRP requirement should not be at  
final RFP release

## Signing up with AIS@P

Shorter RFP response times require  
prompt contractor technical and  
pricing coordination

# POCs & Feedback

## General AIS@P Mailbox

[usarmy.apg.peo-iews.mbx.aisap@army.mil](mailto:usarmy.apg.peo-iews.mbx.aisap@army.mil)

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## Procuring Contracting Officer – Kristen Weiman

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## Contract Specialist – Thomas Lueddeke

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**WE VALUE INDUSTRY FEEDBACK AND LOOK FORWARD TO HEARING FROM YOU,  
PLEASE SEND ALL FEEDBACK FROM TODAY'S EVENT TO THE KO & KS.**



# Q & A Session





**Break**  
**Industry Day to Resume @ 1300**



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