


Decontamination Sector Report

July 21, 2011

- ✓ 11 Active Companies
 - ✓ 55% Responded to Questions
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Decontamination Sector - Questions

- The JPEO has scheduled an APBI for September 2011. Does Industry find the APBI useful? What type of information do you expect to gather when attending? Have the APBI's in the past been useful to our industry partners? In what way?
 - 100% Response rate
 - One-on-One's too limited in time and scope
 - Networking with other industry partners is valuable
 - Value could be increased by focusing on Business opportunities [previously respondents asked for 18-month window]

 - Does Industry find the release of Requests for Information (RFIs) and draft Requests for Proposals (RFPs) in conjunction with an Industry Day useful for the development of proposals?
 - 83% Response Rate
 - Most were supportive
 - Sources sought mechanism might be as effective
 - Frustration expressed about requests for quick turnarounds followed no action on proposals for months
 - Industry would appreciate knowing status of funding prior to preparing responses
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Decontamination Sector - Questions

- What are some characteristics of RFPs that best facilitate the proposal formulation and development process?
 - 100% Response Rate
 - Responding is expensive. Information that assists in the calculation of ROI would help.
 - Prioritized list of needs. (Separate must haves from nice to haves.)
 - Clear SOW
 - 2-3 page description of purpose, deliverables, schedule and contract amount

 - What factors most limit the degree to which you compete for work with JPEO-CBD?
 - 100% Response Rate
 - Lack of handshake between DoD and Civilian counterparts, limits ROI
 - If status or estimate of funding is not available prior to RFP, then likelihood of responding is low.
 - Fit with mission and ROI are primary determinants in choosing whether to respond.
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Decontamination Sector - Questions

- With the reduction in DoD demand for protective equipment, what is the impact to our Industrial partners in terms of ability to maintain the resident expertise required to produce and sustain protective products?
 - 83% Response Rate
 - 100% of respondents had layoffs, had layoffs pending, or exited business.
 - More than half of respondents lost key technical talent or replaced in-house talent with external consultants.

 - In the event of surge, what will be required in terms of funding and other resources to increase production from either a minimum sustainment rate or from a cold start?
 - 83% Response Rate
 - Inventory
 - Time
 - In some cases, technical expertise

 - What areas of protection and hazard mitigation offer the best Opportunities for innovation and meaningful capabilities enhancement for the warfighter?
 - Standardization of Decontamination Platform across DoD and Civilian Sector
 - Electronic Textiles, Gunshot Detection, RPG nets
 - Combination Technologies, e.g., Nano's with enzymes
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