

Detection Sector Input to CBDAIF

Bill Gural

Detection Sector

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Agenda

- Detection Sector Landscape
- Detection Sector Health
- JPEO Questions

Detection Sector Landscape

- Thirty-five individuals
- Twenty-eight organizations
 - ↗ Academia
 - Georgia Tech, Johns Hopkins APL
 - ↗ Many small and medium sized technology organizations
 - ↗ Engineering Services
 - Battelle, CACI, Camber
 - ↗ Large system contractors
 - Chemring Detection Systems, GE, ITT, Lockheed Martin, Northrop Grumman, Smiths Detection

Detection Sector Health

- Limited funding and fewer opportunities continue to impact Sector's members' ability to invest or even to remain viable
 - Delays in getting programs to production limit industry's ability to invest in new technologies
 - Increased competition for fewer programs raises industry's risk profile and potential for return on investment
 - Limited viable domestic market outside of CBDP challenge industry's ability to develop COTS solutions
- Sector members are employing a variety of actions
 - Industry consolidation continues
 - Reassigning critical resources and facilities to funded opportunities
 - Limiting investment in new technologies
- Strategies need to be developed to maintain industrial base

JPEO Questions

- CBDAIF interest
 - Useful forum for industry and Government to address acquisition challenges without attribution
 - Provides industry with access to Government decision makers
 - Needs to better communicate resulting actions to all sectors
- JPM TMT Intentions
 - Not applicable to most of the Detection Sector
 - Intentions for T&E and advanced manufacturing generally are not clear to Detection Sector members
- Sustained IR&D
 - Difficult to justify with fewer programs and continuing program delays
 - Will continue at some level if industry can clearly see upcoming procurement programs so we know where to invest
- Any non-CBDP programs that can be leveraged?
 - Few DHS programs, but they are experiencing significant budget cuts

JPEO Questions, con't.

- APBI Usefulness
 - Most helpful when upcoming opportunities and budgets are presented
 - Enables industry to know where to invest and what technologies are needed to support Government requirements
 - Recent meetings did not meet expectations due to budget constraints
- RFIs and Draft RFPs
 - Very helpful and should continue as long as they do not further delay contract awards and program starts
- Characteristics of Good RFPs
 - Clarity or purpose, realistic requirements and reasonable schedule
 - Clearly written and consistent sections C, L, and M
- What factors limit the degree to which industry competes for work?
 - Availability of IR&D – investment required to enter competition (at any phase) with COTS solution, particularly with risk of little or no return