



CBDAIF Filtration Sector Report

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July 21, 2011



Filtration Sector

- Representing companies that supply various types of filtration media/technologies used to protect the warfighter:
 - Particulate
 - Sorptive
 - Regenerative
 - Oxidative
 - Thermal / Mechanical
- Technologies adapted for use in both individual and collective protection platforms



Discussion Topics

- *The JPEO has scheduled an APBI for September 2011. Does Industry find the APBI useful? If new information is presented, what type of information do you expect to gather when attending?*

Responses fell into two categories:

- **Response #1:** APBI's serve more as a forum for reconnecting with government and industry colleagues, as well as to understand the overall direction and strength of the CBRN business area. Much of what is contained in the presentations is too generic to be useful, and not a good use of time
- **Response #2:** Clearly, the APBI is very useful. It provides a forum to learn what JPEO/JPM needs are expected to be and hear about funding availability for future efforts. It has been useful to assist in organizing internal initiatives to better align with the needs of the JPEO/JPM . For example, information of priority of new "synthetic" biologicals relative to chemical performance is very important.
- **Recommendations:** Providing specific information on budget, timing and strategic direction is a must. More details on the recently announced re-organization (e.g. combining IP, Decon, CP) as well as the shift in JPEO priorities would be useful



Discussion Topics

- *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?*
 - **Common Response was very positive:** RFIs and draft RFPs are very helpful and important. They allow industry to provide a timely response. They allow time for interaction with Gov't and potential industry partners.
 - **Several Suggestions:**
 - RFI/RFP timing to release at time of APBI is not as beneficial as providing more time to respond would be
 - In many cases the decisions made regarding initial set aside requirements dissuade many companies from initially pursuing opportunities, and then when the set aside requirements are later changed or in some cases eliminated, it's too late in many cases for all potential vendors to respond
 - Typically these documents are produced too late in the process. Industry would like to see earlier insight into user needs. Industry would like to share in the results of technology demonstrations to understand performance of proposed systems which would help guide future R&D efforts.



Discussion Topics

- *What are some characteristics of RFPs that best facilitate the proposal formulation and development process?*
 - Detailed and specific requirements and statement of work
 - Draft documents (Section L, M, and SOW) help tremendously
 - Provide as much detail around proposal rating criteria
 - Timely and complete answers to industry questions
 - Providing industry with the appropriate time to respond to solicitations



Discussion Topics

- *What factors most limit the degree to which you compete for work with JPEO-CBD?*
 - Multiple awards and small business set aside requirements
 - Lack of funding/budget, delayed RFPs, and prioritization of programs
 - Opportunity size and profitability of cost-reimbursable contracts
 - Lack of understanding of how S&T programs transition to procurement opportunities. For example, how will TICs will be incorporated into procurement requirements makes it more difficult to establish a business case for continuing to develop new advanced products. A closer connection between JRO (Joint Requirements Office) and Industry would help to bridge that gap. It's not clear to Industry how the JRO operates in conjunction with the JPMs.
 - Ability to add value to RFP Statement of Work and objectives
 - It takes too long to bring a product to market and be qualified by Gov't. This greatly affects internal R&D efforts.



Discussion Topics

- *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?*
 - This has had a significant effect on maintaining the industrial base which has included downsizing production facilities and technical expertise on CBRN programs.
 - Eliminates incentive to invest in new technologies and internal R&D efforts
 - A baseline capacity is required to maintain infrastructure and promote development. In some cases, there is not enough business volume to sustain two or more players
 - This drives industry to team with NATO and ally countries to sell CBRN protective equipment.



Discussion Topics

- *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?*
 - With reduced funding levels, Gov't may find themselves with no production capability let alone a surge capability
 - Outside of funding, the biggest issue is re-establishing experienced personnel, materials, and infrastructure. Some delays could extend to 12-18 months based on Gov't requirements and first article testing.
 - Highly recommended to maintain funding to sustain minimum production quantities to keep production lines “warm”
 - New technologies will require extended time for qualification testing and would probably not meet surge requirements



Discussion Topics

- *What areas of protection and hazard mitigation offer the best Opportunities for innovation and meaningful capabilities enhancement for the warfighter?*

Extremely Varied Response from each company:

- NTA detection and protection
- Alternative carbon and sorbent technologies for TICs and biological protection
- Integrated detection/ColPro
- Continued advancement and extension of current and next generation technologies rather than completely new systems and technologies that inherently have commercialization challenges and costs