



# Surety Sector Overview

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# Sector Representation

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- MRIGlobal (fka Midwest Research Institute, MRI)
  - Battelle Memorial Institute (BMI)
  - Southwest Research Institute (SwRI)
  - CUBRC
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- Engagement and interest in the CBDAIF very high



# Generalizations/State of the Sector

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- New Bailment Agreements/Surety Clauses
  - Clauses went final (>400 pages)
  - Most if not all comments/concerns left out
  - MRIGlobal submitted 25 exceptions/waivers—no response to date
  - Need straightforward COCO specific clauses
- Acquisition of CA for Government Programs needs reform
- Concern expanding about unfair competition from Government CA facilities



# JPEO Questions

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- JPM TMT:

- Are DoD intentions for T&E and Advanced Manufacturing facilities clear to industry? **Answer: Not really. Cannot DoD leverage existing industry infrastructure?**
- How does industry understand the T&E and Advanced Manufacturing Facilities will impact current and future medical product development contracts (cost, risk, FDA sponsorship, IP rights)? **Answer: dilutes industrial base, government competing with industry, does Gov't fully understand requirements for a GMP manufacturing facility?**
- Would a requirement to use these facilities for nonclinical and manufacturing activities impact the desire of Industry to enter into contractual arrangements for medical product development with the DoD? **Answer: Yes, fear complicated process, tech transfer risk, plenty of manufacturing infrastructure exists.**
- Does industry have recommendations for implementing use of these Facilities that are industry-friendly? **Answer: Reconsider the program, let industry bid to meet your requirements using existing infrastructure.**



# JPEO Questions

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- JPM CA:

- What is the likelihood of increased or sustained IR&D funding in your sector? **Answer: Low to medium—need better feeling for ROI for those IR&D dollars. Gov't competition is impediment.**
- Are there any non-CBDP efforts that you have ongoing (e.g. other efforts with DoD, DOE, DHS, ...) that we may be able to leverage? **Answer: Possibly— need more specifics on “non-CBDP efforts”.**

- JPM P:

- 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? **Answer: Definitely useful. As much detail regarding upcoming procurements as possible. Allows for future planning and interaction with Gov't POC's.**



# JPEO Questions

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## JPM P:

- 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? **Answer: Definitely draft RFP's. RFI's less so, especially for established companies.**
- What are some characteristics of RFPs that best facilitate the proposal formulation and development process? **Answer: Explicit and detailed SOW's, example tasks where appropriate--also detailed but not cumbersome Sections L (instructions to bidders) and M (evaluation criteria). Maintain a consistency.**
- What factors most limit the degree to which you compete for work with JPEO-CBD? **Answer: Technical competence as it pertains to the RFP. Gov't competition (difficult to compete against). Unclear RFP/SOW.**
- 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? **Answer: Those "experts" remain--they have shifted their focus—capability can be quickly returned.**



# JPEO Questions

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- JPM P:

- 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? **Answer: To mobilize the "experts" for new ideas and innovations, costs would be low. Keep the manufacturing side idling with low level funding.**
- What areas of protection and hazard mitigation offer the best opportunities for innovation and meaningful capabilities enhancement for the warfighter? **Answer: More effective countermeasures for CB exposures. Real time, portable, selective samplers/detection equipment for CBR. Standoff IED detection devices.**