
Chemical Biological Defense Acquisition Initiatives Forum

Decontamination Sector

May 22, 2008

Lewis I. Schwartz
Vice President
STERIS Corporation
Strategic Technology Enterprises, Inc.
5960 Heisley Road
Mentor, OH 44060
lew_schwartz@steris.com
440-392-7113

Defense Contract Management Agency (DCMA)

- A resource for industry
 - Provides guidance in navigating Government bureaucracy
 - Offers training / seminars
- Monitors industry compliance with terms of contract
- Coordinates contract close-out activities
- Has been responsive, supportive and helpful
- Fair and reasonable
- Can provide more value by:
 - Better educating contractors
 - More aggressively and rapidly flagging contract issues to both industry and government

Acquisition Contracts

Challenges:

- Evaluating technical readiness level of technology
- Bridging the gap – technology to systems, R&D to acquisition
- Alignment of requirements with technology state-of-the-art
- Well conceived and formulated RFPs/SOWs, clarity of requirements
- Alignment of offeror's experience and capability with technology and application area
- Program funding level sufficient to attract competent bidders
- SDD development / validation risks vs. LRIP and FRP firm fixed price

Acquisition Contracts

Suggestions:

- Consider a brief “pre-SDD” phase, with multiple awards
 - Identical test conditions
 - Objective evaluation, down-select based on hard data
 - Full SDD award only after acceptable TRL level is established
- Formally designate detailed TRL level requirements for specific technology or system
 - Scope of testing and demonstrations
 - Physical testing
 - Surrogate / simulant / live agent testing
 - Test conditions

Independent Research and Development efforts in the CBD Sector

- The size of the CBD decontamination market does not enable industry to maintain a robust independent R&D capability – unless the product was developed initially for other commercial purposes (dual use)
- The cost of simulant / surrogate / live agent testing is prohibitive
- S&T investment vs. industry IR&D:
 - During product development in the private sector, ongoing communication with the customer is easy
 - Getting input and feedback from the DoD customer / user is more difficult