

CBDAIF Report

Filter Technology Sector

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Filter Technology Sector



Survey Question 1

DCMA (Defense Contract Management Agency) Role

How does industry & JPO view their role?

Is DCMA a benefit, detriment, or just there?

How can DCMA provide more value to both industry and JPEO?

Responses:

- We have little or no interface with DCMA. My understanding is that they are mostly involved in production contracts.



Survey Question 2

Contracts

Are contracts the “Right Size” and Type for competition?

Are contract awards fair?

Are contracts administered fairly?

Do contracts protect both the company and the Government?

What improvements can be made to the contract process?

Responses:

- As a small business, we must often pass work through a larger prime who has a contract vehicle. This adds little value, costs 10% more, and limits the information flow between us and our Government customer. Contracts seem to be the right size for the Government, but not always for the contractors.
- Aren't contract awards only fair when you win?
- Contracts that are broad but of limited value (e.g., JECP) are of limited interest. It is hard to justify the proposal expense.

Survey Question 3

Statements of Work

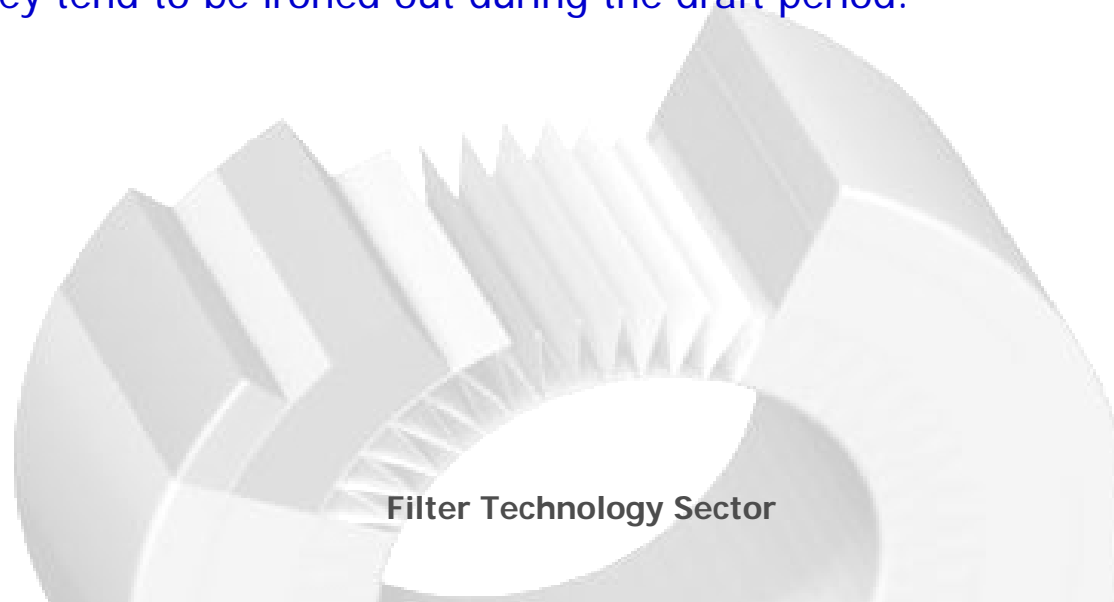
Are SOW's clear and specific?

Are there inconsistencies?

What improvements could be included?

Responses:

- We generally find SOW's to be clear and specific. The draft SOW process with review and comment works particularly well. There are often inconsistencies, but they tend to be ironed out during the draft period.



Survey Question 4

Independent Research and Development efforts in CBD Sector

Does the size of the CBD market enable industry to maintain a robust independent R&D capability?

How does the S&T investment compare to industry IR&D?

Responses:

- We favor investments in R&D that feed more than one market segment or product family. That has historically been the case for filtration technologies. In our commercial and industrial segments, we have a better understanding of near- and mid-term requirements, which translates to lower risk with our R&D investments. In the military segment, we're less sure which way to move.
- We rarely invest in IR&D. It is better for us to participate in government funded R&D that has a strong advocate rather than internally develop and try to sell a solution that was not developed by the government.
- We carry both B&P and IR&D within the same indirect cost pool and strictly manage our rates to remain competitive. Every year, we say we are going to invest more in IR&D but end up moving budgets to cover our B&P expense.