

# **Chemical Biological Defense Acquisition Initiative Forum (CBDAIF)**

**David Cullin**



EAGLES



# EAGLES



# LIII

SUPER BOWL

# Champions



# Agenda

0730 – 0800	Check-In/Coffee	
0800 – 0815	Opening Remarks	Dr. Cullin / Mr. Bryce
0815 – 0845	Announcements/Sector Lead Transitions	Dr. Cullin
0845 – 0900	NDIA Update	Mr. Lopez (Tex-Shield)
0900 – 0945	Contracting Strategy	JPEO-CBD
0945 – 1030	Overall Industry Perspective on Strategy	Dr. Cullin
1030 – 1100	OPETS Experience Industry	Mr. Patricio (Patricio Enterprises)
1100 – 1115	Break	
1115 – 1145	OTA Experience, Challenges, Opportunities	Ms. Duchars (Latham Biopharm)
1145 – 1245	<i>Catered Lunch</i>	
1245 – 1315	OTAs Role of the CMF and Lessons Learned	Mr. Stebbins (ATI)
1315 – 1345	CWMD OTA	Mr. Megargel (JPEO)
1345 – 1400	Break	
1400 – 1430	Medical CBRNE OTA	Mr. Sayer (JPEO)
1430 – 1500	JERDAP/JECLAS/JEOPETS	Mr. Burket (JPEO)
1500 – 1530	Closing Remarks	Mr. Bryce
1530	Adjourn	

# Changing of the Guard

Welcome

Mr. Bill Baugh- Small Business Sector Representative

BG(R) J.B. Burton- Leidos, Integrated Systems Sector Rep

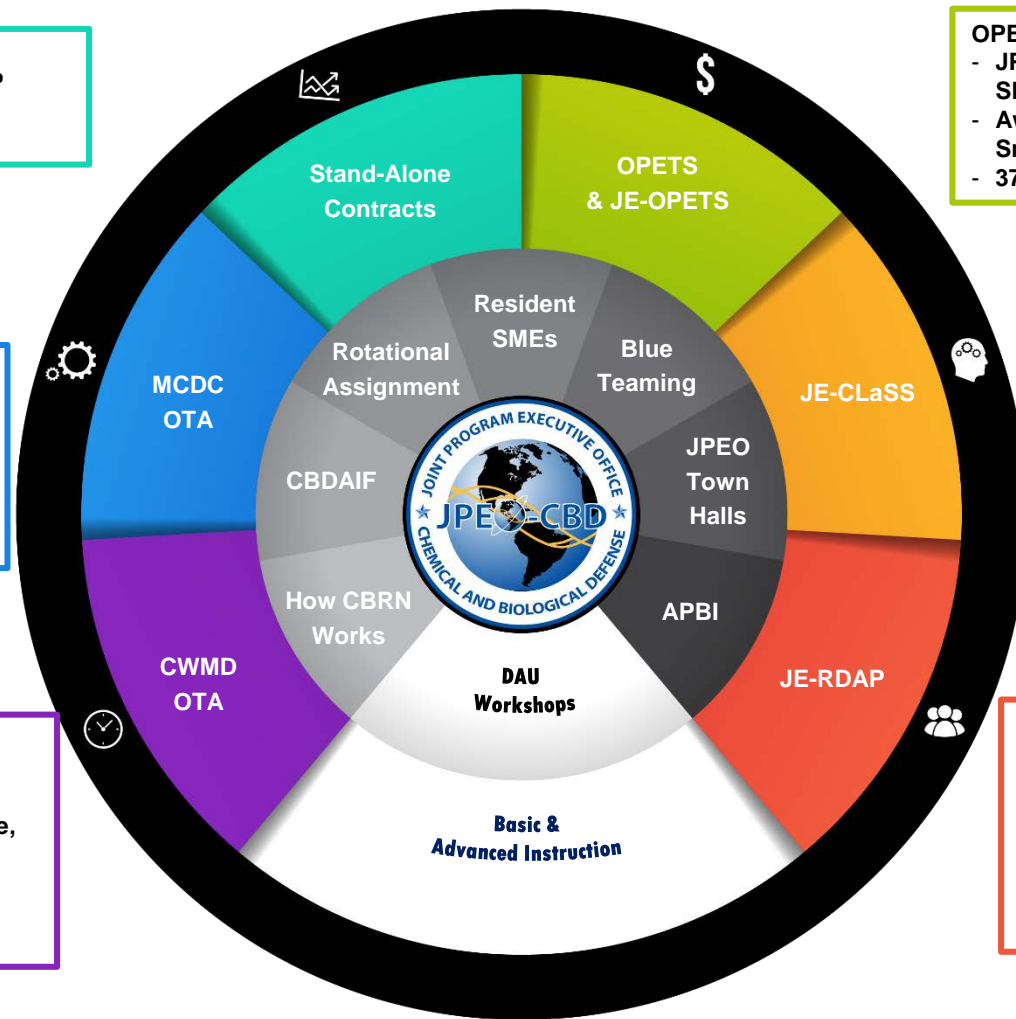
And Farewell-



On to Bigger and Better things!

# **JPEOCBD Contracting Strategy**

## A 360° Contracting Strategy



### Stand-Alone Contracts

- Awards outside of JE-RDAP
- Primarily Production, Primarily sole source

### OPETS/JE-OPETS

- JPEO Enterprise-wide program and SETA support
- Awarded 69 IDIQs to 41 vendors (22 Small Business)
- 377 TOs across 6 Business Areas

### MCDC OTA

- Established by JPEO for its Medical Programs
- Tech Focus on Detection, Prevention, & Treatment for Medical Countermeasures
- Over 120 Members

### JE-CLaSS

- JPEO Enterprise-wide performance based logistics & sustainment
- Awarded 17 IDIQs (10 Small Business)
- 5 TOs currently in process

### CWMD OTA

- Newly established by JPEO
- To be utilized by whole of government; i.e., DoD, DHS, State, & Local
- Tech Focus on all of CWMD
- Consortium selected & base awarded in 1QFY18

### JE-RDAP

- JPEO Enterprise-wide support for systems, equipment, and capabilities
- Anticipate awarding IDIQs to over 150 companies
- Tailorable Delivery or Task Order options

### DAU Tailored Workshops

- ACAT II/III Dedicated
- Streamlined Acquisition Focus
- Only resource that delivers OTA Basic & Advanced Instruction for Gov & Industry

# JPEOCBD Business Rules

- The CWMD OTA is preferred for programs throughout the developmental cycle (from pre-MDD) to prior to MS C. The CWMD OTA is also preferred for LRIP and Production under certain conditions and may also include modified commercial items provided the JPM has adequately identified suppliers to provide the system or item.- **Less defined solution?**
- JE-RDAP is preferred for materiel solutions which can be met by a Commercially available, Off-The-Shelf (COTS) solution or through a Technical Data Package (TDP). JE-RDAP may also be used to execute an effort or program beginning with development (pre-MDD) through production, fielding and initial sustainment- **More defined Solution**
- An alternative contract vehicle (typically a stand-alone contract) may be used outside of JE-RDAP or the CWMD OTA, as an exception, if the contract is to be used for production, is only available through a single source (i.e., sole-source), and if the JPM needs maximum flexibility for determining future quantities.

# OTAs

- Good Stuff
  - More conversation
  - More rapid feedback after “idea” submission
  - Additional potential teaming?
  - Faster “Source Selection”
  - Negotiated terms?
  - New way to get from good ideas to contract faster?
  - Straightforward path to contracting new customers



# OTAs: Apprehensions

- **Fear of the unknown:**
  - What will be required, either from a technical or managerial aspect?
  - How do we determine what elements of the RFP are negotiable?
  - How will we accomplish our internal contractual tasks in the allotted time (i.e. industry-based bureaucracy)?
    - Teaming Agreements
    - SB Participation
    - Compliant pricing
- Since we are “FAR Trained”- Many tasks are accomplished before the RFP is dropped in FAR-based contracts; however, with an OTA, we do not have prior knowledge of what needs to be done by the submittal date
- Government also “FAR Trained”