Countering Weapons of Mass Destruction (CWMD) Other Transaction Agreement (OTA) update
• CWMD OTA Scope and Status
• Project Requirements
• Aspects of the CWMD OTA
• CWMD OTA Management Structure
• Key Program Roles and Responsibilities
• Typical Project Workflow
• CWMD Consortium Value Proposition
• Benefits of Working with the Consortium
• Sharing Ideas
• Next Steps
• Points of Contact
• Provides rapid prototyping for technologies that enable or enhance the understanding of the CBRNE operational environment, threats, and vulnerabilities; control, defeat, disable, and/or dispose of WMD threats; safeguard the force while responding to natural and manmade disasters; and promote the cooperation, coordination, interoperability, and decision making between agencies, all levels of government, and with partner nations.

• **Technical Objective Areas**
  – WMD Consequence Management and Hazard Mitigation
  – Threats and Vulnerabilities Awareness, Counter-Proliferation Technologies and Capabilities
  – Arms Control Technologies
  – Chemical, Biological Radiological, and Nuclear
  – Fundamental Science, Research and Development, and Experimentation of Emerging Technologies

• **Awarded 20 November 2017 with ten year period of performance and $10B ceiling**
Project Requirements

- **Must be for development of a prototype**
  - ✓ Can be hardware/software (Army Contracting Command-NJ expects the deliverable to be a prototype)
  - ✓ Follow-on production is now acceptable under certain conditions
    - ✓ Award a follow-on FAR based production contract or standalone OTA without additional competition
- **Must be directly relevant to enhancing mission effectiveness**
- **Must address at least one of the OTA Technology Objectives**
- **Must meet one of the following conditions:**
  - ✓ Non-Traditional Defense Contractor participating to a **significant** extent
  - ✓ One-third cost-share requirement for Traditional Defense Contractors
Aspects of the CWMD OTA

- **Acquisition strategies are tailored to your requirement**
  - Training and mentoring are readily available for Government and consortium members
  - The Program Management Office supports preparation of project packages
  - Proposals and evaluation managed within secure database

- **Procurement Administrative Lead Time can be reduced significantly**
  - 90 days or less
  - Contracting activity, legal office, and consortium management firm have true expert level knowledge of other transactions
  - Projects can be incrementally funded
    - Payments tied to milestones
  - Principal Assistant Responsible for Contracting has approval authority up to $100M (total value of each project)
  - Protests are not allowed
CWMD OTA ORGANIZATION

JPEO-CBD Sponsor / Program Director
Dr. Jason Roos / Mr. Gary Wright

Executive Steering Committee (Government)
Purpose: High-level decision makers for policies / procedures in managing the OTA

Agreements Office – ACC NJ
Kristen Barth, AO
- Reviews / approvals
- D&Fs
- Changes / mods
- Process MIPRs / finance

Program Management Office
Jeff Megargel, PM
Elaine Stewart-Craig – Communications
Scott Weigel – Operations

Agreements Technical Analysts (ATAs)
S. Weigel (acting)
B. Sayer (pending)
M. Boardwine
K. Hogan

Embedded Contracting SMEs
M. Flack
J. Terrell
M. Hayne
T. Famosa

OTA Consortium Management Firm

Government Support
- Bid management
- Request for technology initiatives / white papers
- Pricing certifications / compliance checks
- Warranties and Reps / flow-downs
- Milestones and payments
- Reporting

Industry Support
- Organize consortium, membership recruiting
- Member steering committee
- Onboarding training
- Website (repository / collaboration)

OTA Government Customers / Stakeholders
JPEO-CBD
Project #1
Project #2
Project #n

DTRA
Project #1
Project #2
Project #n

DHS
Project #1
Project #2
Project #n

Other
Project #1
Project #2
Project #n

Shared Industrial Base
Non-Traditional
Traditional
Key Program Roles & Responsibilities

**Program Management Office (JPEO-CBD)**

- Execute program strategy and marketing
- Manage operations
  - Monitor Cost, Schedule, and Technical Performance
- Provide acquisition support and expertise
  - Contractual (embedded 1102s)
  - Technical
- Maximize customer service and support
  - Training

**Consortium Management Firm (ATI)**

- Manage consortium
  - Maintain on-line process for bid management
  - Conduct pricing certifications
  - Complete compliance checks
  - Award sub-agreements
- Monitor post-award performance against technical milestones
- Manage payment process
- Manage reporting and deliverables

**Agreements Officer (ACC-NJ)**

- Review and approve requirements
- Review and approve evaluations of white papers/proposals
- Prepare Determination and Findings -- approving that proposal requirements are met (pricing, warranties and requirements, etc.)
- Facilitation of legal and Principle Assistant Responsible for Contracting (PARC) reviews
- Perform post-award administration

**Agreements Officer’s Representative**

- Writes requirements with program team
- Conducts evaluations
- Drafts selection memoranda
- Monitors cost, schedule, and technical performance
- Approves deliverables
- Approves payments, etc.
- Communicates any changes to Project Management Office and Agreements Officer
Typical Project Workflow

Open Communication (*Through Receipt of Proposals*)

1. Identify Need & Prepare Package
   - PM / PMO

2. Complete Market Research
   - PM / PMO

3. Solicit White Papers from Consortium
   - AO / CMF

4. Government Evaluates and Down Selects

5. Refine Documentation
   - AO / CMF

6. Solicit Prototype Proposals
   - AO / CMF

7. Govt evaluates and Makes Award Recommendation
   - AO / CMF

8. Government Evaluates and Makes Award

9. Negotiate Terms & Conditions; Pricing
   - AO / CMF

10. Make Final Award of Project Agreement
    - AO / CMF

11. Release Intent to Award
    - AO / CMF

12. Contractor Reviews; Staffs Package
    - AO / CMF

13. Conduct Kick Off
    - All

Projected Timeline: 90 days
CWMD Consortium – Value Proposition

- **Organization united through a formal agreement**
  - Currently 89 “Non-traditional” defense contractors, academic institutions, and not-for-profit organizations
  - [www.cwmdconsortium.org](http://www.cwmdconsortium.org)

- **All share common vision, mission, and values**
  - Innovation through collaboration
  - Rapidly develop and deliver prototype technologies

- **Led by Advanced Technology International – Foremost Consortium Management Firm**
  - Established tool set for organizing and running consortia
  - Experienced at finding and on-boarding new technology providers
  - Advanced bid management software including evaluation tools
Benefits of Working with the Consortium

• **Government**
  – Meaningful collaboration with industry and academia
  – Advanced ability to plan for and execute funding
  – Greater access to breakthrough technologies
  – Allows technical staff to focus on technology, not contracting

• **Industry / Academia**
  – Power of the network promotes innovative business relationships
  – Better visibility of technology
  – Open collaboration with Government project teams
  – Opportunity to leverage consortium management firm services
The CWMD Consortium is developing a process that will enable members to see the background, scope, and deliverables of prospective projects via the website. The members may submit potential solutions for Government only review:

- May include “white paper” type documents
- Potential technical approaches
- Draft statements of work
- Papers must be marked with any distribution limitations and searchable by key words

- Designed to encourage sharing of potential solutions that are targeted to a particular problem
Next Steps

• Participate in CWMD OTA industry day
  – Hosted by ATI at the Doubletree Crystal City
  – 22-23 February 2018
  – Event will include guest speakers, a consortium member only session, focus on JPM missions and needs, SBIR efforts, and one on one sessions
Questions?