FAR-BASED CONTRACTING UPDATE

PROTECTING THE JOINT FORCE

Mr. Alan Burket
Omnibus Program Manager, JPEO-CBRND

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Distribution Statement A: Approved for public release; distribution is unlimited.
Contracting Overview

JPEO-CBRND contracting office has two focus areas; Multiple Award Task Order Contract (MATOC) and Other Transaction Agreements (OTA).

- **Awards outside of MATOCs and OTAs**
  - Primarily awards of legacy components or are sole source

- **Medical and CWMD OTAs**
  - Inspires technical innovation and expedited awards
  - Expands industrial base to "Non-Traditional" Defense contractors
  - Encourages partnerships amongst both Industry and Government entities

**Key tools are knowledge and transparency**: Multiple venues for Government and Industry interaction. Multiple training opportunities for JPEO staff, other partners and industry. One goal, equipping people to know how to use the right tool for the job.

**Coming Soon! Urgent COTS Plus Contract Vehicle**
Overarching Omnibus Vehicle Stats
(As of 12 August)

JE-OPETS
FTEs: ~380 FTEs (JPEO 315, Enterprise 65)
Execution: $57M annually
Awards since start of new PoP: 18 FTEs
Req’t to person in seat: 45-60 days (shortest 18 days)

JE-RDAP
- 24 DOs for $628M (FY19: 13 for $582M)
- *Avg. PALT: 90 days
- Competition: >$200M saved

JE-CLaSS
- 17 TOs for $201M (FY19: 7 for $132M)
- Avg. PALT: 64 days
- Competition: >$100M saved

*Varies by type: Sole Source, Equip Purchase, R&D/Prod

PALT = Time from Solicitation Release to Award

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JE-OPETS Update

- Improvements since last CBDAIF:
  - Advanced notification of new orders to primes
  - Shortened industry response times (order dependent)
  - Options for additional FTEs
  - Only resume(s), price and summary required for proposals
  - Price least significant factor on most orders
  - Risk-based price realism assessment added to evaluations
  - Redacted resumes at start-of-work

- Planning Timeframes:
  - < 5 FTEs: 45-60 days from requirement to “person-in-seat”
  - Larger orders & special projects: contact me as early as possible
JE-OPETS Update (Cont’d)

• Potential reorg-related reductions
  • Intent: notify primes ~6-months in advance of significant reductions
  • Any significant reductions to be addressed at option year awards
  • Already reducing some positions, rather than backfilling

• Timeline
  • 31 Jul: Discussed plan and timeline with GTMs
  • 30 Aug: GTMs/JPMs ID any potential significant reductions
  • Early Sep: Notify primes of potential significant reductions
  • Dec: Finalize requirements & notify KO Team
  • Jan 2019: KO notifies Primes which FTEs/CLINs will be exercised
JE-CLaSS & JE-CLaSS 2

• What’s working well with JE-CLaSS:
  • Scope: On target
  • Speed: On target
    • Avg. PALT: 64 days...well under “90 day PALT” MDA direction
  • Competition: Strong

• Lessons learned to be addressed in JE-CLaSS 2:
  • No small businesses in the “Unrestricted Suite”
  • Ceiling requirement much lower than expected
  • JE-CLaSS allows 1 year to complete orders after the end of the IDIQ PoP/ordering period; needs to be 3 years

PALT = Time from Solicitation Release to Award
JE-CLaSS 2 Approach (Subject to Change)

- Multiple Award IDIQ, similar to JE-CLaSS, with Task Orders competed as fair opportunity to IDIQ holders
  - IDIQ Level: No cost/price evaluation. No sample TO.
  - TO Level: Best value trade-off
- Orders may be completed up to 3 years after the end of IDIQ PoP/ordering period
- Ceiling based on JE-CLaSS history and JPM projections
- RFI released via FEDBISOPPS: 14 Aug 2019
- Award target date: 2QFY21
- Please provide us any additional feedback/suggestions
JE-RDAP Update

• OTA Prototypes => JE-RDAP Production Contracts:
  • OTA prototypes are nearing completion and transition to production
  • Some expected to use JE-RDAP or Stand-alone contracts
  • First JE-RDAP production from an OTA prototype is JPM-Sensors’ VIPER

• Flexibility and speed for addressing unknown quantities:
  • Overlapping Option Periods - in place
  • Downward quantities - in place
  • Working on first “ranged pricing” order...VIPER
Proactively Reducing Timelines

- Leveraging more flexibility provided by FAR 16.505
  - **RIID Family of Systems is the test case**
  - Utilizing trade-off methodology, but not FAR-15-based terminology
  - Less criteria to evaluate
  - Allows negotiations to be held one-on-one with best offeror
  - No formal discussions

- Reinforcing use of Alpha Contracting for Sole Source (EFOJ approved)

- Dedicated KO for equipment purchases
Urgent COTS Plus: **Supplement to JE-RDAP**

- GSA Multiple Award IDIQ contract vehicle similar to the expired COTS Mod contract under JPM-G
  - Urgent Needs and Operational Need Statements needing award in 1 - 30 days
  - New requirements tied to funding execution needing award in 1 - 30 days
  - CBRND equipment/item purchases; plus training, packaging, shipping and sustainment
  - Available to CBRN Enterprise to include external DoD and non-DoD government organizations

- Planning Timeframes:
  - 1 – 30 days from requirement to award
  - Brand name and Sole Source approval:
    - First time 1-2 Weeks
    - Repeat items Days
  - < 1 week from draft requirement to award is typical

- RFI via FEDBIZOPPS projected by ~Oct 2019
- Available for use 2QFY20 (possibly earlier)
Government Points of Contact

- **JPEO-CBRND FAR-Based PM**
  - Alan Burket; alan.r.burket.civ@mail.mil

- **JE-OPETS**
  - IDIQ PM/COR: Brenda O’Brien; brenda.s.obrien.civ@mail.mil
  - KO: Joe Cooper; joseph.p.cooper5.civ@mail.mil

- **JE-RDAP**
  - IDIQ PM/COR: Tracy Batman; tracy.m.batman.civ@mail.mil
  - KO: Dan Adams; dan.l.adams2.civ@mail.mil

- **JE-CLaSS & JE-CLaSS 2**
  - IDIQ PM/COR: John McPherson; john.mcpherson@usmc.mil
  - JE-CLaSS KO: Mackenzie Martz; mackenzie.t.martz.civ@mail.mil
  - JE-CLaSS 2 KO: Alex Schupp; alex.m.schupp.civ@mail.mil

- **Urgent COTS Plus**
  - IDIQ PM/COR: Margaret Sobey; margaret.m.sobey.civ@mail.mil
Backup Charts
Include Order Projections
## JE-CLaSS Order Projections

*(For Informational Purposes Only - This list is subject to change)*  
JE-CLaSS Orders will be awarded to JE-CLaSS IDIQ holders only  
As of 8/1/2019

<table>
<thead>
<tr>
<th>Order Description</th>
<th>Suite</th>
<th>JPM Office</th>
<th>Period of Performance</th>
<th>Type of Award Base Order</th>
<th>Draft Order Release Date (Projected)</th>
<th>Order Release Date (Projected)</th>
<th>Estimated Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>CENTAUR (CBRN-IEW)</td>
<td>Unrestricted</td>
<td>JPEO-CBRND</td>
<td>1 Base Yr 2 1-Yr Options</td>
<td>CPFF</td>
<td>4/3/2019</td>
<td>6/25/19</td>
<td>4QFY19</td>
</tr>
<tr>
<td>CLS for NBCRV Field Level Maintenance</td>
<td>Unrestricted</td>
<td>JPM CA</td>
<td>1 Base Yr 2 1-Yr Options</td>
<td>CPFF</td>
<td>5/3/2019</td>
<td>1QFY20</td>
<td>1QFY20</td>
</tr>
</tbody>
</table>
| 20th CBRN Contract Logistic Support  
Sponsor: JPM-G | Restricted  | 20th/JPM-G  | 1 Base Yr 2 1-Yr Options | CPFF                     | 1/2QFY20                            | 2QFY20                       | 2QFY20              |
| National Guard Bureau C2CRE  
Sponsor: JPM-G | Restricted  | NGB/JPM-G   | 1 Base Yr 2 1-Yr Options | CPFF                     | 1/2QFY20                            | 2QFY20                       | 2QFY20              |
## JE-RDAP Order Projections (Continued)

*(For Informational Purposes Only - This list is subject to change, JE-RDAP Orders will be awarded to JE-RDAP IDIQ holders only)*

<table>
<thead>
<tr>
<th>RDAP Order Description</th>
<th>JPM Office</th>
<th>Period of Performance</th>
<th>Type Award</th>
<th>Set-Aside Anticipated (Y/N)</th>
<th>Draft Order Release Date (Projected)</th>
<th>Order Release Date (Projected)</th>
<th>Estimated Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Radiosotope Identification Detector (RIID) Family of Systems (FoS).</td>
<td>JPM - CBRN Sensors</td>
<td>6 years (1 year base; five 1-yr options)</td>
<td>FFP</td>
<td>TBD</td>
<td>3QFY19</td>
<td>4QFY19</td>
<td>2QFY20</td>
</tr>
<tr>
<td>Global Biosurveillance Portal (GBSP)</td>
<td>JPL-CBRN IM/IT</td>
<td>2 year base</td>
<td>CPFF</td>
<td>TBD</td>
<td>4QFY19</td>
<td>1-2QFY20</td>
<td>3QFY20</td>
</tr>
<tr>
<td>Rapid Austere-environment Sample Preparation (RASP) device.</td>
<td>JPL-CBRN SOF</td>
<td>5 years (1 year base; four 1-year options)</td>
<td>FFP</td>
<td>Yes</td>
<td>RFI posted on 2 May 2019</td>
<td>3QFY19</td>
<td>1QFY20</td>
</tr>
<tr>
<td>Meso Scale Diagnostics (MSD) PR2 1800.</td>
<td>JPM – CBRN Sensors</td>
<td>2 years (1 base year; 1 option year)</td>
<td>FFP</td>
<td>TBD</td>
<td>N/A</td>
<td>1QFY20</td>
<td>1QFY20</td>
</tr>
</tbody>
</table>

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FY19 Dollars Awarded by Organization

FY19 Dollars (Millions) Awarded

- Protection/SOF: 95.5
- Sensors: 182.6
- External Orgs: 462.2
- Medical: 18.5
- HQs: 2.8
- JPL IM/IT: 18.5

Total: 462.2

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OMNIBUS AWARDS: SMALL/LARGE/SBSA

• JE-OPETS Initial Orders: 13 Orders for ~$172M
  o Small: 9 for $124M – 72% (5 of the 9 TOs were SBSA: $63M – 37%)
  o Large: 4 for $48M – 28%

• JE-CLaSS (Since start of IDIQ): 17 Orders for ~$201M
  o Restricted Suite (SBSA): 11 for $34M – 17%
  o Unrestricted Suite (all large): 6 for ~$168M – 83%

• JE-RDAP (Since start of IDIQ): 24 DO for ~$628M
  o Small: 13 for $200M – 32% (7 of the 13 were SBSA: $20.4M – 3.2%)
  o Large: 11 for $428M – 68%