

Chemical Biological Defense Acquisition Imitative Forum (CBDAIF)

Detection Sector Report
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Companies in Sector

- There are currently 58 companies represented in the Detection Sector
- Limited response to request for information

2020 Gene	Domenix	Northrup Grumman
908 Devices	DWT USA	PHDSO
A. Selber	Excet	Physical Sciences Inc
ADS Inc	FLIR	QuickSilver Analytics
AlBiotech	Hamilton Sundstrand	SAIC
Alakai Defense	IITRI	Sam Lucas
AMETEK	INFICON	SciTech Inc
Arete	JGW Group	SESI
Avir Sensors	JRAD	Smiths Detection
Battelle	Kalman and Company	Spectral Sensor Solutions
Bertin Corp	Kim Chapman	Spectrum Photonics
Bill Baugh	L2 Defense	Stephen Reeves
BioFire Diagnostics	Leidos	Tauri Group
Block Engineering	Lockheed-Martin Corp	TDA Research
Boeing	Luminex	ThermoFisher Scientific
Bruhn Newtech	Marilyn Ripin	Toyon
Bruker Detection Corporation	Monica Heyl & Associates	TSI
CACI	Morpho Detection	VF Warner
Chemring	MRI Global	Zeteo Tech
Davis-Page Management Systems	MSA	
Defense Group	Murtech	

Message Received	Message Rejected	No Response from Server
Responded to Request		

Health of Sector

- Somewhat discouraged over number and pace of opportunities
- Proven performers but dwindling in number
- Company sizes range from large to small
- No new members to the sector – avenues to recruiting unclear

Major Sector Concerns

- JE-RDAP, very little has come out of that effort and look at all the money we had to spend to bid it and nothing
- Improved POR coordination with Rapid Innovation Fund (RIF) and SBIR Phase 2/2P2/E awards
- Pine Bluff becoming the defacto place to send manufacturing after companies spend millions developing solutions for the DoD and JPEO.
- Consolidation of the PMs is good as long as they have the staff to support the mission and programs.
- Programs continually pushed to the right - Companies are leaving this industry to go to Pharma and others that actually place business.
- RWP/RPP issue and response goes as advertised but the process very obviously bogs down during evaluation
 - Is there something we as industry can do differently to help smooth process

Observations (1)

- OTAs Proliferating across DoD at high rate
 - Improve forecasting and publication of when RFIs, SSN/SSs, RFPs, BAAs are due to be released to improve planning.
 - Consider having “discussions” of proposals that are submitted where some clarification would allow industry to provide additional information
 - Will OTA awards allow for a “debrief” similar to the FAR process?.
- Confusion and apprehension surrounding OTA’s and further training on the Government’s use of them
 - Even on the governments side there seems to be hesitation in using them
 - In one recent procurement the customer noting that the OTA process was rocky.
- Interaction Improved - Openness of conversation with government was a great step in step from White Paper to full proposal.
- Schedule Improvement
 - FAR Based AVCAD was about a year from Final RFP release to Award
 - OTA MPCAD was accomplished in a little over 4 months.
- Criticism- Government expecting too much “FAR” in their OTA
 - from specifying too much to requiring too much information during pricing stage.
 - Not sure non-DOD commercially oriented firms would provide the level of detail asked for.
 - USG wants it’s cake and eat it too (specification of FAR and speed of OTA)

Observations (2)

- JPEO's new acceleration of programs approach of using Modification Work Orders (MWO)
 - potential problems with the test community with this approach
 - Would be good to know what the process is for testing
- APG APBI
 - The JPMs should be more detailed in their info presented to include a list of only real opportunities with a dollar range for the awards.
 - Since the programs change due in year budget cuts it would be good to have a mini JPEO ABPI 6 months after the APG APBI, possibly at an NBC IG meeting
 - More current, detailed org charts
 - Eliminate the music at the evening socials. It is bad for trying to have discussions with folks.