Chemical Biological Defense Acquisition Imitative Forum (CBDAIF)

Detection Sector Report

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An SRC Company

Companies in Sector

- There are currently 64 companies represented in the Detection Sector

908 Devices	Davis-Page Management Systems	Northrup Grumman
2020 Gene	Defense Group	PathSensors
ABI Biotech	Domenix	QuickSilver Analytics
A. Selber	Environics	S3
ADS Inc	Excet	Sam Lucas
Agilent	FLIR	SciTech Inc
Alakai Defense	IITRI	SESI
Ametek	INFICON	Smiths Detection
AMH Consulting	JGW Group	Spectral Sensor Solutions
Arete	JRAD	Spectrum Photonics
Avir Sensors	Kalman and Company	SRC
Battelle	L2 Defense	Stephen Reeves
Bertin Corp	Leidos	Tauri Group
Bill Baugh	Lockheed-Martin Corp	TDA Research
BioFire Diagnostics	Luminex	Tetra Tech
Block Engineering	Marilyn Ripin	ThermoFisher Scientific
Boeing	Monica Heyl & Associates (Lab to Field)	Toyon
Boston Dynamics	Morpho Detection	TSI
Bruhn Newtech	MRI Global	VF Warner
Bruker	MSA	Zeteo Tech
CACI	Murtech	
Chemring	Nanoscale	

Health of Sector

- Technologically strong
- Proven performers
- Company sizes range from large to small
- Members' capabilities are diverse
- Few new members to the sector
  - Fewer companies doing CBRNE: less money, less contracting, less IR&D, less experienced people
- Reliance on off-the-shelf capabilities reduces opportunity for DoD-specific tech development
- Competition for contract awards is high
  - Good for JPEO, but raises costs for industry
  - Beware of low-cost "buy ins" for LPTA awards

Major Sector Concerns

- Low number of opportunities; not clear how ATDs may help
  - Most of JUPITR ATD funding went to Government
  - What are production/procurement outlooks for each ATD?
- Reduced Government live agent test capabilities potentially impacting program schedules
- Rad/Nuc opportunities
  - Level of JPEO control vs. Services
  - Majority going to small businesses; large businesses can provide acquisition expertise
- Costs of doing business are increasing
  - RFIs increasing; costs to respond
  - Complexity of solicitations & proposal costs; JBTDS cost ~ $1 million to $1.5 million per bidder
    - Delays in solicitations and awards require holding teams together on overhead
  - JE-RDAP could result in mostly SB awards if $5 million ceiling holds; significant impact to large businesses
- Opportunity to propose new, enhanced capabilities in LPTA environment
  - Limits innovative solutions
  - Would like to see a DARPA-like “seedling fund” to help drive fast, outside-the-box innovation

Sector Expectations for CBDAIF Meeting Outcomes

- Progress towards ensuring the viability of commercial detection/sensor developers and producers that can provide cutting-edge capabilities to the DoD
- Improved acquisition processes
- Timely information that can be used to plan pursuits of future opportunities
  - Consider updates to the APBI information when plans change and release to the CBDAIF & NBCIG immediately for distribution
- Provide early notification of future JE-RDAP TOs to provide time for team formation & technology development to meet JPEO requirements, and allow responsive proposals
- Define when the JPEO will use Government agencies/arsenals/labs to execute some of the contract work
  - E.g., use of PBA for part of DR-SKO work
  - Industry needs to be able to plan future contract values that may be reduced through use of Government facilities