

**Chemical Biological Defense  
Acquisition Imitative Forum (CBDAIF)**

**Consequence Management  
Report**

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# Companies in Sector

Company	Description
Advanced Decon Technologies	Surface Decontamination
Calgon Carbon	Air and Surface Decontamination
Emergency BioSolutions	Skin Decontamination and Anthrax Vaccines
First Line Technology	Surface Decontamination and Mass Casualty Response
Intelagard	Decontamination Equipment and Surface Decontaminant
Karcher FutureTech	Decontamination Equipment and Surface Decontaminant
PurpleSun	Room and Surface Decontamination
Steris	Surface and Room Decontamination

# Health of Sector

- Health of individual players ranges from poor to stable and is strongly impacted by following factors.
- Dual-use capability for technologies
- International presence of company
- Quote: “The Health of the Industry is Poor due to limited support and close to zero access to Program Offices”
- Quote: “Industry sees limited dollars on the horizon so scaling R&D back and DoD is no longer a major driver of requirements within industry”
- Quote: “Health of Industry; Weak, given there [are] limited decon programs in the procurement cycle. JPEO CBRN needs to monitor the financial state of the strategic core capability contractors supporting DoD”

# Major Sector Concerns

- “No real or definitive timelines for acquisitions.”
- “Gov’t has moved away from “Best Value” to just cheapest.”
- “When industry tries to get a meeting, it takes weeks or months”
- “Testing and evaluation during procurement process really limits source selection to one company when gov’t (with limited funds) decides to choose one company to move a program forward with. Other companies are now at a competitive disadvantage during future source selections as the previous one company has advantageous performance testing that other companies don’t have. Gov’t should think about communicating much more with other companies who could participate in procurements and provide testing requirements so the companies on their own dime can perform testing equivalent to what gov’t would require on future procurement cycles.”
- “JCACS ATD white paper communication has been poor – no set direction and no feedback from months of work on submissions.”

# Major Sector Concerns

- “Capabilities: The need for advanced state of the art decon systems for our Military forces, such as large scale, sensitive decon and mass casualty systems are needed to be upgraded for the Chemical community”
- Major Concerns: How long can industry survive with the limited programs of record? International cooperation is something that must be evaluated to reduce cost, ensure mature technology, and standardize with NATO and other allies with similar materiel, decon agents, ...”
- Wish list? Increase new start of decon programs, i.e. large scale, sensitive decon and mass casualty systems development.”
- Qty of “large” program acquisitions are getting smaller – DoD organizations are pulling out of Programs that were sold on large DoD buy

# **Sector Expectations for CBDAIF Meeting Outcomes**

- More details about 30 year plan
- Streamlining of acquisition process objectives
- Thoughts of new leadership at JPEO
- Information on JCACS ATD future