

## Questions and Answers from the “Doing Business with CWMD” Webinar

December 18, 2017

1. We have submitted the DD2345 form to DLA. We are waiting to get our certification. Can we submit the other agreements and pay our membership dues while we are waiting for this approval? We want to be sure we don't miss anything.
  - a. Absolutely, please send all other documents to us at [cwmd@ati.org](mailto:cwmd@ati.org) and we can review your application and pre-approve it pending receipt of your DD2345. This will be the most efficient process. You will not receive a dues invoice until we finalize membership (after DD2345 is received).
  
2. Does the owner of the task pay the 1% or does the awardee?
  - a. The 1% assessment is the responsibility of the awardee as it is a requirement of the consortium not the government. For example, let's say an awardee is issued a Project Award with a \$1,000,000 project ceiling (total value of effort) and is initially provided with \$250,000 in funding. Upon execution of that Project Award, the awardee will be issued an assessment invoice for 1% of the funded amount (\$2,500). Subsequently, when additional funding is placed on the agreement (say another \$300,000), then another assessment invoice for 1% of the funded amount (\$3,000) will be issued.
  
3. If ATI deems a White Paper/proposals to be not compliant, what happens? Will bidders have an opportunity to correct?
  - a. Noncompliance is handled on a case-by-case basis. If a file is missing or something is not filled out correctly, ATI will request the missing/incomplete items.
  
4. Will ATI release the final base agreement for companies to review before we sign [page 6 of the consortium membership agreement] with you?
  - a. The CWMD Base Agreement is available on the CWMD Members Only site. You may also request a copy by contacting [cwmd@ati.org](mailto:cwmd@ati.org). The FINAL CWMD Base Agreement will be available as soon as we finalize a mod to the OTA with the government. Base Agreements will be issued to members individually for execution once they have been selected for award.
  
5. Will awardee have a gov't point of contact or only and ATI POC?
  - a. An awardee will have technical POCs for each project and they should be provided to you in the RPP (solicitation). These will be the POCs for all technical matters. There will also be ATI POCs for all agreement (contract) matters.
  
6. If we have received approval for membership already, when should we expect access information to the member only website?

- a. We are actively processing requests for access to the members only site. If you need to request access please visit: <https://www.cwmdconsortium.org/mo-request-form/>. You must be a member company to gain access and all persons must receive the approval of their primary POC (ATI will handle this approval). Also, only US citizens/persons can access the site and it is not accessible overseas with from foreign IP addresses.
7. With OTAs becoming more popular, are there any restrictions on the businesses that sign up, besides US firms?
  - a. No, not at this point. All awards are responsible for ITAR and export control related to received documents and project work.
8. If a nontraditional 'wins' a solicitation - do they automatically meet the "nontraditional" requirements (i.e. - don't need to bring on a nontraditional to meet the requirement)
  - a. If a nontraditional primes a proposal they do not need to partner with any other nontraditional to meet the requirement to avoid cost share. As the prime, you are contributing to a significant extent.
9. What about the Executive Committee? Do they get to see our proposals and data?
  - a. No. The CWMD Executive Committee (ExCom) has no visibility into any member's submitted proposals. The ExCom also has no insight into upcoming RPPs or source selection decisions.
10. If ATI is not a CWMD expert, how can you provide a cost reasonable assessment? Do you have staff SMEs to cover the CWMD OTA topics?
  - a. The government performs a cost realism analysis on you proposed cost to insure the labor mix, equipment, facilities and travel are commensurate with the work described in the proposal and the SOW. ATI performs a cost analysis that looks to ensure costs are allowable and allocable. Labor rates are compared to a nationwide database and other direct costs are reviewed to ensure the pricing is accurate.
11. Will RPPs be issued prior to the OTA Kickoff and Industry Day?
  - a. Yes, we anticipate that to be the case.
12. When submitting proposals for the OTA, are the offerors required to add this 1% or is this automatically done when the Govt receives and awards the contract?
  - a. The offer may choose to include fee or profit in their cost proposal for the project and may use that fee or profit to pay the 1% assessment. Since the 1% assessment is a consortium and not a government requirement you may not include it as a direct cost.

13. Will funding payments pass through ATI or directly to awardee.
  - a. The way funding works on this program is that once the government issues a selection announcement and the awardee is placed on agreement, the government then places funding on the OTA which ATI then places on the agreement with the awardee. To be clear, funds don't go directly to the awardee until they invoice ATI for cost incurred. So if the Project Agreement has an initial funded amount of \$250,000, that means the awardee can incur costs up to that amount. As they perform the work, they will invoice ATI monthly for the cost incurred. ATI then remits payment to the awardee NET 30.
  
14. Can you provide any insight into the broad topics for the first RPPs?
  - a. Not at this time, but we will broadly disseminate this information as soon as we can.
  
15. Can ATI provide a sample of the base agreement to all the members so we aren't chasing through it at award?
  - a. The CWMD Base Agreement is available on the CWMD Members Only site. You may also request a copy by contacting [cwmd@ati.org](mailto:cwmd@ati.org). The FINAL CWMD Base Agreement will be available as soon as we finalize a mod to the OTA with the government. Base Agreements will be issued to members individually for execution once they have been selected for award.
  
16. Will technical reporting tasks be directly to gov't or passed through ATI?
  - a. Technical reporting for the most part is handled between the performer and the government, often with a copy to ATI. For quarterly and annual reports, ATI receives these as they are deliverables. Each Project Agreement will detail necessary reporting requirements.
  
17. Any idea when the first Solicitation(s) will be released?
  - a. We anticipate within the next days to weeks.
  
18. Can government customers with a sole source requirement use the CWMD OTA contract vehicle?
  - a. No. All requirements issued through the OTA to CWMD Consortium members will be available to the entire consortium. The only exception may be for Phase II SBIR/STTR graduates.

19. Will the recording of this session be available through the members only or public website?
  - a. We plan to make it available on both.
  
20. "Can govt customers with a sole source requirement use the CWMD OTA contract vehicle?
  - a. No. Any requirement that is issued as an RPP through the CWMD OTA will be available for all members to propose against. The only current exception would be for current SBIR/STTR Phase II graduates.
  
21. How was the original board selected - who provided the names and how where they chosen?
  - a. When ATI issued Letters of Intent during the CWMD Consortium proposal phase we asked for any interested parties to serve on the Formation Committee. Individuals were chosen from this group.