

How to Do Business with the CWMD Consortium

December 18, 2017



ATI and CWMD

- ATI (Advanced Technology International)
 - Non-profit, professional Consortium Management Firm (CMF)
 - Current Prototype OTA Consortia managed by ATI:
 - National Armaments Consortium (NAC)/DOTC (2002/2008)
 - Vertical Lift Consortium (VLC) - 2010
 - National Spectrum Consortium (NSC) - 2015
 - Medical Technologies Enterprise Consortium (MTEC) - 2015
 - Border Security Technology Consortium (BSTC) - 2016
 - Medical CBRN Defense Consortium (MCDC) – 2016
 - Countering Weapons of Mass Destruction Consortium (CWMD) – 2017
 - Space Enterprise Consortium (SpEC) - 2017
 - ATI also manages FAR-based consortia and collaborations

Information on the CWMD Consortium

Timeline and Status, How to Join, Member Agreement

CWMD – Timeline and Stats

- Notice of Award – 3 Nov 2017
- CWMD Formation Committee seated – 7 Nov 2017
- Key member documents approved – 9 Nov 2017
- Member on-boarding initiated – 10 Nov 2017
- Other Transaction Agreement signed – 20 Nov 2017
 - W15QKN-18-9-1004

- 59 Members and growing daily

How to Join the CWMD

- Visit: www.cwmdconsortium.org
 - Membership Application: complete and sign
 - Consortium Membership Agreement (CMA): read and sign pg 6
 - DD2345 Certification: provide (access to unclassified technical data)
 - FOCI: if FOCI, provide DSS letter or signed Export Form
- Membership limited to US firms or US-based affiliate of foreign firm
- Send to: cwmd@ati.org
- Inquiries: contact Mike Stebbins
 - mike.stebbins@ati.org
 - 843-760-4094

Consortium Membership Agreement

- Non-exclusive: industry, academia, non-profit
- Dues: \$1500 for large business, \$500 all others
- Project Award Assessment: 1% of awarded funds
- Obligations – no greater than 60 days past due
- US firm or US-based affiliate of foreign firm
- Maintain Form DD2345 – Military Critical Technical Data Agreement
- Abide by CWMD Base Agreement

OTA-Consortium Business Model

What it is, High-level process, Roles

OTA-Consortium Business Model

- An **“enterprise partnership”** between the Government and a consortium of technology developers/providers in a specific domain where....
 - The **“Government”** partner can be a single sponsor (program executive officer) or multiple sponsors coordinated through a lead agency
 - The **“Consortium”** partner is a group of for-profit, not-for-profit and/or non-profit companies, universities and other academic research organizations having competence in the technical domain of interest
- The parties are connected through a binding “contract-like” instrument called an **“Other Transaction”** that operates outside the normal Federal Acquisition Regulations (FAR)

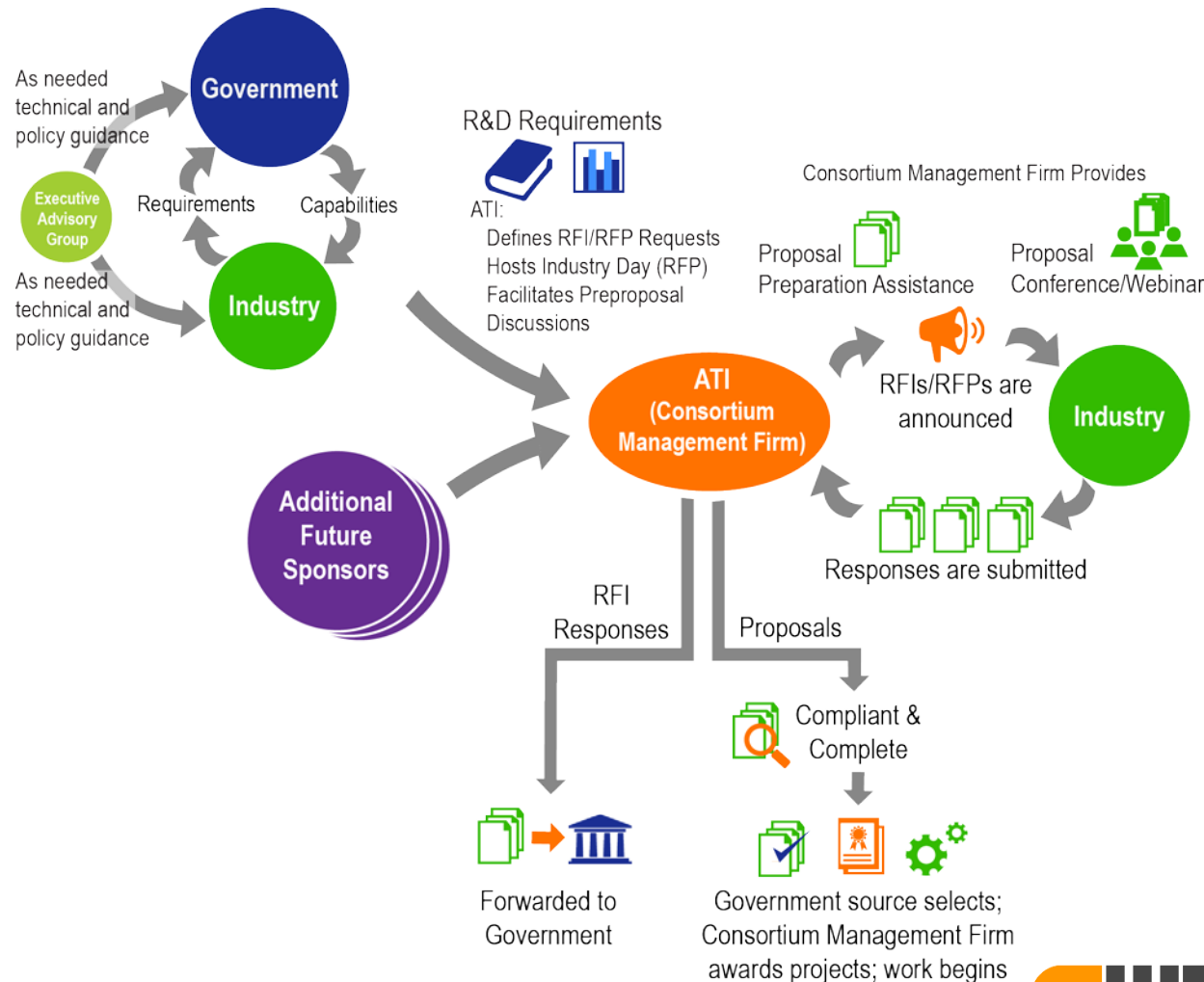
High-level Process

- **Government** solicits proposals from Consortium members thru Consortium Management Firm (CMF) on prioritized projects to mature, transition and/or integrate technology to produce prototype solutions
- **Industry** dynamically forms teams as appropriate to submit responses
- **Government** competitively selects teams best suited to perform the work under an OTA
- **CMF** negotiates and makes awards to successful offerors
- **Industry** delivers solutions to the end user

Overview of Roles

- Customer: JPEO-CBD
 - Jeff Megargel – Program Manager
- Agreements Office: ACC-NJ
 - Kristen Barth – Agreements Officer
- Consortium Leadership:
 - Formation Committee, then Executive Committee
 - Pat Nolan – EXEC, Inc.
 - Alton Reigh – Streamline Automation
 - Dave Cullin – FLIR
 - Henry Heine – University of Florida, Institute of Therapeutic Innovation
 - Charlie Janney – Veteran Corps of America
 - Mike Stebbins – ATI
- Consortium Management Firm: ATI
 - POC and daily management for the CWMD
 - Provide “single point contracting” functions
- Other Transaction Agreement
 - Between JPEO-CBD and CWMD

JPEO-CBD / CWMD Collaboration Model



CWMD Scope

- CBRNE counter-proliferation, nonproliferation, and defense equipment;
 - Installation and force protection;
 - Command, control, communications, computers, intelligence, surveillance, and reconnaissance (C4ISR) systems for WMD detection, localization, identification, and tracking and CBRNE response operations;
 - Technologies that support the find, fix, finish, exploit, analyze, and disseminate (F3EAD) process;
 - Preparing for and combatting improvised threats and the improvised explosive device network;
 - WMD precursor, agent, and device defeat or neutralization;
 - Ensuring nuclear deterrence;
 - Manned and unmanned platforms capable of supporting CWMD operations;
 - Technologies that enhance the effectiveness of forces that are tasked to conduct CWMD operations;
 - Other operations related to the CWMD mission
-
- Five (5) Technical Areas (non-inclusive)

CWMD Technical Area

Consequence Management and Hazard Mitigation

- ...providing capabilities to reduce, eliminate, counter, survive, and mitigate the effects of WMD threats, natural and manmade disasters
- ...can include capabilities for non-intrusive diagnostics, transport, removal, destruction or neutralization of a threat, material solutions to First Responders, and the integration of CWMD support between Federal, State, and Local First Responders.

CWMD Technical Area

Threats and Vulnerabilities Awareness, Counter-Proliferation Technologies and Capabilities

- ...development of technologies to assist in the location, identification, characterization, assessment, and prediction of WMD threats
- ...can include capabilities for situational awareness and information systems, advanced sensors and platforms, unmanned systems and robotics, sensitive site exploitation (SSE) and forensics, intelligence, and surveillance and reconnaissance, and verification and monitoring
- ...Special operations forces are anticipated to be the primary end user; however, conventional forces, surveillance, reconnaissance, and intelligence specialists, and inter and intra-organizational entities will also participate

CWMD Technical Area

Arms Control Technologies

- ...development, demonstration, and transition of technologies or processes that facilitate the implementation and monitoring of WMD-related international arms control, initiatives, understandings, treaties and other agreements

CWMD Technical Area

Chemical, Biological, Radiological, Nuclear and High Explosives (CBRNE)

- ...rapid development, demonstration, implementation and transition of prototypes, products and test infrastructure to deliver capability to the Joint Warfighter in support of combating CBRNE threats

CWMD Technical Area

Fundamental Science, Research and Development, and Experimentation of Emerging Technologies

- ...identification, adaptation, development, experimentation, demonstration, implementation and transition of innovative concepts or technologies
- ...developing advanced technology demonstrations (ATDs) to support the Joint United States Forces Korea Portal and Integrated Threat Recognition Assessment of Environmental Detection

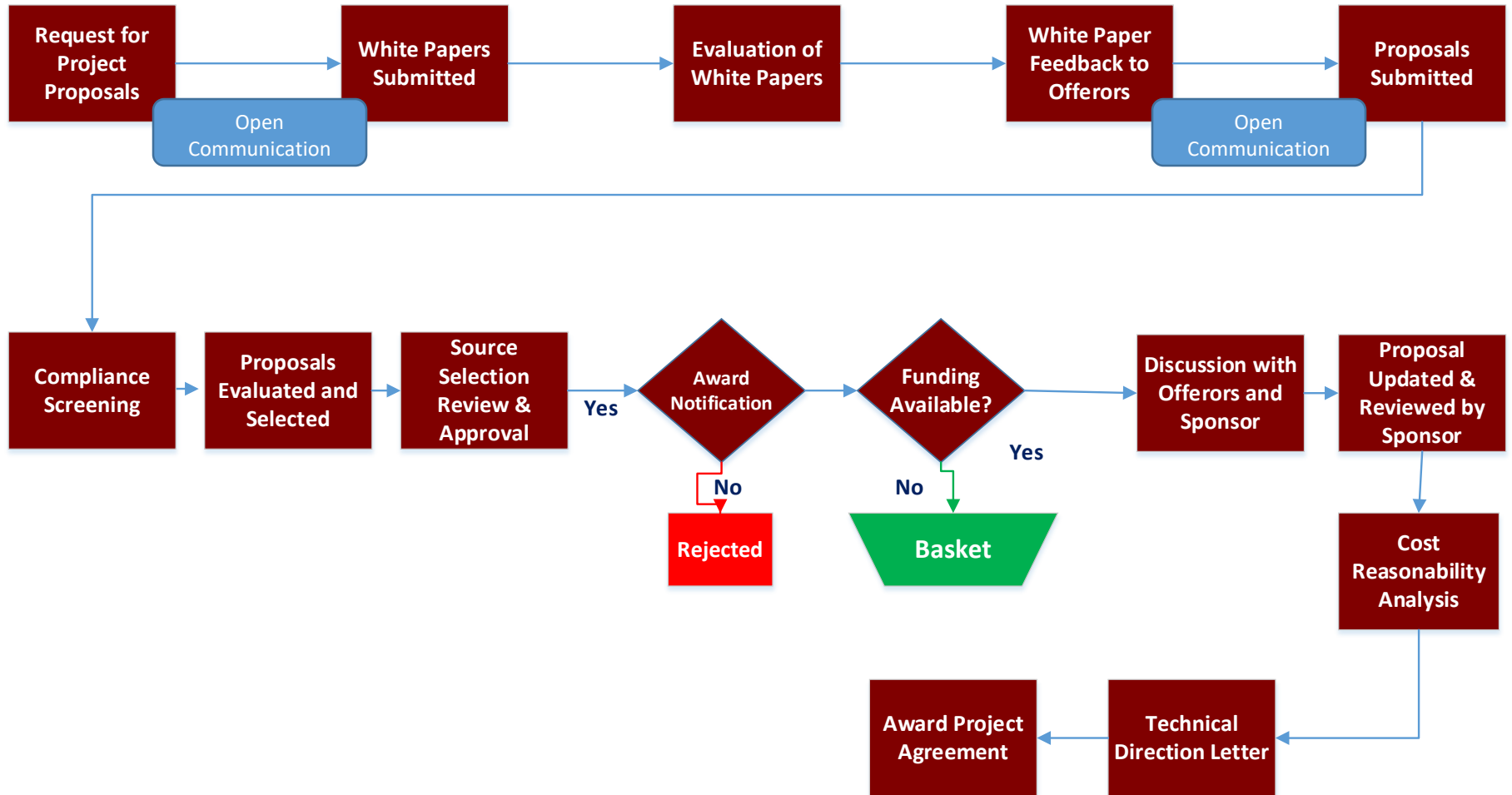
Solicitation Process

Process, Documents, Proposers Conferences, Communication

Solicitations and Proposal Process

- Requests for Prototype Projects (RPPs)
 - Government defines requirements
 - RPPs contain 1 or more 'topics'
 - Each 'topic' details its technical requirements
 - Each 'topic' will indicate submission of Proposals only or White Papers then Proposals (or other path)
 - The RPP contains proposal prep instructions
- Proposers Conference
 - ATI offers webinar to address proposal prep
- Submission
 - Submissions via secure upload to ATI for compliance screening
 - ATI distributes submissions to government for source selection

Project Award Process (example)



Selection, Negotiation, Award

- Selection
 - Gov't finalizes selection, notifies ATI
 - ATI notifies offerors
- Negotiation
 - Awardee and Gov't initiate SOW negotiation
 - ATI performs cost analysis
- Award
 - Base Agreement
 - Project Agreement

Key Documents

- CWMD Base Agreement (**now available**)
 - Between ATI and CWMD member organization
 - Serves as baseline agreement for all future project agreements
 - Flows down applicable T&Cs from OTA between govt and CWMD
- CWMD Project Agreement
 - Between ATI and CWMD member organization
 - Defines the particulars of the awarded project
 - Include IP, data right assertions, SOW, milestones, payment instructions, etc.

Proposers Conferences

- Webinars that detail the Request for Prototype Projects (RPP)
 - Walk through the RPP
 - Review Preparation and Submission details
 - Review Cost Preparation
- Held after release of each RPP
- Slides made available on the Members Only website

Communication

- OTAs afford flexibility in communication between Gov't and Industry
 - Prior to solicitation release
 - During white paper and full proposal development
- Networking with Gov't and CWMD members
 - Webinars
 - General Membership Meetings
 - Industry Days

Important Topics

Prototyping, Nontraditional Defense Contractors, Significant Participation, Production, JE-RDAP, Nat'l Labs/FFRDCs, Websites, Conferences

Prototyping

- No statutory definition – guidance document will be posted to Members Only website
- a prototype can generally be described as a physical or virtual model used to evaluate the technical or manufacturing feasibility or military utility of a particular technology or process, concept, end item, or system. The quantity developed should be limited to that needed to prove technical or manufacturing feasibility or evaluate military utility
- In general, Research, Development, Test & Evaluation (RDT&E) appropriations will be appropriate for OT prototype projects

Nontraditional Defense Contractor

- means an entity that is not currently performing and has not performed, for at least the one-year period preceding the issue date of the solicitation, any contract or subcontract for the Department of Defense that is subject to full coverage under the cost accounting standards (CAS) prescribed pursuant to Section 1502 of Title 41 and the regulations implementing such section
- Significant nontraditional participation or 1/3 cost share is required for a prototype project agreement to be awarded
- Cost share, if applicable, is only a requirement of the prime
- Teaming partners don't have to be CWMD Consortium members

Are you a Nontraditional?

- **Small businesses** are not subject to full CAS and therefore are considered **nontraditionals** (2016 NDAA)
- **Universities** are typically subject to modified “educational” CAS and therefore are considered **nontraditionals**
- **Large business** **NOT** subject to full CAS would be considered nontraditionals
- Ultimately each member must self-certify status
 - The prior definition should be used to determine if you qualify
 - Warranties and Representations when proposing
- Please note, business size is only used for the CWMD Consortium to determine membership dues

NDAA FY18 Changes

- Language in the FY18 National Defense Authorization Act (NDAA), just signed into law, includes language that provides non-profit research institutions an exemption from the OTA cost share requirement.
- We are seeking to understand when this goes into effect for our OTA.

What is Significant Participation of a Nontraditional?

- No statutory definition – guidance document will be posted to Members Only website
- High-level:
 - Supplying new key technology or product
 - Accomplishing a significant amount of the effort
 - Causing material reduction in cost/schedule or improvement in performance
- Nontraditionals don't have to be the prime

Production

- “Follow-on Production” means an award of a production transaction to a CWMD Consortium Project Agreement Holder. Follow-on production authority requires two criteria to be satisfied: 1) competitive procedures were used to select the parties to participate in the prototype project; and 2) the participants in the transaction successfully completed the prototype project provided for in the transaction.
- Vehicle and Acquiring Authority yet to be determined

JE-RDAP

- Joint Enterprise – Research Development Acquisition Program (JE-RDAP)
 - FAR-based Multiple Award enterprise-wide omnibus IDIQ vehicle
 - <https://www.jpeocbd.osd.mil/docs/default-source/default-document-library/je-rdap-informationb0f04d2a3eec62fcb3bdff000081c301.pdf?sfvrsn=0>
 - Research, development, production, procurement, and fielding of CBRN defense systems, equipment, and materiel
- JPEO-CBD will make the decision wrt use of JE-RDAP vs. the CWMD prototyping OTA

Labs and FFRDCs

- Possible CWMD participants (non-exhaustive)
 - Edgewood Chemical & Biological Center
 - Los Alamos Nat'l Lab
 - Sandia Nat'l Lab
 - Lawrence Livermore Nat'l Lab
 - Kansas City Plant
- Can be members of an offeror's team but funds will likely flow directly to lab
- Working to identify labs capabilities and POCs and broadly disseminate to CWMD membership

Consortium Websites

- Public Facing - <https://www.cwmdconsortium.org/>
 - Breaking news (RPP releases, events, etc.)
 - Updated Member listings; How to join
 - High-level overview
- Members Only – <https://private.cwmdconsortium.org/>
 - **Official** CWMD RPP information (including amendments)
 - Base Agreement and Policy Guidance
 - Coming:
 - POCs for all member
 - Capability information for members

Where we will be in 2018

Possible Venues:

- OTA Kickoff and CWMD Industry Date
 - Targeting February – will advise with date and location
- NCT CBRNe USA 2018
 - April 3-5, Washington, DC
- Defense TechConnect Spring (co-located with SBIR/STTR summit)
 - May 13-16, Anaheim, CA
- 2018 SOFIC
 - May 21-24, Tampa, FL
- 2018 BIO International
 - June 4-7, Boston, MA
- 2018 CBRN Conference and Exhibition
 - July 23-25, Wilmington, DE
- BARDA Industry Day
 - ??
- Defense TechConnect Fall (co-located with SBIR/STTR summit)
 - October 23-25, Tampa, FL

- DTRA CBD S&T – Fall 2019

What's Next?

- We anticipate releasing RPPs soon

Questions & Answers

- For further information:
 - Mike.Stebbins@ati.org
 - Mica.Dolan@ati.org
 - Rebecca.Harmon@ati.org
 - Morgan.Odonnell@ati.org