



# Non-Lethal Weapons Research & Technology Development ID/IQ Business Approach

Non-Lethal Weapons Research and Technology Development

Industry Day

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*Alicia Owsiak*

*Deputy Technology Division Chief*

<http://jnlwp.defense.gov>



# Disclaimer

- This Industry Day is for informational and planning purposes only and does not bind the Government to contract for any supply or service.
- Official requirements and instructions would be provided in a final released Request for Proposal (RFP).



# Industry Day Purpose

- Provide industry insight into the Joint Non-Lethal Weapons Program (JNLWP)
- Describe, in general terms, the scope of the anticipated acquisition
- Lay out the notional business approach & timeline
- Respond to select questions received as part of the RFI
- Provide information on the potential technology areas:
  - Background (what and why)
  - Future year technical objectives
  - Examples of relevant work (past and present)
  - Types of potential research and technology development tasks
  - Types of capabilities that may be needed to accomplish tasks



# Perceived Benefits of an IDIQ Multiple Award Contract (MAC) Contracting Approach

- Provides flexibility (within limits) for executing a wide range of JNLWP technical objectives
- Increases breadth of expertise readily accessible to work JNLWP technology challenges
- Reduces project initiation timeline
- Reduces overall JNLWP research and technology development project execution schedule risk
- Task orders can be specific within scope of the ID/IQ contract



# Potential Scope

- ID/IQ type contract for non-lethal weapons research and technology development:
  - Technical and scientific studies and analyses
  - Systems engineering
  - Systems integration
  - Experimental research (including bioeffects)
  - Test and evaluation
  - Prototype development and demonstration
  - Independent technical reviews, studies
  - Strategic planning



# Potential Scope

- ~30 JNLWP FY12 Statements of Work (task orders) would likely have been in scope of potential future R&TD ID/IQ
  - Budget activities 2, 3, & 4
  - Average cost/SoW is ~\$600K, with a range of <\$100K to >\$2M
- ROM potential ceiling: ~\$100M (assuming 5 year POP)
- Potential number of contract awards:
  - Anticipate three to five awards, but could be more
  - Must balance breadth/depth of capability to draw from with the administrative burden of many contracts
    - Teaming may be a way to strike a balance
  - Continuing market research will help the Government determine the right balance and scope based on Industry capability



# Notional Timeline

- Initial Request for Information (RFI) & Industry Day – May/June 2012
  - Purpose: Provides opportunity for the Government to gauge interest; seek initial Industry input; and convey potential NLW Research and Technology Development requirements to Industry
    - Industry Day Questions Due – 29 June 2012
    - Industry Day Question Responses Posted – Mid July 2012
- Sources Sought – 4th Quarter FY12
  - Purpose: Provides opportunity for Industry (teams) to respond stating their capabilities to address potential requirements; opportunity for the Government to collect valuable market research for drafting a request for proposals



# Notional Timeline

- Draft Request for Proposals (RFP) – 1<sup>st</sup> Quarter FY13
  - Purpose: Give Industry an opportunity to provide comments and feedback on a potential RFP; information will be used to better suit needs/concerns of both Government and Industry
- Request for Proposals – 2<sup>nd</sup> Quarter FY13
- Contract Award(s) – 3<sup>rd</sup> Quarter FY13

Check JNLWP website and FedBizOps routinely for updates:

- <http://jnlwp.defense.gov/>
- [https://www.fbo.gov/index?s=opportunity&mode=form&id=caeec6def8d2ad4478c0c6145c28d499&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=caeec6def8d2ad4478c0c6145c28d499&tab=core&_cview=0)



# Responses to Select Questions

**Q1: Will industry be able to submit the same proposal for more than one topic area?**

A1: If a single set of IDIQ MACs are pursued, each team should be capable of addressing multiple topic areas.

**Q2: How can small and mid-sized businesses participate?**

A2: It is envisioned that each prime will have a collaborative team comprised of various strengths/specialties. This will encourage all business sizes to participate. The primes on the IDIQ do not have to be large businesses. This Industry Day and follow-on market research activities (sources sought and a draft RFP) will assist in cultivating an environment that enables all business sizes to compete.



# Responses to Select Questions

**Q3: Will Industry have the opportunity to propose additional objectives following Industry Day?**

A3: Yes. Please include these along with any additional questions you may have after Industry Day. Initial Industry Day questions are requested to be submitted by 29 June 2012. Email questions to [wesley.burgei@usmc.mil](mailto:wesley.burgei@usmc.mil) and [alicia.owsiak@usmc.mil](mailto:alicia.owsiak@usmc.mil).

**Q4: What contract type is envisioned?**

A4: A firm fixed priced type contract is likely; however, this Industry Day and future market research activities will inform a business case analysis and decision on the most appropriate type of contract.

**Q5: Will other Government agencies be able to utilize this contract?**

A5: That is yet to be determined.



# Responses to Select Questions

**Q6: Who will write the requirements for task orders?**

A6: The Government will write the requirements for the task orders.

**Q7: What Government furnished information or equipment will be provided?**

A7: This would depend on the actual task order. However, in general the JNLWD intends to provide the performer with all data necessary to complete the task efficiently. Additionally, if existing equipment is available then this could be furnished to the performer.



# Questions?

Please submit questions by 29 June 2012:

[wesley.burgei@usmc.mil](mailto:wesley.burgei@usmc.mil)

and

[alicia.owsiak@usmc.mil](mailto:alicia.owsiak@usmc.mil)