The Defense Mobility Enterprise: An Update

Mr. Tony Melita, Executive Director
National Advanced Mobility Consortium (NAMC)

April 7, 2015
Ground Robotics Capabilities Conference & Exhibition
Arlington, VA
• Organized in May, 2008 as a non-profit, 501(c)3 entity

• Formed at the Government’s request for the advancement of unmanned ground systems technology

• Used a Section 845 Prototype Other Transaction Agreement (OTA) with a $175M ceiling as contract vehicle

• RTC established as a wholly-owned subsidiary of the National Center for Manufacturing Sciences (NCMS) who serves under contract as the Consortium Administrative Organization (CAO)
Why a Consortium?

- To establish a single government-industry-academic business enterprise
- To enable participation by small companies & nontraditional defense contractors
- To facilitate the exchange of information so that:
  - Industry and academia can gain increased visibility and understanding of DoD technology challenges and requirements
  - DoD gains greater understanding of the technological state-of-the-art, possibilities and opportunities
- To facilitate networking, collaboration, and dynamic teaming among members and enhanced collaboration with the government
- Enable members to propose ideas and concepts to DoD and in turn receive feedback on those ideas
June 2014

103 members
37% Non-Traditional

Membership Breakdown:
- Small-Traditional: 23%
- Small-Nontraditional: 29%
- Med/Lrg Traditional: 25%
- Med/Lrg Nontraditional: 4%
- Non-Profit-Traditional: 3%
- Non-Profit-Nontraditional: 2%
- Academia-Traditional: 12%
- Academia-Nontraditional: 2%

June 2014
103 members
37% Non-Traditional
• 64 Projects Under Contract

• Over $80 Million Awarded to 65 Member Companies

• Average of 109 days from Request for Project Proposals (RPP) release to contract
Total $$ Awarded on RTC OTA by Member Type

- Traditional - Large: 49%
- Traditional - Small: 9%
- Traditional - Academia: 7%
- Traditional - NPO: 1%
- Non-Traditional: 34%
• April 9, 2014 RFI – “…pre-established consortium…”

• July 1, 2014 -- Section 845 Other Transaction Agreement Award to RTC
  – 7-year, $700M Ceiling -- Ground Vehicle Systems

• DGRE changed to Vehicle and Robotics Alliance (VRA) – consortium of DoD ground vehicle systems technology and system developers

• RTC changed to National Advanced Mobility Consortium (NAMC) – consortium of US industry and academia now under contract with the DoD for manned and unmanned ground vehicle systems technology development and prototype demonstration

WHY?…..
Innovation Acceleration

- **In-Depth Collaboration**
  - Awareness of warfighters needs
  - Technological insight
  - Idea & concepts feedback
  - Informed requirements development

- **Streamlined Contracting**
  - Pre-negotiated T&Cs
  - Shortened cycles & simplified processes
  - Level playing field for small & nontraditional companies
  - No protests

- **Actionable Networking**
  - Significant incentives to attract and engage non-traditional defense suppliers
  - Interoperability standards development and propagation
Factors

- Leverage Collective Capabilities & Know-How of Current Members as Much as Possible
- Increased Partnering & Marketing Opportunities for Current Members
- Evolving Government Perspective on Ground Robotics: Applique, Commonality, Interoperability, Integrated Vehicle Teams, Optionally Manned / Unmanned, etc.

Less so *unmanned systems*, more so *unmanned capabilities*
A Better Way of Doing Business

Ground Vehicle Consortium Concept being Socialized with the Army & Marines

Growing Awareness of RTC OTA construct at TARDEC

Better Buying Power Traction
Value Proposition:

Expand the Consortium’s Scope and Scale to Find Synergies and Efficiencies

- Manned & Unmanned Ground Systems
- Integrated Defense Ground Vehicles & Robotics
- Defense Ground Robotics
- RAS Multi-Domain Interoperability / Commonality / Collaboration
Defense Mobility Enterprise

Overarching Agreement:
10 U.S.C. 2371 Section 845
Other Transaction

Vehicle & Robotics Alliance
(“VRA”)
Network of Participating Government Organizations (VRA -- Government Labs / R&D Centers / Program Offices, and its Program Office (VRA PO))

National Advanced Mobility Consortium, Inc.
(“NAMC”)
Non-Profit 501(c)3 Organization Industry / Academia / NPO; and its Consortium Administrative Organization (CAO)

VRA and NAMC... Partnering to Leverage their Individual Capabilities and Investments

UNCLASSIFIED: Distribution Statement A. Approved for public release.
The Defense Mobility Enterprise (DME) is a collaborative partnership between the DoD Vehicle and Robotics Alliance (VRA) and the National Advanced Mobility Consortium (NAMC).

The mission of the DME is to provide a collaborative environment between industry, academia, and DoD to push the state of the art in vehicle, robotic, and survivability research efforts.

The DME provides an avenue for creation of IPTs, information sharing, special task requests, and a streamlined contracting process for prototyping of advanced concepts in vehicle, robotics, and ground vehicle survivability technologies.
• The Vehicle and Robotics Alliance (VRA) is a coalition of DoD agencies, laboratories, Program Management Offices, and Organizations with the combined interest in current and future military technology for vehicles and robotics

• The VRA Program Office mission, with the support of NAMC, is to provide a collaborative plan for research and development of vehicle, robotics, and survivability efforts by:
  • Coordinating GOV organizations research efforts for information and reporting
  • Setting up collaborative opportunities with GOV to GOV and GOV to NAMC Members
  • Participating in GOV Vehicle, Robotics, and Survivability IPTs
  • Educating the GOV workforce through webinars and sponsoring activities
  • Providing a streamline contracting processes for S&T procurement
  • Supporting and developing STEM activities
DME Goals and Objectives

- Enable greater visibility into warfighter needs
- Provide Government greater insight into what’s technologically feasible
- Engage non-traditional companies for innovation and technological solutions
- Facilitate teaming among traditional and non-traditional defense companies
- Provide ready access to Government resources, as needed
- Execute business and contractual processes to simplify and accelerate getting technology development projects under contract
- Support the Government’s efforts to advance interoperability, open architecture, and other vehicle-related technology standards
Benefits

DoD:
- *Facilitates collaboration* with Service, Industry and Academic SMEs.
- *Leverages* IRAD funding and innovative technologies with U.S. industry and universities.
- Facilitates planning and execution with incremental funding options
- Enables breakthrough technologies to be more accessible to address DoD warfighter requirements
- Permits DoD technical staff to *focus on technology*, not contracting

Industry/Academia:
- Enables and increases *business relationships and partnerships*
- Provides more visibility and *higher resolution of technology gaps*
- Allows for open communication/collaboration with DoD technical community during requirements development and project definition activities

Defense Technology Base:
- *Enables a more rapid response* to DoD warfighter requirements
- Provides a focus on the demonstration of prototypes, thus reducing risk in development and production
- Increases the number of private-sector companies participating in Defense technology development
Why Join?

Unique Acquisition Process:

- Competitive yet Flexible
- NAMC membership is open and competitive. DME awards can be made to any member of the NAMC
- Basket Provision
  - If funding is not available, a source-selection-approved proposal is put into an electronic basket where it can be funded any time, by any service for the next three years
- Single Point Contracting
  - CAO facilitates and manages DoD’s engagement with all members of the NAMC; e.g., Cost Analyses and Subcontractor agreement verifications will be conducted by the CAO

Shorter Time to Award:

- First time award (funding/SOW received to award)
  - Less than 90 days
- Incremental award
  - Less than 45 days - e.g., if a SOW with a ceiling of $1m was funded up to $500K, and an additional $250K is subsequently made available, it can be awarded within 45 days of sending it to VRA
- Basket provision (“Basket” proposal pulled out for award)
  - 60-80 days

Reasonable Costs:

- NAMC total fees are $500 annual dues and a .5% Project Award Assessment
In accordance with provisions contained in 10 USC 2371 governing the use of OTA’s, each NAMC Member Organization must have at least one nontraditional defense contractor participating to a significant extent in the performance of an awarded vehicle or robotics project or provide cost share of no less than one third of the value of the Project awarded to the Member Organization.

- **Nontraditional Defense Contractor Definition:** A business unit that has not, for a period of at least one year prior to the issue date of the Request for Ordnance Technology Initiatives, entered into or performed on (1) any procurement contract that is subject to full coverage under the cost accounting standards prescribed pursuant to section 26 of the Office of Federal Procurement Policy Act (41 U.S.C. 422) and the regulations implementing such section; or (2) any FAR based procurement contract in excess of $500,000 to carry out prototype initiatives or to perform basic, applied, or advanced research initiatives for a Federal agency, that is subject to the Federal Acquisition Regulation.

- **Cost Share Definition:** Cost sharing is defined as the resources expended by the award recipients on the proposed statement of work (SOW) and subject to the direction of the initiative management.
Membership
March 2015  254 Members

April 1, 2015

23
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<td>Dawn Tilbury</td>
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<tr>
<td>Philip Bryan</td>
<td>REMOTEC</td>
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<td>Jorgen Pedersen</td>
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<td>Jon Riley</td>
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<td>Andy Dallas</td>
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<tr>
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<td>Chris Yunker</td>
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<td>Chris Mentzer</td>
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<td>Rebecca Taylor</td>
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<td>Mike Bolon</td>
<td>General Dynamics Land Systems</td>
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<td>Mark Gordon</td>
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<td>Myron Mills</td>
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<tr>
<td>Patrick D. Weldon</td>
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<tr>
<td>Jerry Lane</td>
<td>Great Lakes Systems &amp; Technology</td>
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<tr>
<td>Rick Jarman</td>
<td>NCMS</td>
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<tr>
<td>V. Suzy Young</td>
<td>UA, Huntsville</td>
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RTC OTA Projects

- **26** RPPs Total
- **13** Projects in Process
- **5** Active Phase III SBIRs
RTC OTA
Task Requests

TR01 - Common Controller

- 12 Whitepapers
- 4 Purchase Orders

TR02 - Interoperability

- 13 Whitepapers
- 4 Purchase Orders
GVS OTA TR01
Modular Active Protection System Framework (MAF)

Request for whitepapers issued 3-FEB

- **21** WPs received including:
  - **4** Nontraditional Defense Contractors (NDCs)
  - **5** Trad Small Businesses
  - **8** Large Defense Contractors
  - **4** Trad Nonprofits

Community of Interest (COI)

- All members who submitted WPs have been invited to join the COI

- COI remains open to more members, must submit a 1-page statement of interest to cindib@ncms.org

- COI kick-off meeting tentatively scheduled for **29-30 APR** at Selfridge Air National Guard Base

Project Lead or Core Team Nominations

- GOV has selected **17** of the 46 individuals nominated to submit a follow-on proposal to serve as project lead or on the core team

- Selection announcements will be made beginning of April

- Core team meeting planned for early/mid April

March 11, 2015
126 Projects / 11 Research Areas

Awards Anticipated:
- RPP-2: Imminent
- RPP-3: 1-2 Months
- RPP-4: 1 Month
- RPP-5: June & Beyond
148 Requirements in the Published Annual Plan

• 11 Research Areas

552 White Papers Received

• Whitepaper Evaluations
  • 228 Green
  • 226 Yellow
  • 88 Red
  • 10 Withdrawn

Government Restructured for RPP Release

• 22 Requirements Pulled
  • 4 Cancelled Outright
  • 12 Cancelled (No WPs Received)
  • 6 Released as Ad Hoc(s) (RPP-6 & RPP-7)
  • 126 Projects Published in RPP-5

RPP-5 Closed 4/3/15

• 266 Proposals from 83 NAMC Members Received against DME AP FY15/16

342 Invited to Submit a Proposal
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<th>Research Area</th>
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<th>Whitepapers Received</th>
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<td><strong>Total</strong></td>
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<td><strong>552</strong></td>
<td><strong>126</strong></td>
<td><strong>266</strong></td>
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March

254 Members Total (14 NEW in March)

12 Provisional Memberships (Total)

$9M ($20M FY) Obligated to the OTA, $2M ($9M FY) in project funding awarded

2 Project awards on the GVS OTA (1 to NDC/1 to Traditional with NDC participation, both awards were to small businesses)

Average of 20-day turn around from award to task assignment executed

37 (total) Proposals residing in the basket

220 Government Evaluators/222 NAMC Submitters Registered in BIDS
FY15/16 Schedule

Publish Annual Plan to GOV and NAMC
19 DEC 2014

White Papers Due from NAMC Members
23 JAN 2015

White Paper Evaluations Due from GOV
20 FEB 2015

RPP published to NAMC members
26 FEB 2015

Proposals due from NAMC members
03 APR 2015

GOV Evaluations due
01 MAY 2015 *

Estimated Awards & Basket Placement
JUNE 2015 and beyond

* All dates are considered “Best Estimates” at this time.
** Actual date becomes project dependent at this stage.
A proposal is placed in an electronic basket for a period of three (3) years from the RPP closing date when a proposal (rated better than poor) is not initially selected for award.

To maintain acquisition integrity, the Source Selection official must select the #1 ranked Proposal once funding is available (rankings are determined by the source selection evaluation team)

For other DoD Customers, proposals can be selected from the basket without any regard to ranked order provided that the selecting customer is from a different Service or business unit (Division level) organization than the source selection team organization
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April 1, 2015