INNOVATION THROUGH COLLABORATION

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NAC Executive Director
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OUR VALUE PROPOSITION

Collaboration/Power of the Network to Innovate

- Link traditional and Nontraditional Contractors and government customers
- Collaborate with DOD and Industrial Base during requirements generation
- Collaborate during proposal stage with all technology providers and DOD
- Collaborative Working Groups (DOD and NAC) in specific technology areas

Increase Speed, Enhance Flexibility, Enable Joint Service Requirements/Projects, Streamline Development-to-Acquisition

- Process designed to minimize cost-to-compete and speed-to-deliver
- Encourage cooperative and joint funded requirements
- Provide visibility across DOD of what other DOD organizations are pursuing

Onboard Nontraditionals and Remove Barriers to Innovation

- Provide training, education and mentoring for doing business with the Government
- Link Nontraditionals with experienced defense contractors to develop technology and optimize for production
- Provide a "bridge" between capital and risk: Traditional Defense Contractors partnering with more agile, less risk averse, or under-capitalized Nontraditionals
- Co-sponsor events to focus on technology/engineering/programmatic threats, challenges, and opportunities.
• **What We Do:** Form industry **partnerships** to collaborate with Government **customers** to **innovate** technology/ engineering **solutions** and rapidly **deliver combat capabilities** for the Nation’s Warriors

• **Network:**
  786 (T-151, NT-635)
  - Large - 180
  - Small - 560
  - Academic - 29
  - Not for Profit - 17
  ~4,500 active DoD and NAC participants

• **Since 2009:**
  Delivered 525 Prototype Projects
  579 Active Prototype Projects
COLLABORATION IS DISCIPLINED AND INTENTIONAL

We promote collaboration through a broad range of tools and virtual and in-person events and engagements.

- Cyber training
- General Membership Meetings
- Annual technology plan support
- Periodic project reviews
- ITAR/EAR compliance
- Collaboration database with member capabilities, interest and gaps
- Business development training
- Data rights
- How to do business with DOTC
- Technology roadmapping
- Proposer workshops
- Assessment and feedback

Join Consortium | Evaluate Technology Gaps | Create Project Teams | Proposal Development | Project Execution
“Armaments” is the ordnance, ammunition, munitions, weapon and sensor systems, and related military materiel, equipment, and components that enable the military to achieve combat and mission effectiveness in all warfare environments: air, land, sea, undersea and space. We cover a diverse range of technology focus areas:

<table>
<thead>
<tr>
<th>Technology Focus Areas</th>
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<tbody>
<tr>
<td>• Ammunition</td>
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<tr>
<td>• Demilitarization</td>
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<tr>
<td>• Directed Energy Warfare</td>
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<tr>
<td>• Enabling Technologies</td>
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<tr>
<td>• Energetic Materials</td>
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<td>• Fuzes</td>
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<tr>
<td>• Hypersonics and Hypervelocity</td>
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<tr>
<td>• Information Operations, Cyber Operations and Electronic Warfare</td>
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<tr>
<td>• ISR, Sensors and Sensor Systems</td>
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<td>• Joint Enhanced Munitions</td>
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<tr>
<td>• Manufacturing and Process Technology</td>
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<tr>
<td>• Multi-domain Battlespace Management</td>
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<tr>
<td>• Protection, Survivability, and Defense</td>
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<td>• Rockets, Missiles and Bombs</td>
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<tr>
<td>• Warheads/Lethal Mechanisms</td>
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<td>• Warrior as a System</td>
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<tr>
<td>• Weapon Systems</td>
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</tbody>
</table>

...Everything in the “Kill Chain”
DOTC AND AMTC FY19 PARTICIPATION

- **574 active prototype** projects with funded value of $3.6B
- 19-04 Solicitation included **294 requirements** with an expected value of $2.65B
- 19-05 Requirements submission began June 3!

- **5 active projects** with funded value of $30M
- 19-01 – 19-04 Solicitations included **94 requirements** with an expected value of $3.7B

$1,440.50 Million Provided in FY19 by the Services …

As of EOM April 2019
### DOTC TECH OBJECTIVE

<table>
<thead>
<tr>
<th>DOTC TECH OBJECTIVE</th>
<th># OF INITS</th>
<th>TOTAL FUNDING</th>
</tr>
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<tbody>
<tr>
<td>Warheads/Lethal Mechanisms</td>
<td>40</td>
<td>$283,107,294</td>
</tr>
<tr>
<td>Enabling Technology</td>
<td>131</td>
<td>$878,299,913</td>
</tr>
<tr>
<td>Fuzes &amp; Sensors</td>
<td>65</td>
<td>$167,901,828</td>
</tr>
<tr>
<td>Energetic Materials</td>
<td>66</td>
<td>$149,173,208</td>
</tr>
<tr>
<td>Ammunition</td>
<td>58</td>
<td>$285,155,278</td>
</tr>
<tr>
<td>Demilitarization</td>
<td>10</td>
<td>$28,214,569</td>
</tr>
<tr>
<td>Joint Insensitive Munitions</td>
<td>4</td>
<td>$4,375,776</td>
</tr>
<tr>
<td>Weapon Systems</td>
<td>85</td>
<td>$582,648,047</td>
</tr>
<tr>
<td>Protection &amp; Survivability</td>
<td>59</td>
<td>$387,498,303</td>
</tr>
<tr>
<td>Rockets, Missiles &amp; Bombs</td>
<td>53</td>
<td>$848,913,772</td>
</tr>
<tr>
<td>Directed Energy Warfare</td>
<td>3</td>
<td>$1,721,909</td>
</tr>
<tr>
<td><strong>Total Active Funding:</strong></td>
<td><strong>574</strong></td>
<td><strong>$3,617,009,896</strong></td>
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**DOTC Estimates $2B Total for FY19**
Single Point Contracting is the use of a Consortium Management Firm to facilitate high volume transactions in the solicitation, award, and execution of Government contracted efforts.

**EFFICIENCY:**
Improved process, better communications, and lower costs

**SPEED:**
Faster transition of acquisition process and closer communication with technical community

**CAPACITY:**
Ability to execute thousands of transactions per year

**FLEXIBILITY:**
Ability to tailor resources to meet the requirements and guidance of the Government customer (e.g. surge, schedule adjustments, etc.)
<table>
<thead>
<tr>
<th>In support of DOTC in GFY18</th>
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<tbody>
<tr>
<td>• Awarded 200 new projects</td>
</tr>
<tr>
<td>• Issued 1,800 contract mods</td>
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<tr>
<td>• Screened 1,400 submissions</td>
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<td>• Paid 4,400 project invoices</td>
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<tr>
<td>• Processed 110 close outs</td>
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<tr>
<td>In support of NAC in GFY18</td>
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<tr>
<td>• Processed 181 applications</td>
</tr>
<tr>
<td>• Hosted 11 collaboration events</td>
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<tr>
<td>• Issued 2,100 invoices</td>
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<tr>
<td>• Vetted 681 site access requests</td>
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<td>• Monitored 678 memberships</td>
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Rapid, Effective, and Affordable Management
OTA CONSORTIUM GROWTH

The number of active OTA collaborations is growing and that growth is accelerating.

In 2000, there was 1 Prototype OTA Consortium
Today there are ~ 30

- National Armaments Consortium (NAC)/DoD Ordnance Technology Consortium (DOTC) - OSD
- National Advanced Mobility Consortium (NAMC) TARDEC
- System of Systems Security Consortium (SOSSEC)
- Vertical Lift Consortium (VLC) OSD
- Border Security Technology Consortium (BSTC) DHS
- Vertical Lift Consortium (VLC) OSD
- Warheads and Energetics Technology Consortium (WETC) ARDEC – Later renamed DOTC under OSD

2000 2002 2019

NAWCAD Consortium NAWC AD
S2MARTS Consortium NSWC Crane
AF Life Cycle Management Center Consortium Initiative (ACI) AFLCMC
Aviation & Missile Technology Consortium (AMTC) AMRDEC
Information Warfare Research Project (IWRP) SPAWAR
Undersea Technology Innovation Consortium (UTIC) NUWC
Sensors, Communications, and Electronics Consortium CERDEC
Cornerstone OSD MIBP
Space Enterprise Consortium (SpEC) SMC
NGA Enterprise Innovation NGA
Propulsion Consortium Initiative (PCI) AFLCMC
Countering Weapons of Mass Destruction Consortium (CWMD) JPEO-CBD
Training and Readiness Accelerator (TReX) PEO STRI
Medical CBRN Defense Consortium (MCDC) JPEO-CBD
Open Systems Architecture Initiative (OSAI) AFRL
Defense Automotive Technologies Consortium (DATC) TARDEC
National Technology Security Accelerator NSTXL DoD
Medical Technology Enterprise Consortium (MTEC) AMRMC
National Spectrum Consortium (NSC) OSD
Consortium for Command, Control, and Communications in Cyberspace (C5) ARDEC
Consortium for Energy, Environment, and Demilitarization (CEED) ARDEC
Border Security Technology Consortium (BSTC) DHS
Vertical Lift Consortium (VLC) OSD
System of Systems Security Consortium (SOSSEC)
National Advanced Mobility Consortium (NAMC) TARDEC
National Armaments Consortium (NAC)/DoD Ordnance Technology Consortium (DOTC) - OSD
NAC JOINED CORNERSTONE TO SUPPORT IBASp

Industrial Base Analysis and Sustainment (IBAS) Program

Accelerate research, development, prototyping, demonstration, qualification and integration of manufacturing capabilities and capacities into the US Industrial Base and supply chains.

- Monitor and assessment of the industrial base
- Address critical issues in the industrial base related to urgent operational needs
- Support efforts to expand the industrial base
- Address supply chain vulnerabilities

For more information, visit the Cornerstone website: http://ibasp-public.ria.army.mil/
TAKE-AWAY

• You have options available and choices to make:
  ✓ OTA vs. FAR
  ✓ Consortium vs. individual project
  ✓ DOTC/AMTC/Crornerstone/other...

• Value Proposition: Collaboration, Speed, Innovation, Streamlining, Power of the Network, Single Point Contracting.

• NAC is your “Gold Standard” for accessing and using all of the above.

• Contact George Solhan or Charlie Zisette for assistance.
BACKUP
CMF Role

CMF supports both government and industry activities.

- Solicitation Preparation/Webinars
- Submission Portals
- Whitepaper & Proposal – Receipt/Compliance Review
- Award Processing/Cost Analyses
- Agreement Negotiation/Award/Admin/Closeout
- Milestone/Deliverable Tracking and Government Approvals
- Invoice Receipt/Payment
- Technical and Financial Reporting
- Nontraditional Tracking/Reporting

- Consortium Leadership Support
- Member Training and Mentoring
- Collaboration Portal and Website
- Meeting Facility
- Member Application Processing
- Member Database (DD-2345, “good standing” tracking, etc.)
- Dues/Assessment Invoicing and Collection
- Program Status & Financial Reporting
- Conferences/Booth
- Other Support Services