MASTER COMMERCIAL SOLUTIONS OPENING (CSO) SOLICITATION PACKAGE

413th Contracting Support Brigade / 8th Theater Sustainment Command (8TSC)

Solicitation Number:	W91QVP-26-Q-A700
Agency:	413th Contracting Support Brigade / 8th Theater Sustainment Command (8TSC)
Authority:	DFARS Subpart 212.70 – Pilot Program for Commercial Solutions Openings
Title:	INDOPACOM Infrastructure & Distribution Contested Logistics Demonstration

SECTION 1: CSO OVERVIEW & CONTRACTUAL PROVISIONS

1.1 Introduction

The 413th Contracting Support Brigade is issuing this Commercial Solutions Opening (CSO) to acquire innovative commercial solutions for an Infrastructure & Distribution Contested Logistics Demonstration. This CSO is issued under the authority of DFARS 212.70. Under this authority, the Government intends to award one or more firm-fixed-price (FFP) contracts for commercial items, technologies, or services that meet the Area of Interest (AOI) described below. Awards made under this CSO will be based on a competitive, peer-reviewed evaluation of scientific, technological, or operational merit.

1.2 Area of Interest (AOI)

The Government is seeking commercial logistics network providers capable of demonstrating enhanced logistics agility and reduced reliance on strategic airlift within the INDOPACOM Area of Responsibility (AOR). The primary interest is to identify, assess, and demonstrate technologies, systems, and operational concepts that enhance the joint force's ability to project and sustain forces in a contested, degraded, and operationally limited environment. Vendors must demonstrate the capability to integrate government materiel into their existing commercial distribution network utilizing their proprietary Enterprise Resource Planning (ERP) systems.

1.3 Special Contract Requirements

Data Handling & Privacy Prohibition: This contract involves the processing of unclassified Department of War (DoW) supply chain data and Controlled Unclassified Information (CUI). The Contractor's Enterprise Resource Planning (ERP) systems must be compliant with DFARS 252.204-7012. Furthermore, the Contractor is strictly prohibited from requesting, searching for, processing, or generating any real Personally Identifiable Information (PII) or Protected Health Information (PHI) during the execution of this demonstration. All test data must remain explicitly focused on non-ITAR materiel logistics.

Host Nation Precedence: While the contract itself is governed by U.S. law, the physical handling, transient storage, and transport of materiel within Australia must comply with all applicable Host Nation laws, including but not limited to the Australian Work Health and Safety (WHS) Act 2011 and the Australian Code for the Transport of Dangerous Goods by Road and Rail (ADG Code).

SECTION 2: STATEMENT OF OBJECTIVES (SOO)

INDOPACOM INFRASTRUCTURE & DISTRIBUTION CONTESTED LOGISTICS STATEMENT OF OBJECTIVES (SOO) JUNE 2026

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SECTION 1.0 — PURPOSE

1.1 This Statement of Objectives (SOO) establishes the overarching objectives for a competitive acquisition to support the United States Indo-Pacific Command (USINDOPACOM) Contested Logistics Demonstration. The Government seeks innovative, commercially available, and developmental solutions to address critical gaps in infrastructure survivability, distribution network resilience, and logistics sustainment operations in a contested, degraded, and operationally limited environment.

1.2 The purpose of this effort is to identify, assess, and demonstrate technologies, systems, and operational concepts that enhance the joint force's ability to project, sustain, and maneuver forces across the Indo-Pacific theater in the face of adversarial actions targeting logistics networks, ports of debarkation/embarkation (POD/POE), and lines of communication (LOCs).

1.3 The Government does not prescribe a specific technical approach or solution architecture. Offerors are encouraged to propose innovative solutions that best achieve the objectives outlined herein.

SECTION 2.0 — BACKGROUND

2.1 The Indo-Pacific region presents unique operational challenges characterized by vast maritime distances, dispersed island chains, limited pre-positioned infrastructure, and an increasingly capable adversary capable of contesting all domains of warfare. Peer adversaries have developed sophisticated anti-access/area denial (A2/AD) capabilities specifically designed to disrupt U.S. and Allied logistics networks.

2.2 USINDOPACOM and Joint Logistics Enterprise have identified contested logistics as a critical vulnerability. The ability to sustain distributed operations across austere, non-traditional, and contested environments is essential to maintaining operational overmatch.

2.3 Current logistics systems and processes were largely designed for permissive environments with established infrastructure and communications. The transition to large-scale combat operations (LSCO) against

a near-peer adversary requires a fundamental transformation in how the joint force plans, executes, and adapts its distribution networks.

2.4 The Contested Logistics Demonstration is a congressionally supported initiative to accelerate the fielding of transformative logistics capabilities. It provides a structured environment — leveraging existing INDOPACOM exercises, ranges, and operational venues — to rapidly demonstrate, evaluate, and transition promising technologies into program-of-record or operational adoption pathways.

SECTION 3.0 — SCOPE

The scope of this demonstration encompasses the integration of U.S Army materiel processing into the contractor's commercial supply chain network. The contractor shall provide all necessary personnel, equipment, systems, facilities, and services to execute automated receipt, cataloging, transient storage, and onward movement of Government-furnished materiel. The contractor's commercial Enterprise Resource Planning (ERP) system shall serve as the primary platform for processing simulated U.S. Army orders from induction to dispatch, configured or enhanced as required to support demonstration objectives.

SECTION 4.0 — PERIOD AND PLACE OF PERFORMANCE

4.1 Period of Performance

The anticipated Period of Performance (PoP) is six (6) months from contract award, inclusive of planning, development, integration, demonstration, and reporting phases. The Government reserves the right to exercise options for follow-on demonstration activities or transition support not to exceed an additional twelve (12) months.

4.2 Place of Performance

4.2.1 Primary performance will occur within the USINDOPACOM AOR, with specific demonstration venues to be coordinated with the Contracting Officer's Representative (COR) and designated Government points of contact. The vendor shall detail within their proposal a distribution network utilizing a minimum of three (3) CONUS warehouse/distribution locations and five (5) OCONUS warehouse/distribution locations within the INDOPACOM AOR. At least one (1) of the OCONUS locations must be within five (5) miles of the Port of Brisbane, Australia, serving as a primary node for the demonstration. The final destination for the physical demonstration onward movement is: **JLU-V 123 Whytes Road, Bandiana MILPO, Australia 3694.**

4.2.2 Demonstration Timeframe: Vendors must identify how their commercial processes can synchronize with this timeline:

Milestone / Timeframe	Action / Requirement
Award +10 Working days	Contractor provides materiel format and data fields required for ERP cataloging.
Award +20 Working days	8th Theater Sustainment Command (8TSC) provides materiel format and data fields to contractor.
Award +80 Working days	Contractor has built all 50 pieces of materiel into their ERP catalog.
Award +90 Working days	8TSC orders 10 pieces of materiel to be shipped to contractor warehouse.
Brisbane Receipt +10 Working days	Contractor executes pick, pack, and ship to Bandiana (Transient storage limit).

Bandiana Receipt +30 Working days	Contractor provides Executive Brief and After-Action Report (AAR) to 8TSC.
Executive Brief +10 Working days	8TSC provides feedback and CONOP for potential next phase.
Feedback +10 Working days	Contractor provides final response (with operational suggestions) to 8TSC.

SECTION 5.0 — PERFORMANCE OBJECTIVES

The contractor shall achieve the following objectives, which the Government will use to evaluate offeror proposals and assess the performance demonstrated:

- **Objective 1 — Operational Effectiveness in Contested Environments:** Demonstrate the ability of proposed solutions to perform logistics functions (receipt, storage, movement, and delivery of equipment) while operating under simulated or actual electromagnetic interference, cyber threat conditions, degraded communications, and kinetic or non-kinetic threat scenarios relevant to the Indo-Pacific theater.
- **Objective 2 — Enterprise Resource Planning (ERP) System Integration:** A fully integrated and operational commercial ERP system capable of receiving, storing, fulfilling orders for, and processing the onward movement of US Army-furnished material into and out of the Brisbane distribution location.
- **Objective 3 — Automated Cataloging:** Successfully cataloging a minimum of fifty (50) conforming, non-ITAR parts into the parts build process, mapping Government-provided data to enable automated inventory traceability, compliant packaging and labeling, and in-transit visibility from point of receipt to destination.
- **Objective 4 — Physical Processing Demonstration:** Demonstrated end-to-end physical processing of a minimum of ten (10) cataloged conforming parts, with transient storage not exceeding ten (10) days and full shipment visibility confirmed from the Brisbane primary node to the Bandiana destination.
- **Objective 5 — Operational Data and Friction Analysis:** Actionable operational data, system performance metrics, and after-action analysis — validated through mid-term functional and executive-level demonstrations — sufficient for 8TSC to identify and address legal, policy, export control, hazardous materials, and customs friction points affecting future real-world execution.

SECTION 6.0 — CONTRACTOR RESPONSIBILITY

The contractor is responsible for all personnel, equipment, materials, software, and consumables not explicitly identified as GFP/GFI. The contractor shall maintain accountability for all GFP in accordance with Australian law, US Government FAR Part 45 and DFARS Part 245.

SECTION 7.0 — OPERATING CONSTRAINTS

- **7.1 Host Nation Law Precedence:** The contractor shall comply with all applicable U.S. Army Regulations and Australian Federal, State, and local laws. Where a conflict exists between U.S. Army Regulations and Australian law — including but not limited to the Work Health and Safety Act 2011 and the Australian Dangerous Goods (ADG) Code — Australian Host Nation law shall take precedence.
- **7.2 Transient Storage:** Only Long-term storage is explicitly out of scope. Government-furnished material shall be held in transient storage only, not to exceed ten (10) days, prior to onward movement.
- **7.3 Information and Data Limitations:** This demonstration is limited to unclassified, non-ITAR material

only. The handling, processing, or generation of Personally Identifiable Information (PII) or Protected Health Information (PHI) is strictly prohibited.

- **7.4 Physical and Operational Security:** The contractor shall establish and maintain physical security and chain-of-custody protocols from reception to final destination to safeguard all U.S. Government equipment. All personnel shall adhere to Operations Security (OPSEC) principles, including prohibition on sharing demonstration details, cargo destinations, or related operational information via social media or any unapproved public platform.

SECTION 3: PHASE 1 SOLUTION BRIEF INSTRUCTIONS & EVALUATION

3.1 Phase 1 Submission Instructions

Offerors shall submit a Solution Brief (not to exceed 5 pages) outlining their technical approach, commercial infrastructure footprint, and how their proprietary ERP systems will meet the Government's AOI. **Solution Briefs must be submitted via email to the Contracting Officer (KO) at nathan.t.rosenberger2.mil@army.mil no later than 0900 Honolulu Standard Time on 10 JULY 2026.**

Special Phase I Notices & Conditions:

- 413th CSB is not obligated to extend a request for proposal or make an award as a result of this CSO AOI Phase I; all awards are subject to the availability of funds and successful negotiations. This CSO AOI is not an authorization to begin performance, and in no way obligates the Government for any costs incurred by the Offeror associated with developing a Response. Prior to commencement of any activities associated with performance under this CSO AOI, the Government will issue a written directive or contractual document signed by the Contracting Officer with appropriate consideration established. The 413th CSB reserves the right to modify the requirements of this CSO.
- The Government reserves the right to forego Phase 1 and Phase 2 based on the individual merits. The Government also reserves the right to move expeditiously through the phases based on the merit of submissions if urgent requirements arise.
- During any step of the CSO, the Government may send written questions or comments for the offerors to address via email, or other suitable communication methods as determined by the Government.
- The Government may engage in discussions with companies during any phase of the process including development of the formal proposal phase.

3.2 Schedule Milestones

The Offeror's Solution Brief must demonstrate how their commercial processes can synchronize with the following timeline:

- **Award +10 Working Days:** Contractor provides materiel format and data fields required for ERP cataloging.
- **Award +20 Working Days:** 8TSC provides materiel format and data fields to contractor.
- **Award +80 Working Days:** Contractor has built all 50 pieces of materiel into their ERP catalog.
- **Award +90 Working Days:** 8TSC orders 10 pieces of materiel to be shipped to contractor warehouse.
- **Brisbane Receipt +10 Working Days:** Contractor executes pick, pack, and ship to Bandiana.
- **Bandiana Receipt +30 Working Days:** Contractor provides Executive Brief and After-Action Report (AAR)

to 8TSC.

- **Executive Brief +10 Working Days:** 8TSC provides feedback and CONOP for potential next phase.
- **Feedback +10 Working Days:** Contractor provides final response to 8TSC.

3.3 Phase 1 Evaluation Criteria

In accordance with CSO procedures, Phase 1 submissions are not evaluated against one another. Evaluators will assign a consensus rating (Highly Recommended, Recommended, Not Recommended) based on the following:

- **Schedule Feasibility:** Vendor explicitly validates the Award milestone timeline. Demonstrates a clear, automated method to complete cataloging by Award +80 and proves transient storage will not exceed the 10-day limit.
- **ERP Integration & Contested Ops:** Vendor explains how their commercial ERP system will map 8TSC data, achieve 100% in-transit visibility, and operate under contested conditions (cyber/comms degradation).
- **Infrastructure Footprint:** Vendor confirms active operations at minimum 3 CONUS/5 OCONUS locations, including the primary node near the Port of Brisbane and capability to deliver to Bandiana.
- **Operational Compliance:** Demonstrates understanding of Australian Host Nation laws (e.g., WHS Act 2011) and acknowledges the prohibition of handling classified data or PII/PHI.

SECTION 4: PHASE 2 COMMERCIAL PITCH INSTRUCTIONS

4.1 Phase 2 Pitch Logistics

- **Format:** Virtual via Microsoft TEAMS
- **Duration:** 45 Minutes Maximum (30 Minutes Presentation & Live Demonstration; 15 Minutes Government Q&A).
- **Requirement:** A PDF copy of the presentation deck must be submitted to the KO 48 hours prior to the scheduled pitch.

4.2 Required Presentation Content

- **1. Infrastructure Footprint (5 Min):** Map existing CONUS/OCONUS nodes. Detail the Brisbane node capacity and domestic routing to Bandiana.
- **2. Live ERP Demonstration (15 Min):** Provide a live/simulated walkthrough of the WMS/ERP. Show data ingestion mapping, In-Transit Visibility (ITV) UI, and the automated pick/pack/ship logic, addressing how the system would function in a degraded environment.
- **3. Schedule & Execution Plan (5 Min):** Walk through the Government’s mandated milestone schedule and explain the internal critical path for the 'Award +80 Days' cataloging milestone.
- **4. Compliance & Risk (5 Min):** Brief operational compliance with Australian WHS and ADG Codes, and detail OPSEC protocols for unclassified/CUI materiel.

SECTION 5: PHASE 3 REQUEST FOR PROPOSAL (RFP) PRICING VOLUME

5.1 Volume Structure

Invited Phase 3 Offerors shall submit two volumes: Volume I (Technical Proposal and QASP) and Volume II (Price). The Government intends to award a Firm-Fixed-Price (FFP) contract. The Price Volume must include an Executive Summary, a Proposed CLIN Structure, and Commercial Price Reasonableness Data.

5.2 Proposed CLIN / Milestone Payment Structure

Offerors shall propose an FFP broken down into a milestone-based CLIN structure aligning with the mandated schedule. Submit via unlocked Microsoft Excel:

CLIN	Milestone Description	Proposed FFP ($)
CLIN 0001	**System Setup, Integration & Cataloging** Successful ERP ingestion and cataloging of all 50 Government-provided parts and delivery of Project Management Plan and SDR Package. (NLT Award +80 Days)	[Insert Price]
CLIN 0002	**Physical & Functional Demonstration** Successful physical processing of the 10-piece test shipment to Bandiana and successful completion of the Mid-Term Functional Demonstration.	[Insert Price]
CLIN 0003	**Final Reporting & Closeout** Delivery and acceptance of the final AAR and response to 8TSC feedback.	[Insert Price]
Total FFP		**[Insert Total]**

5.3 Commercial Price Reasonableness Data

Certified cost or pricing data is not required. Offerors must provide at least one of the following 'Other Than Certified Cost or Pricing Data' to substantiate their proposed FFP:

- **1. Commercial Invoices/Historical Pricing:** Redacted copies of recent invoices charged to non-governmental clients for similar ERP data integration and Australian domestic distribution services.
- **2. Published Price Lists:** Corporate catalog pricing or rate cards for warehouse storage (Brisbane) and standard freight transport lanes (Brisbane to Bandiana).
- **3. Market Analysis:** A clear buildup of commercial labor categories and hourly rates used to price milestones where historical invoices are unavailable.