TRANSCOM CSO (HTC71126SCSO1) – Specific AoI 002: Commercial Partner Analysis and Stability Snapshots (COMPASS)

Objective:

USTRANSCOM seeks innovation commercial solution for Commercial Partner Analysis and Stability Snapshots (COMPASS). Responsive commercial solutions should deliver a comprehensive financial report capability that conducts deep-dive assessments of commercial transportation partners, allowing the Department of War (DoW) to make critical procurement and logistics decisions. At a minimum, the solution must address the ability to:

- Deliver automated data ingestion that removes manual entry bottlenecks and accelerates administrative workflows.
- Ingest, analyze, and process data from diverse financial and operational data sources, including but not limited to Commercial-Off-the-Shelf (COTS) systems.
- Provide comprehensive, user-friendly, and continuous reporting and intelligence on commercial partners, initially covering air and sea domains, with scalability to include surface and rail.
- Provide user-friendly reports for COMPASS.
- Provide a comprehensive, continuous reporting and intelligence solution.
- Deliver deep financial health analytics, including liquidity ratios, debt-to-equity metrics, and quarter-over-quarter profitability snapshots to predict potential insolvency or bankruptcy risks.
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- Offer real-time and forecasted analyses of partner operational capacity, such as fleet size, driver/operator availability, equipment readiness, and ability to surge or sustain operations during critical periods.
- Provide detailed insights into partners' exposure to volatile fuel markets and their active fuel hedging strategies to assess whether price spikes may impact viability.
- Generate executive-level summaries that synthesize data into clear, predictive risk warnings.
- Evaluate other critical factors, including cybersecurity posture, labor union contract statuses, geopolitical exposures, and regulatory compliance.
- Incorporate strategic intelligence, market assessments, and defense budget reports.
- Describe your methodology for gathering, verifying, and reporting the financial health of carrier networks, specifically obtaining data from both publicly traded entities and privately held companies.

Submission Instructions:

Phase 1 – Vulcan Platform Submission. Offers must submit the following via the Vulcan platform:

- **Scout Card:** Address the technical prompts in the Vulcan platform. As part of the Scout Card submission, clear cost breakdown for financial reports by report, quarterly, yearly, and subscription.
- **White Paper:** Offerors must submit a written white paper in accordance with the format requirements specified in Section 3.1 of the CSO, addressing all required elements listed in the Objective section.

Phase 2 – Virtual Demonstration and Sample Snapshots. Offerors selected to advance to Phase 2 of the CSO will be requested to participate in the following:

A. Sample Snapshots:

Offerors advancing forward will participate in providing the government with multiple commercial partner snapshots of specific commercial partners requested by the Government. The snapshots will include at a minimum:

- Financial stability and viability
- Quarterly financial/operational snapshots
- Capacity posture and resource constraints
- Fuel exposure, risk mitigation, and hedging strategies
- Overall partner and supply chain risk profiles

B. 60-Minute Virtual Solution Demonstration
Consistent with the CSO, each offer will conduct a 60-minute virtual demonstration for the Government to assess its overall functionality and suitability for the intended mission.

Phase 3 – Request for Proposal. Contingent on the outcome of Phase 2, Phase 3 will be conducted in accordance with the submission instructions and procedures outlined in the CSO framework established under USTRANSCOM CSO (HTC71126SCSO1), posted to SAM.gov.

Timeline:
Phase 1 Submission Due: 30 June 2026 at 12:00 PM Central Time

Evaluation Criteria:
This AoI will follow the CSO framework established under the USTRANSCOM CSO (HTC71126SCSO1), posted to SAM.gov. Submissions will be evaluated in accordance with Section 4.1 of the CSO.

For this AoI, mission relevance will be assessed as a subfactor within the technical merit evaluation, as the technical approach itself demonstrates operational applicability to the mission need.

Set-Aside Determination:
The Government reserves the right to set aside this requirement for small businesses or other categories, or to cancel it at any time.