United States Transportation Command (USTRANSCOM)

Commercial Solutions Opening (CSO)

Solicitation Number: HTC71126SCSO1

1. GENERAL INFORMATION

1.1. **Solicitation Request:** USTRANSCOM is soliciting Solution Briefs for efforts identified as Area(s) of Interest (AoIs) to this CSO.

1.2. **USTRANSCOM Overview:** USTRANSCOM is the Department of War's (DoW) provider of full-spectrum global mobility solutions and capabilities in both peace and war. Partnering with industry and DoW customers, USTRANSCOM develops and executes innovative acquisition solutions for the Command's full-spectrum deployment and distribution mission.

1.3. **Contract Types:** Based on submissions in response to AoIs under this CSO, USTRANSCOM may award a Firm-Fixed Price contract in accordance with the Federal Acquisition Regulation (FAR). Offerors are encouraged to review FAR 12.205 to familiarize themselves with the standard terms and conditions applicable to FAR Part 12 contracts. In addition, USTRANSCOM reserves the right to award an Other Transaction (OT) Agreement for Prototype Project(s) in accordance with 10 U.S.C. 4022.

1.4. **Estimated Program Cost:** General AoIs (see Attachment 1) do not have an estimated cost. Specific AoIs may designate an estimated cost at the AoI level.

1.5. **Non-Government Advisors:** Non-government advisors may be used in evaluations and will have signed Non-Disclosure Agreements (NDAs). The Government will protect trade secret or commercial or financial information from unauthorized disclosure to the maximum extent permitted and as required by law.

1.6. **Authority and Competition:** Defense FAR Supplement (DFARS) Subpart 212.70 provides Contracting Officers authority to acquire commercial items, technologies, or services through CSOs. The CSO framework is recognized as a competitive procedure under 10 U.S.C. chapter 221 and FAR 6.102, treating acquired items as commercial with streamlined processes and fixed-price requirements. This CSO is issued on a full and open competitive basis. AoIs issued under this CSO may specify individual competitive environments.

2. PROCEDURES

2.1. **Open Period:** This CSO is continuously open until 1 February 2036 and may be updated periodically. The Government may extend this period by amendment.

2.2. **AoIs:** This CSO seeks Solution Briefs, Presentations/Pitches, and/or Written Proposals for commercial products, technologies, and services for USTRANSCOM's mission. Two types of AoIs will be utilized under this CSO:

General AoIs: Includes general submissions against the AoIs stated in Attachment 1. Submissions are accepted at any time during the open period of this CSO and will not have a separate AoI posting. General AoIs do not have dedicated funding. Responses will only be provided to submissions in accordance with Section 4.

Specific AoIs: In instances where USTRANSCOM seeks more specific capability, Specific AoIs following the procedures in this CSO will be posted to www.SAM.gov with defined problems and limited submission windows. Specific AoIs may have dedicated funding. Responses will only be provided to submissions in accordance with Section 4. New AoIs may be introduced at any time during the solicitation period, and companies are encouraged to regularly check www.SAM.gov for updates.

2.3. **CSO Process:** This process is designed to accommodate a multiple-phased approach as outlined in Sections 3 and 4. Awards may be made using either FAR Part 12, Acquisition of Commercial Products or Commercial Services, or OT authority. The Government may make no awards, one award, or multiple awards against the AoI. The Government reserves the right to determine that a combination of solutions is necessary to address the problem or meet mission requirements. CSO submission costs will not be reimbursed by the Government unless specifically stated in an AoI.

2.4. **Additional Guidelines:** Use FAR Part 12 as a guide for contract provisions and clauses, recognizing they are applicable to resultant FAR-based awards. Multiple Solution Briefs are allowed for an AoI if representing distinct concepts. To receive an award, offerors must be a registered entity in www.SAM.gov.

3. PHASE REQUIREMENTS

3.1. Phase 1 – Solution Brief

The purpose of the Phase 1 Solution Brief is to identify innovative contract solutions related to each AoI that effectively address capability gaps. Solutions Briefs must be submitted in response to either a General AoI or Specific AoI as outlined below.

General AoIs (Format Requirements): All Phase 1 Solution Briefs shall use the Scout Card within the Vulcan platform and include a video submission.

- **Scout Card Submission:** The Scout Card must be submitted through the Vulcan platform. Organizational information (e.g., company name, phone number, and address) must be current prior to submission. Each Scout Card submission must represent one unique response to the AoI of interest, with a descriptive title provided for each submission.

- **Video Submission:** The video must be no longer than five (5) minutes and address the Required Elements outlined in the paragraphs below. In doing so, the video presentation must demonstrate the actual working capability of the solution, not simply display a slideshow or PowerPoint-style presentation.

Any submissions sent via email, missing a video, or submitted by other means will not be considered for evaluation. The Government will not evaluate a submission that does not adhere to these standards.

Specific AoIs (Format Requirements): Submission requirements for Specific AoIs will be detailed in the individual AoI posting on www.SAM.gov and may include:

- **Scout Card and Video Submission:** A Scout Card and video submission via the Vulcan platform as described above for General AoIs, or
- **Written White Paper Submission:** Offerors must follow the submission instructions provided in the Specific AoI posting. When a written White Paper is required, the following format requirements apply unless otherwise stated in the Specific AoI posting. The written White Paper shall be digitally formatted to 8.5 x 11 inches with one-inch margins, no longer than six (6) pages, single-spaced, with legible text, and no smaller than 12-point font. The Government will not evaluate a submission that does not adhere to these standards.

General and Specific AoIs (Required Elements): The following required elements apply to all Phase 1 Solution Briefs.

- **Cover Letter:** For Scout Card submissions through Vulcan, organizational and identifying information is captured through the platform profile. For written White Papers, a Cover Sheet must be included as one of the six pages and contain the following information:

    - AoI name and number
    - Descriptive title of submission (each submission should represent one unique solution)
    - Full company name and address
    - Point(s) of contact name, email, and phone number
    - If available/known, CAGE code, Unique Entity ID number, and Business Size Classification (i.e., large, small, or other socioeconomic category)

- **Executive Summary:** Provide an executive summary of the technology or solution.

- **Solution Concept:** Demonstrate and explain how the proposed technology or solution addresses capability gaps, delivers advancements, or otherwise provides unique value or utility in support of USTRANSCOM's mission. Describe the unique aspects of your solution and the proposed work as it relates to the AoI. Identify whether the effort includes a prototype or new technology/capability, an

existing commercial technology/capability, or the further development of commercial technology for potential application to USTRANSCOM's mission.

- **Offeror Responsibility & Solution Viability:** Provide a brief overview of the offeror. Submit a summary of prior and current experience (Government and non-Government), qualifications, and resources or ability to obtain them. Use FAR Subpart 9.4 as a guide for demonstrating responsibility, recognizing these standards may not apply to OT awards. Additionally, provide a summary of product development, manufacturing (if relevant), and logistics strategy.

- **Estimated Price and Delivery Schedule.** Provide a specific and logical estimated pricing breakdown, to include annual or monthly cost/price, for the solution proposed. Denote prices for optional components, features, or services. Pricing estimates must be representative of the viable solution.

3.2. **Phase 2 – Presentation/Pitch**

Format Requirements: The Presentation/Pitch shall be no more than 90 minutes unless otherwise specified. The Government reserves the right to record these presentations.

Required Elements: The offeror's Presentation/Pitch shall demonstrate the technical and business viability of the proposed solution in their Phase 1 Solution Brief in greater detail. The offeror is expected to expand on technical, price, and delivery schedule details, as well as provide additional information in response to questions from Government representatives.

3.3. **Phase 3 – Request for Proposal (RFP)**

Format Requirements: The Written Proposal shall include two volumes: Volume I – Technical (see page limits below) and Volume II – Price (no page limit). Additional volumes, attachments, or other items may be identified in the RFP. The Government may not evaluate a Written Proposal that violates these standards. The Government may also provide a list of provisions, clauses, or other terms and conditions. Offerors may include commercial terms and conditions, such as Service or User License Agreements, for consolidation with Government terms, but such terms should not conflict with the Government's terms.

Volume I – Technical – Required Elements:

Cover Sheet (must be its own page): Provide the following information:

- AoI name and number
- Full company name and address
- Point(s) of contact name, email, and phone number
- CAGE code
- Unique Entity ID number
- Business Size Classification (i.e., large or small)
- Socioeconomic Status (if applicable)

- Non-Traditional Contractor Self-Certification Statement (if applicable)

Technical Proposal (No more than 10 pages): Describe the background and objectives of the proposed work, including the technical approach, deliverables, and resources needed to execute the proposed solution. Include the nature and extent of anticipated results, ancillary and operational issues such as certifications and algorithms, and any engineering or software development methodologies to be used.

Statement of Work (SOW) (Page Limit will be specified in the RFP): Provide a SOW formally stating the work to be accomplished under a resultant contract or agreement. The SOW must be a separate document suitable for incorporation into the contract or agreement. Proprietary information must not be included. Pages shall be numbered with a document date under the title. The SOW must accurately describe the work to be performed and contain a summary description of the technical methodology, task descriptions (without excessive detail), contract deliverables, and timelines for contract deliverables within the proposed period of performance.

Volume II – Price – Required Elements:

MS Excel Spreadsheet: Provide a pricing model in Microsoft Excel editable format with active formulas containing the mathematical calculations of the proposed price.

Price Proposal: Provide sufficient information to allow the Government to determine the fair and reasonableness of the proposed price. If additional information is necessary to support this determination, the Government may request other than certified cost and pricing data (e.g., commercial price catalogs, previous commercial sales receipts). The Government may request further content in the RFP.

4. PHASE EVALUATIONS

4.1. **Phase 1 – Solution Brief**

The Solution Brief evaluation criteria listed below are of equal importance. Additional technical evaluation criteria in Specific AoIs may be used. In these instances, the additional criteria will be posted with the Specific AoI on the www.SAM.gov website.

Alignment to USTRANSCOM Mission: The proposed solution will be evaluated for its alignment with USTRANSCOM's mission requirements and operational priorities.

Technical Merit: The proposed solution will be evaluated based on the following subfactors:

- **Technical Feasibility:** The soundness of the technical approach and likelihood of successful implementation.
- **Innovation:** The uniqueness of the proposed solution in delivering new capabilities or approaches that are not currently implemented or available within existing Government systems or processes.

- **Milestone Schedule:** The reasonableness and clarity of the proposed schedule for achieving milestones and deliverables.
- **Prior Experience:** The Government's confidence in the offeror's ability to deliver commercial products and services that meet the proposed technical performance requirements based on Government and non-Government experience with similar efforts.

Funds Availability and Potential Return on Investment: The proposed solution will be assessed for its affordability and the value it provides relative to its cost, including its potential impact on USTRANSCOM's operations.

Evaluation Outcomes: For Solution Briefs submitted against a General AoI at Attachment 1, the Government may elect not to evaluate, provide no response, retain the solution in the USTRANSCOM library for future consideration, proceed to Phase 2, or proceed directly to Phase 3. For Solution Briefs submitted against a Specific AoI, USTRANSCOM will notify the offeror of one of the following outcomes:

- The offeror may submit a Presentation/Pitch for evaluation in Phase 2.
- The offeror may submit a Written Proposal for evaluation in Phase 3 (if the Government elects to forego Phase 2).
- The proposed solution is not of continued interest.
- The proposed solution is of interest but is not currently eligible for further consideration due to lack of Government resources and/or funding.

Solution Briefs will be evaluated solely against the specified criteria and will not compared to other offeror submissions.

Any ratings or feedback provided through the Vulcan platform are informational only and will have no bearing on the evaluation of Solution Briefs submitted under this CSO. The Government may use Vulcan to provide general feedback, but such input will not be considered as part of the evaluation process.

4.2. **Phase 2 – Presentation/Pitch**

Each Presentation/Pitch will be assessed based on the same evaluation criteria in Phase 1. Answers to the Government's questions will also be considered.

Evaluation Outcomes: After evaluating Presentation/Pitch submissions, USTRANSCOM will notify the offeror of one of the following outcomes:

- The offeror may submit a Written Proposal for evaluation in Phase 3.
- The proposed solution is not of continued interest.
- The proposed solution is of interest but is not currently eligible for further consideration due to lack of Government resources and/or funding.

Presentation/Pitches will be evaluated solely against the specified criteria and will not compared to other offeror submissions.

4.3. **Phase 3 – Request for Proposal**

Each Written Proposal will be assessed based on the same evaluation criteria in Phase 1. In addition, the Price Proposal will be evaluated to determine whether the proposed price is fair and reasonable, considering alignment with the commercial market, budgetary constraints, and the overall value provided. A fair and reasonable determination does not guarantee award, as program priorities and availability of funds will also be considered. The Government reserves the right to negotiate any aspect of the Written Proposal and potential resultant contract or OT Agreement prior to a final award decision. Only a Contracting or Agreements Officer has the authority to negotiate, enter into, or modify contracts or agreements on behalf of the United States Government.

Evaluation Outcomes: After evaluating Written Proposal submissions, USTRANSCOM will notify the offeror of one of the following outcomes:

- The offeror may receive a FAR-based award or OT Agreement.
- The proposed solution is not of continued interest.
- The proposed solution is of interest but is not currently eligible for further consideration due to lack of Government resources and/or funding.

Written Proposals will be evaluated solely against the specified criteria and will not be compared to other offeror submissions.

Attachment 1 - General Areas of Interest (AoIs)

USTRANSCOM has identified the following AoIs as continuously open for submissions. These AoIs represent broad categories of interest aimed at addressing capability gaps, improving operational efficiency, and enhancing mission effectiveness. Submissions under these AoIs will be evaluated in accordance with Section 4.

1. **AoI-901: Information Technology (IT) and Cybersecurity Solutions:**

   USTRANSCOM seeks IT and cybersecurity solutions that provide unique capabilities or more efficient approaches not currently in use by USTRANSCOM. These solutions should modernize enterprise systems, enhance operational efficiency, and strengthen security posture while meeting stringent security standards to support global integrated mobility operations.

   Representative examples include:
   - Cloud-based IT services and architecture
   - Cybersecurity defense and threat detection systems
   - Transportation management systems
   - Artificial intelligence and machine learning applications

   1.1. **Security and Compliance Requirements:** All IT solutions must address: compliance with Defense Federal Acquisition Regulation Supplement (DFARS) 252.204-7012 for unclassified systems, adherence to National Industrial Security Program Operating Manual (32 CFR Part 117) for classified systems, implementation of Risk Management Framework processes, support for Authority to Operate requirements, and incident reporting capabilities per USTRANSCOM requirements.

   1.2. **Technical Data and Software Rights:** Offerors must identify any intellectual property, data rights restrictions, and licensing requirements associated with their proposed solutions. Submissions should clearly outline how technical data and software rights will be managed to ensure compatibility with USTRANSCOM systems and compliance with applicable regulations.

2. **AoI-902: Transportation and Logistics Optimization:**

   USTRANSCOM seeks solutions that optimize transportation and logistics operations, improve supply chain resilience, and enhance global distribution capabilities. Submissions should offer unique approaches or efficiencies not currently utilized by USTRANSCOM to address operational challenges, visibility, and scalability in support of the global mobility mission.

   Representative examples include:
   - Supply chain resilience and risk management
   - Real-time tracking and visibility platforms
   - Predictive analytics for logistics decision support
   - Automated transportation and cargo handling systems