UNITED STATES AIR FORCE (USAF)

SECRETARY OF THE AIR FORCE CONCEPTS, DEVELOPMENT AND MANAGEMENT (SAF/CDM)

Commercial Solutions Opening (CSO)

FA7146-20-S-C001

for

CONCEPT DEVELOPMENT ACTIVITIES

TABLE OF CONTENTS

PART I: OVERVIEW

PART II: FULL TEXT OF ANNOUNCEMENT

PART IIA: OPPORTUNITY DESCRIPTION

PART IIB: INFORMATION CONCERNING POTENTIAL

AWARDS PART IIC: PARTICIPANT ELIGIBILITY REQUIREMENTS

PART IID: SECURITY REQUIREMENTS PART

IIE: **REVIEW/EVALUATION CRITERIA**

PART IIF: GOVERNMENT POINTS OF CONTACT

GLOSSARY: Summary Description of Important Terms

APPENDIX A: "WHITE PAPER" Submission Requirements

APPENDIX B: "PROPOSAL" Submission Requirements

PART I: OVERVIEW

CSO SPONSOR: SECRETARY OF THE AIR FORCE (SAF)
CONCEPTS, DEVELOPMENT AND MANAGEMENT (COM)

AUTHORITY: Section 879 of the Fiscal Year (FY) 2017 National Defense Authorization Act (NOAA) [Pub. L. 114-328] "Defense Commecial Solutions Opening Pilot Program", as implemented via DoD Class Deviation 2018-00016 dated 26 JUN 2018, and SAF/AQC Contract Policy Memo 18-C-03 dated 20 SEP 2018

OBJECTIVE: Acquire Various Innovative Commercial Items, Technologies, and Services Using Streamlined Acquisition Procedures

COMMERCIAL SOLUTIONS OPENING (CSO) SUMMARY	
TITLE	CONCEPT DEVELOPMENTACTIVITIES
CSO TYPE*	CLOSED-OPEN TWO STEP WITH CALLS
CSO NUMBER	FA7146-20-S-C001
PERIOD OF AVAILABILITY**	DATE OF POSTING throuah 30 SEP 2025

***CSO TYPE: <u>CLOSED-OPEN TWO STEP WITH CALLS</u> -** Means a CSO type issued in accordance with USAF guidance, and as defined in the Glossary for this particular CSO.

****PERIOD OF AVAILABILITY:**

DUE DATE FOR FINAL WHITE PAPER SUBMISSIONS: <u>4:00PM WASHINGTON, DC LOCAL TIME, 15 AUG 2026</u>

DUE DATE FOR FINAL PROPOSAL SUBMISSIONS: <u>4:00PM WASHINGTON, DC LOCAL TIME, 15 SEP 2026</u>

LAST DAY FOR AWARDS: <u>11:59PM WASHINGTON, DC LOCAL TIME, 30 SEP 2026</u>

PART II: FULL TEXT OF ANNOUNCEMENT

PART IIA: OPPORTUNITY DESCRIPTION

SAF/CDM is interested in the full range and full scope of innovative commercial items, technologies, and services to support various activities. This Commercial Solutions Opening (CSO) is intended to represent a streamlined mechanism for engaging interested sources, in a manner consistent with the security classification requirements of this effort, and utilize flexible acquisition procedures consistent with statutue and regulation. Government interest in major program topic areas is as identified below.
Respondents to this CSO will reference the particular major program topic area that is the subject of their submission to aid in timely government review.

MAJOR PROGRAM THRUST AREAS

Innovative approaches technologies, and methodologies that support Concept Development by SAF/CDM to enable mission partners in the following general categories:

a. Counter strategic competitors' malign influence
b. Big Data, Artificial Intelligence and Machine Learning (Al/ML), technologies and processes
c. Emerging cyber technologies and methodologies

PART IIB: INFORMATION CONCERNING POTENTIAL AWARDS

1. **AWARD TYPES:** Limited to fixed-price, or fixed-price variant, commercial contracts and other transaction agreements (OTA). See Glossary for specific definitions.

NOTE: In accordance with 10 U.S.C. 2371b(f), participants are hereby notified that the government may award a follow-on production contract or Other Transaction Agreement (OTA) for Prototype Project, for any OTA for Prototype Project awarded under this CSO if: (1) that participant in the OTA for Prototype Project, or a recognized successor in interest to the OTA for Prototype Project, successfully completed the entire prototype project provided for in the OTA for Prototype Project, as modified; and (2) the OTA for Prototype Project provides for the award of a follow-on production contract or OTA for Prototype Project to the participant, or a recognized successor in interest to the OTA for Prototype Project.

2. **AWARD PARAMETERS:**
    a. There is no specific restriction on the number, type, value, or frequency of awards that may be made under this CSO
    b. Multiple awards are anticipated and may vary widely in terms of scope, duration, and price, consistent with the objectives of this CSO.
    c. The government reserves the right to select for award all, none, some, or selected portions thereof, of any proposal that may be received in response to this CSO.
    d. Any proposal selected for funding may be incrementally funded at the discretion of the government.
    e. The government reserves the right to negotiate proposal scope of work, price, and other terms and conditions as may be required.
    f. To promote opportunity for maximum collaboration and rapid engagement between multiple respondents, and due to a fiscally constrained operating environment, respondents should note that the government places a significantly higher value on ideas, concepts, and proposed solutions that promote quick testing of applications and/or proof-of-concept scenarios.
    g. White Papers must be submited prior to receipt of Proposals, and Proposals may be submitted only as specifically requested by the government. See Appendix A and Appendix B for specific instructions.

3. **ESTIMATED CSO BUDGET:** $100 Million for all awards to be made under this CSO. This value is for planning purposes only, as funding at this level is currently not available. The government contemplates funding to be made available under this CSO from time-to-time to fund effort consistent with the objectives of this CSO but no promises or guarantees are provided. Any award made under this CSO will comply with the stated objectives and instructions of this CSO.

PART IIC: PARTICIPANT ELIGIBILITY REQUIREMENTS

1. **ELIGIBILE PARTICIPANTS:** All sources capable of addressing the objectives of this CSO, consistent with statute and regulation, including the security requirements of this effort, are encouraged to respond.

2. **PROCUREMENT INT GRITY, STANDARDS OF CONDUCT, ETHICAL CONSIDERATIONS, AND CONFLICTS OF INTEREST:** With respect to submissions in response to this CSO, submitting parties are notified that that the government will assess all submissions for the existence or appearance of any potential conflicts of interest. Notwithstanding any government assessment to be conducted as a result of submissions to this CSO, it is principally incumbent upon

the submitting party to assess all facts relevant to the existence or potential existence of a conflict of interest to disclose such information to the government for appropriate consideration. Conflicts may be either organizational or personal. With respect to any party that may already be doing business with SAF/CDM in a capacity to provide scientific, engineering, technical assistance (SETA), or similar support, such parties are hereby notified that without prior written agency approval and authorization, such entity will not be authorized to simultaneously provide SETA, or similar support, and also be a technical performer in any capacity under this CSO.

PART IID: SECURITY REQUIREMENTS

1. **SECURE COMMUNICATIONS:** A classified version of this CSO is avalable on the NRO ARC. Questions of a security nature should be referred to the security point of contact listed in this CSO as applicable. See Part IIF for Government Point of Contact information.

2. **DD FORM 254 DEPARTMENT OF DEFENSE SECURITY CLASSIFICATION SPECIFICATION:** This CSO contains security guidance will be included in the DD Form 254 Department of Defense Security Classification Specification Guidance. All parties interested in responding to this CSO, will comply with the security guidance included in this CSO at Appendix C, and/or any specific security guidance that may be included in any Call that may be issued under this CSO. As a wide variety of responses, as well as potential awards of diverse scope and value and associated classification levels under this CSO are possible, the government will provide award specific security details for individual award actions as required.

3. **SUBMISSION INSTRUCTIONS BASED ON CLASSIFICATION LEVEL:**

    a. All responses to this CSO must be submitted to:
    Kevin Adams at kevin.adams.20@us.af.mil

    b. Follow the guidance below based on particular classification level, contact kevin.adams.20@us.af.mil

PART IIE: REVIEW/EVALUATION CRITERIA

1. **WHITE PAPERS:** White Paper submissions will be reviewed for interest in accordance with the stated objectives of this CSO, which is to specifically seek innovative commercial items, technologies, and services that support a multitude of DoD activities. See Appendix A for White Paper submission requirements.

Note: Calls, if issued, may contain separate and unique White Paper Review guidelines specific to the objectives of the Call in question.

2. **PROPOSALS:** Proposal submissions will be evaluated in accordance with the following four (4) mandatory stated evaluation criteria, *listed in descending order of importance: Technical, Importance to Agency Programs, Funds Availability, and Price.* See Appendix B for Proposal submission requirements.

Note: Calls, if issued, may contain evaluation criteria in addition to that noted, may contain clarifying text associated with the mandatory evaluation criteria specified, and may emphasize a different order of evaluation priority that is specific to the particular Call in question.

a. **Technical:** This CSO seeks various innovative commercial items, technologies, and services intended to address existing gaps, revolutionize operations and/or capability, and/or significantly strengthen past, current, planned, or unforseen operational paradigms. Technical applications that demonstrate break through promise, as determined by the government, will be given higher priority consideration than commercial innovation applications that merely introduce incremental improvements in existing operations.

b. **Importance to Agency Programs:** This CSO seeks various innovative commercial items, technologies, and services in direct support of a variety of Department of Defense (DoD) activities. Commercial innovation applications that support urgent pressing needs, as determined by the government, will be given higher priority consideration than those that address lower priority focus areas.

c. **Funds Availability:** This CSO contemplates multiple awards that represent a multitude of different work scopes and dollar values for the most promising commercial innovation concepts of interest to the government, as determined by the government for all awards made under this CSO, including any Call that may be issued, however, only a limited pool of funds may currently be available to fund a variety of commercial innovation subjects of interest. All funding is subject to availability and it is within the sole discretion of the Government to incrementally fund any such awards.

d. Price: Price shall be considered to determine that the price is fair and reasonable.

PART IIF: GOVERNMENT POINTS OF CONTACT

1. **BUSINESS AND TECHNICAL:** Questions of a business and/or technical nature should be addressed to the following:

   Kevin Adams, contracting officer at Kevin.adams.20@us.af.mil or 301-203-4766

GLOSSARY: Summary Description of Important Terms

AWARD TYPES UNDER THIS CSO:

COMMERCIAL CONTRACT - means a mutually binding legal relationship for commercial items, technologies, and/or services obligating the seller to furnish the commercial items, technologies, and/or services and the buyer to pay for them. Commercial contracts awarded under this CSO are intended to be *streamlined* award instruments and will follow the procedures of FAR Part 12 Acquisition of Commercial Items, FAR Part 13 Simplified Acquisition Procedures, and implementing DFARS and AFFARS regulations as required. Interested parties to this CSO are encouraged to review FAR 52.212-4 and FAR 52.212-5 for standard terms and conditions of a FAR Part 12 commercial contract. **[NOTE: FAR Part 15 Contracting by Negotiation, and implementing procedures specifically DO NOT APPLY.]** Commercial contracts awarded under this CSO are limited to fixed price, or fixed-price variant, as described in FAR Part 16 Types of Contracts, and implementing DFARS and AFFARS regulations.

See https:llwww.acquisition.gov/content/regulations for additional information.

OTHER TRANSACTION AGREEMENT (OTA) for PROTOTYPE PROJECT- means an award instrument that is not subject to the FAR, DFARS, and AFFARS regulations, unless otherwise specifically indicated. These awards are subject to the statutory authority of 10 U.S.C. 2371band Office of the Under Secretary of Defense for Acquisition and Sustainment (OUSD(A&S)) Other Transactions Guide dated November 2018. These award instruments represent another potential means to engage interested parties as circumstances may warrant.

See https:llwww.acq.osd.milldpap/cpic/cp/10USC2371bOTs.html for additional information.

NOTE: Award of either a commercial contract, or an OTA for Prototype Project, is at the sole discretion of the government.

COMMERCIAL SOLUTIONS OPENING (CSO) - means a competitive solicitation procedure authorized by section 879 of the National Defense Authorization Act (NDAA) for Fiscal Year (FY) 2017 (Pub. L. 114-328) "Defense Commercial Solutions Opening Pilot Program" for acquiring a variety of innovative commercial items, technologies, and/or services based on a review of submissions by scientific, technological, or other subject-matter experts. The CSO is intended to obtain solutions or new capabilities that fulfill requirements, close capability gaps, or provide potential technological advancements. Various responses, including price, that represent widely different approaches for addressing the governments targeted areas of interest, are anticipated

and expected.

CSO TYPE: CLOSED-OPEN TWO STEP WITH CALLS - Means a CSO type issued in accordance with USAF guidance, and as defined specifically for this CSO as follows:

"CLOSED-OPEN" - means this CSO, upon posting, is immediately available for submission of White Papers. White Papers received by the government within the first 30 calendar days of posting (CLOSED Period), will be given first priority review for proposal interest and possible funding consideration. Following the CLOSED Period, White Papers may be received at any time throughout the remaining Period of Availabililty (OPEN Period), consistent with the instructions in this CSO.

"TWO-STEP" - means a sequential, streamlined, and inexpensive process for engaging interested parties to this CSO where White Papers (STEP 1) are a mandatory prerequisite for engaging the government under this CSO, prior to potential completion of Proposal Submissions (STEP 2).

"CALLS" - means the government reserves the right to separately issue expresssions of interest in more narrowly defined areas of interest, within a major Topic Area or consistent with the intent and purpose of this CSO, with call specific instructions provided as may be required.

INNOVATIVE - means any technology, process, or method, including research and development, or the application thereof, that is new as of the date of submission of a WHITE PAPER for initial government review, and any subsequent PROPOSAL submitted subject to the specific request of the government to do so.

APPENDIX A: "WHITE PAPER" Submission Requirements

1. INTRODUCTION

Parties interested in engaging SAF/CDM under this CSO with *innovative commercial items, technologies, and/or services* of interest, are required to submit a "White Paper" *prior to* submission of any proposal related information.

NOTE: ANY PROPOSAL SUBMITTED PRIOR TO SUBMISSION OF A WHITE PAPER, WILL BE REJECTED WITHOUT FURTHER REVIEW. ANY PROPOSAL SUBMITTED WITHOUT THE EXPRESS REQUEST OF THE GOVERNMENT TO DO SO, WILL BE REJECTED WITHOUT FURTHER REVIEW.

The intent of requiring submission of a White Paper first, is twofold as follows:

a. *Provide the government an opportunity to quickly review the content of the White Paper submission and gauge further interest in the concept presented, and*

b *Preclude unnecessary expenditure of time, effort, resources, and costs on the part of the submitter in the preparation of a proposal that may be otherwise highly unlikely of being legitimately considered for potential funding consideration.*

2. DUE DATES

"White Papers" may be submitted at any time throughout the Period of Availability of this CSO, subject to the following two conditions:

a. **No White Paper will be considered if submitted after the following timeframe:**

FINAL DUE DATE: 4:00PM WASHINGTON, DC LOCAL TIME, 15 AUG 2026

This cutoff date is intended to provide time for government final review of White Paper submissions prior to the expiration date of the Period of Availability of the CSO, which is currently 30 SEP 2025, and

b. *White Papers submitted within the first 30 calendar days of posting of this CSO will be given first priority for review, proposal submission consideration interest, and potential funding opportunity.*

3. "WHITE PAPER" RESTRICTIONS

There is no limit on the number of White Papers that may be submitted in response to this CSO. White Papers, consistent with the objectives of this CSO, are highly encouraged. There is no restriction on the number of White Papers that may be submitted from any single party, subject to the following conditions:

a. The government desires commercial innovation consistent with the objectives of this CSO.

b. Multiple submissions from any single party of a frivolous nature that circumvent the objectives of the CSO, may result in no further government engagement with the party in question.

4. FORMAT REQUIREMENTS

The content included in a White Paper submission is anticipated to vary widely by submitting party, with response to the CSO intended to be uncomplicated, subject to the following format instructions:

- NOT TO EXCEED 10 PAGES IN TOTAL LENGTH (Including Rough Order of Magnitude (ROM) price information)

NOTE: Any pages that exceed the page count noted will be removed and not reviewed by the government.

- On Page 1, include the following:
  - CSO Number
  - Major Program Topic Area
  - Name of Company, Address, Business Size
  - Commercial and Government Entity (CAGE) code
  - Dunn & Bradstreet (D&B) Data Universal Numbering System (DUNS) number
  - Business, Technical, and Security POCs with unclassified/secure telephone numbers and email addresses
  - Classified level at which respondent is cleared to receive/store classified material
- Within the White Paper submission, address the following:
  - Period of Performance and Task Objectives
  - Technical summary and Proposed Deliverable(s). The technical portion shall include a discussion of the nature and scope of the effort and the respondent's proposed approach/solution, and any proposed deliverable(s).
  - ROM price for accomplishing work; but not detailed price information at this point

NOTE: To the extent applicable, segregate work by Period of Performance, into Base Activity and Option(s)/Phase(s), if any.

- Printed on 8 ½ by 11 inch paper, with at least one-inch margins on all sides, and
- Font Type should not be smaller than 12 pt, although smaller font type may be used for figures, tables, and charts, and
- Must be written in the English language, and
- Must comply with appropriate security requirements, and

- Proprietary information, if included in a White Paper submission, must be marked for proper identification. See marking instructions below:

  INSTRUCTIONS: ON FIRST PAGE, MARK AS FOLLOWS:

  "PROPRIETARY INFORMATION: This White Paper includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed-in whole or in part-for any purpose other than to review the contents of this submission. This restriction does not limit **the Government's right to information if such information is obtained from another source without restriction."**

  INSTRUCTIONS: ON ANY OTHER PAGE THAT CONTAINS PROPRIETARY INFORMATION, MARK AS FOLLOW$:

  "PROPRIETARY INFORMATION: Use or disclosure of data contained on this page is subject to the restriction on the first page of this White Paper submission."

5. REVIEW CRITERIA

White Paper submissions will be reviewed for commercial innovation interest by scientific, technological, and/or other subject-matter experts, in accordance with the stated objectives of this CSO. White Paper Reviews are contemplated to be streamlined, expedient, and less rigid in nature, in comparison to formal proposal evaluations. Reviews will result in written government feedback concerning interest in the White Paper Submission, consistent with the guidelines included in Appendix A herein.

6. ANTICIPATED TIMELINE/PROCEDURE FOR GOVERNMENT REVIEW

The government will review White Paper submissions during the period of availability of the CSO [i.e. closed period, then open period], or the specific due date specified for any individual "call" that may be issued under this CSO. With respect to the CSO open period, or individual "calls" issued under the CSO that may be open for a lengthy period of time, the government reserves the right to review White Paper submissions at any time after a White Paper is submitted for operational efficiency and ease of review. In such instances, the government may gather various submissions over a period of time (e.g. such as every month, or any other time/frequency as determined by the government), and convene necessary personnel to determine interest in the White Paper submission. During the White Paper review process, the government reserves the right to communicate, *either orally or in writing,* with any submitting party to clarify information contained in the White Paper submission, although nothing herein shall compel the government to do so. After the government concludes its White Paper review, the government will typically reply in writing to the submitter with an expression of interest, or not, in the White Paper submission, such as noted in the following examples:

a. *The government appreciates the opportunity to review the White Paper you submitted; subject: XXXXXXX. We have determined that your commercial innovation concept is not of interest at this time. [Note: The government, at its sole discretion, may include* a *brief explanation regarding lack of interest in the commercial innovation concept presented.] To the extent other innovative commercial items, technologies and/or services should be conveyed to the government for potential consideration, we encourage submission of such other White Papers consi ent with the stated objectives of the CSO.*

b. *The government appreciates the opportunity to review the White Paper you submitted; subject:* ***XXXXXXX.*** *We have determined that your commercial innovation concept is of interest. The government requests you submit* a *proposal for potential funding consideration, consistent with the requirements stated in the* CSO.

Note: Although White Paper reviews are anticipated to typically result in a written expression of interest on the part of the government, or not, regarding the White Paper submission, the government reserves the right to conduct other steps, if needed, after initial White Paper review to further evaluate the merits of a submission, prior to making a final conclusion.
These other steps may include government requests for Oral Presentations, Requests for Additional Information, and/or Other Engagements per discretion of the government. <u>In an effort to comply with the spirit and intent of the speed and flexibility afforded via use of a CSO mechanism, however, these other steps are envisioned to represent atypical encounters to be employed only if deemed essential by the government.</u> If employed, however, an example of written feedback to a White Paper submitter may be, but is not necessarily limited to, as follows:

c. *The government appreciates the opportunity to review the White Paper you submitted; subject: XXXXXXX. We have determined that your commercial innovation concept requires additional clarification for further consideration. [Note: The government, at its sole discretion, may include* a *brief explanation regarding its desire for additional clarification.] The government requests an opportunity for follow up dialogue on your White Paper submission prior to concluding its review as follows:*

(Examples include, but are not limited to, the following)

> *e.g. An Oral Presentation on your White Paper concept with amplifying details is requested. The Oral Presentation will be conducted via secure conference call (other means as appropriate). The Oral Presentation will be limited to no more than 30 minutes in length. The Oral Presentation will not be recorded. The Oral Presentation will be limited to no more than four*
> *(4) representatives from your company, and no more than four (4)*

representatives from the government, unless otherwise specifically agreed to between the parties. The Oral Presentation is scheduled for DATE/TIME, WASHINGTON, DC LOCAL TIME.

e.g. The government requests additional information to confirm its understanding of your write up on Page 3, Paragraph 2, Section 3, which states the following: "xxxxxxxxx." Please provide government customer contact information to verify claims mentioned. It is requested that this information be provided to the government NLT DATE/TIME, WASHINGTON, DC LOCAL TIME. A late response will result in no further review by the government of your White Paper submission, unless the government specifically determines otherwise.

e.g. The government requests a *brief demonstration of the commercial item, technology, and/or service noted. Specifically, demonstration of the accelerated algorithmic data set capabilities in an operationally fluid environment is requested. To the extent that demonstration in an operationally fluid environment is not practical or feasible, demonstration is otherwise requested to the extent appropriate. The demonstration should not exceed 30 minutes in length, including time for follow up discussion/questions* & *answers, as may be appropriate. The demonstration should be limited to no more than five (5) representatives from your company, and it is anticipated will include no more than five (5) representatives from the government. The government requests demonstration at* a *location to be determined by the government. Details are as follows: xxxxxxx, (or, will be provided under separate cover.)*

APPENDIX B: "PROPOSAL" Submission Requirements

1. **INTRODUCTION**
   Read Appendix A first! Proposals will not be considered *unless* preceded by a White Paper submission. Not all White Paper submissions will result in the opportunity to submit a proposal. Proposal submissions will be preceded by a specific government request only.

2. **DUE DATES**
   "Proposals" may be submitted at any time throughout the Period of Availability of this CSO, subject to the following two conditions:

   a. No Proposal may be submitted unless preceded by a White Paper submission, and only if specifically requested by the government, *and*

   b. No Proposal will be considered if submitted after the following timeframe:

   FINAL DUE DATE: 4:00PM WASHINGTON, DC LOCAL TIME, 15 SEP 2025

3. **"PROPOSAL" RESTRICTIONS**
   There is no limit on the number of Proposals that may be submitted by any single party, for potential government funding consid eration. The principal restriction to submission of a proposal is that it MUST be preceded by a White Paper submission and it MUST be specifically requested by the government. The following additional stipulations are also listed for appropriate consideration:
   a. The government desires commercial innovation consistent with the objectives of this CSO.
   b. Not all proposals submitted will result in government funding.
   c. The government reserves the right to select for award, all, none, some, or selected portions thereof, of proposal submissions.
   d. Proposals, if funded, will result in the award of either a commercial contract, or other transaction agreement {OTA) for prototype project, per discretion of the government. *(See Glossary- Summary Description of Important Terms, for additional information)*

4. **FORMAT REQUIREMENTS**

NOTE: PROPOSAL SUBMISSIONS THAT FAIL TO ADDRESS THE AREAS NOTED MAY BE REJECTED WITHOUT FURTHER GOVERNMENT CONSIDERATION. ALL PROPOSALS WILL BE SUBMITTED WITH TWO MANDATORY VOLUMES (VOLUME I - TECHNICAL PROPOSAL, AND VOLUME II - PRICE PROPOSAL), AS INDICATED HEREIN.

GENERAL FORMAT REQUIREMENTS for BOTH VOLUMES I and II:

- Page Counts SHALL NOT TO EXCEED those identified, and

> **NOTE: Any pages that exceed the page counts identified will be removed and not evaluated by the government**

- On Page 1, include the following:
  - Date of Proposal Submission
  - Validity Period of Proposal Submission

    > **NOTE: The government will deem proposal submissions valid for a period of at least 90 calendar days from date of proposal submission, unless another timeframe is specifically noted.**

  - CSO Number
  - Major Program Topic Area
  - Name of Company, Address, Business Size
  - Commercial and Government Entity (CAGE) code
  - Dunn & Bradstreet (D&B) Data Universal Numbering System (DUNS) number
  - Business, Technical, and Security POCs with unclassified/secure telephone numbers and email addresses
  - Other team members participating in effort (if applicable)
  - Classified level at which respondent is cleared to receive/store classified material
  - Total funds requested (separate by Base/Initial Effort and Option(s)/Phase(s) (if any), and cost share provided (if any)
- Printed on 8 ½ by 11 inch paper, with at least one-inch margins on all sides, and
- Font Type should not be smaller than 12 pt, although smaller font type may be used for figures, tables, and charts, and
- Must be written in the English language, and
- Must comply with security requirements, and
- Proprietary information, if included in a proposal submission, must be marked for proper identification. See marking instructions below:

INSTRUCTIONS: ON FIRST PAGE, MARK AS FOLLOWS:
"PROPRIETARY INFORMATION: This proposal includes data that shall not be disclosed outside the Government and shall not **be duplicated, used, or disclosed-in whole or** in **part-for any purpose other than** to **evaluate the contents of this submission.** If **an award is made as a result of** - or in **connection with - the submission of this data, the Government shall have the right** to **duplicate, use, or** disclose the **data** to the extent provided in the resulting **award** instrument. This restriction does not limit the Government's right to information if such information is obtained from another source without restriction."

INSTRUCTIONS: ON ANY OTHER PAGE THAT CONTAINS PROPRIETARY

INFORMATION, MARK AS FOLLOWS:
"PROPRIETARY INFORMATION: Use or disclosure of data contained on this page is subject to the restriction on the first page of this proposal submission."

a. VOLUME I - TECHNICAL PROPOSAL
{NTE 30 Pages Total, cover to cover}

i. **Section I - Summary of Proposal {NTE 5 Pages}**

1. Innovative approach for the proposed effort. This section is the centerpiece of the proposal and should succinctly describe the uniqueness and benefit of the proposed effort and how it fulfills the objectives of the CSO.
2. Deliverables and schedule associated with the proposed effort. Include any proprietary claims.
3. Technical rationale, technical approach, and plan for accomplishment of goals and objectives in support of innovative claims and proposed deliverables.
4. General discussion of any prior, current, or planned efforts with respect to innovative commercial items, technologies, and/or services, or such associated activities.
5. Clearly defined organization chart for the program team including, as applicable: a) the programmatic relationship of team member, b) the unique capabilities of team members, c) the task responsibilities of team members, d) the teaming strategy among the team members, and e) Key Personnel, along with the amount of effort to be expended by each person during the year.
6. Discussion concerning any potential likelihood to leverage the effort for use among other government organizations, if/as appropriate, along with any details concerning prior, current, or planned use by other non-federal parties.

ii. **Section II - Detailed Proposal Information {NTE 25 Pages}**

1. Statement of Work (SOW) - In plain English, clearly define the tasks/subtasks to be performed, the duration of time associated with completion of individual taks/subtasks in question, and dependencies, if any, among them. The page length for the SOW will be dependent on the amount of the effort. The SOW must not include proprietary information. For each task/subtask, provide:
    a. A general description of the objective (for each defined task/activity)
    b. A detailed description of the approach to be taken to

accomplish each defined task/activityIdentification of the primary organization responsible for task execution (prime, subcontractor, other team member, if/as applicable)

c. Completion criteria for each task/activity- a product, event, or milestone that defines its completion
d. Define all deliverables (reporting, data, reports, software, etc.) to be provided to the government in support of the proposed tasks/activities

2. Description of effort to include expected benefit in supporting the objectives of this CSO, including discussion concerning mitigation of life-cycle and sustainment risks/costs, if effort is brought to full operational capability or expanded for maximum governmental operational use, if/as appropriate.
3. Detailed approach, that expands upon the summary information provided above in Section II, for accomplishing the proposed effort.
4. Comparison with other ongoing efforts, if any, indicating the advantages and disadvantages of the proposed effort.
5. Discussion of proposer's previous accomplishments and work in closely related areas, if/as applicable.
6. Description of the facilities to be used for the proposed effort.
7. Detailed information that expands upon the summary information provided above in Section II, including formal teaming agreements planned, in process, or completed between various parties, if/as applicable, which may be required to appropriately execute the effort in question.
8. Price, schedules, and measurable milestones for the total effort, including individual estimates for each task for the

NOTE: WHERE THE EFFORT CONSISTS OF MULTIPLE PORTIONS WHICH COULD REASONABLY BE PARTITIONED FOR PURPOSES OF FUNDING, THESE SHOULD BE IDENTIFIED AS OPTIONS OR PHASES WITH SEPARATE PRICE ESTIMATES FOR EACH. PROPOSALS SHOULD CLEARLY EXPLAIN THE APPROACH THAT WILL BE TAKEN TO MEET OR EXCEED SOW TASK EXPECTATIONS AND PROVIDE AMPLE JUSTIFICATION CONCERNING WHY THE APPROACH IS FEASIBLE.

Base/Initial Effort, and any Option(s)/Phase(s), if proposed, broken out by the prime and any proposed subcontractors, including consultants if necessary, and any associated cost share, if applicable. (Note: Measurable milestones should capture key activity points and should be clearly articulated

and defined in time relative to the start of the effort.)

b. VOLUME II - PRICE PROPOSAL {NO PAGE LIMIT}

i. Section I- Summary Price Information

1. Provide overall total price information, to include price information segregated by Base Period, and Options/Phases (if any), for work to be accomplished.

ii. Section II - Basis of Estimate Price Details

1. Provide Basis of Estimate pricing information in sufficient detail to provide insight for the government to make a determination that the price offered is fair and reasonable, or that such a determination can be made with minimal negotiation effort on the part of the parties in question. Basis of Estimate pricing should provide the government a sufficient and reasonable understanding of labor, materials, subcontracts, travel, and other supporting prices, if/as required, for accomplishment of work activities. Information should be segregated by Base Period, and Options/Phases (if any), as required.
2. In determining the price to be fair and reasonable, the government will principally rely upon *price analysis,* vs. *cost analysis,* as only fixed-price, or fixed-price variant, commercial contracts and OTA for Prototype Project awards will be made under this CSO (i.e. no cost-type awards are authorized). However, respondents are cautioned that in order for the government to determine prices to be paid are fair and reasonable, the burden of proof lies with the party responding to the CSO to submit information in sufficient detail for the government to conclude that the price to be paid is fair and reasonable. It is in the submitting party's best interest, therefore, to submit a fully supportable and well-prepared price proposal. To the extent that the government is unable to make a determination that the price offered is fair and reasonable, the government reserves the right to request information, other than certified cost and pricing data, including uncertified cost data if necessary, to support the government fair and reasonable determination required.

5. **EVALUATION CRITERIA:** Proposals submissions will be evaluated by scientific, technological, and/or other subject-matter experts, in accordance with the following four (4) mandatory stated evaluation criteria, listed *in* descending order of

importance: *Technical, Importance to Agency Programs, Funds Availability, and Price.* See PART IIE for additional information.

6. **ANTICIPATED TIMELINE/PROCEDURE FOR GOVERNMENT REVIEW:**
The government will evaluate Proposal submissions during the period of availability of the CSO [i.e. closed period, then open period], or the specific due date specified for any individual "call" that may be issued under this CSO. With respect to the CSO open period, or individual "calls" issued under the CSO that may be open for a lengthy period of time, the government reserves the right to review Proposal submissions at any time after a Proposal is submitted for operational efficiency and ease of review. In such instances, the government may gather various submissions over a period of time (e.g. such as every month, or any other time/frequency as determined by the government), and convene necessary personnel to evaluate the Proposal submission. During the Proposal evaluation process, the government may communicate in writing with any submitting party to clarify information contained in the Proposal submission, although nothing herein shall compel the government to do so. Proposal submissions will be evaluated in accordance with the following guidelines:
    a. Proposals will be evaluated in writing using the following evaluation criteria, *listed in descending order of importance: Technical, Importance to Agency Programs, Funds Availability, and Price,* and/or any specific instructions included in any Call that may be issued under this CSO, and
    b. Proposals will not be evaluated against one another as there is no common Statement of Work (SOW), and
    c. After the conclusion of a proposal evaluation, the government will categorize its evaluation of a proposal as Selectable, or Not Selectable in accordance with the following:
        - <u>SELECTABLE:</u> The proposal is of interest for potential funding consideration.
        - <u>NOT SELECTABLE:</u> The proposal is not of interest for potential funding consideration.

d. Feedback will be provided to the proposal submitter concerning the government's interest in potentially funding the proposal submission, or not.

NOTE: DEBRIEFINGS - THE GOVERNMENT WILL CONDUCT DEBRIEFINGS UPON WRITTEN REQUEST IN ACCORDANCE WITH FAR 52.212-1(1) AND WILL ADDRESS THE EVALUATION FACTORS CONTAINED IN THE CSO ONLY, OR SPECIFIC EVALUATION CRITERIA INCLUDED IN ANY CALL ISSUED AS MAY BE APPLICABLE. DEBRIEFINGS WILL NOT INCLUDE A COMPARISON OF THE UNSUCCESSFUL PROPOSAL AGAINST ANY SELECTED PROPOSAL AS THE CSO CONTAINS NO COMMON STATEMENT OF WORK (SOW) THAT INTERESTED PARTIES MUST RESPOND TO, BUT INSTEAD REPRESENTS OPPORTUNITY FOR SUBMISSION OF A VARIETY OF INNOVATIVE COMMERCIAL ITEMS, TECHNOLOGIES, AND/OR SERVICES THAT REPRESENT MEANINGFUL SUBMISSIONS OF DIVERSE SCOPE AND PRICE.

7. ADDITIONAL INFORMATION:

a. Export-controlled item: Information involved with this effort may be subject to the Export Administration Regulations (EAR) (15 CFR Parts 730-774) or the International Traffic in Arms Regulations (ITAR) (22 CFR Parts 120-130). Respondents to this CSO will comply with all applicable laws and regulations regarding export-controlled items, including, but not limited to, the requirement for registration with the Department of State in accordance with the ITAR. Respondents will consult with the Department of State regarding any questions relating to compliance with the ITAR and will consult with the Department of Commerce regarding any questions relating to compliance with the EAR. It is the respondents responsibility to comply with all applicable laws and regulations regarding export-controlled items exists independent of, and is not established or limited by, the contents of this CSO.

b. Government Furnished Property (GFP): GFP is not anticipated to be made available for any award that may be made subject to this CSO, but will be determined as required on a case-by-case basis depending up on the specific circumstances in question. In the event GFP is made available, it will be done so with the understanding that the recipient of any such GFP will be responsible for all costs related to making any such property available for use, such as payment for all transportation, installation, or rehabilitation costs.