Spiral Request for Proposal (RFP)
Supporting Prototyping Efforts

for

Extended Range Attack Munition (ERAM)

OT Solicitation Number: FA8682-24-R-0014

Issued by:
AFLCMC/EBJ

PROPOSAL RESPONSE DATE: No Later Than 24 July 2024 @ 5:00 PM (Central)

The *Extended Range Attack Munition* (ERAM) Acquisition team seeks to enter a 10 U.S.C. 4022 Prototype Other Transaction (OT) agreement on the Armament Directorate Rapid Response Commercial Solutions Opening (CSO), Area of Interest, prototyping**.**

This RFP, entitled ERAM, seeks to procure the initial phases of a new aircraft launched weapon labeled ERAM. This munition is pivotal for accelerating Ukraine's capability to meet warfighter needs efficiently and effectively and provides an affordable mass weapon to be produced at scale. The Government is seeking to prototype and adapt commercial autonomous modular open architecture vehicle that can deliver affordable long-range effects. The resultant prototype will provide a platform that is mass producible and provides capabilities outlined in the attached SOO.

This RFP is soliciting full proposals from the 16 companies identified through the ERAM RFI posted to SAM.gov on 30 Jan 2024. These companies must read this RFP in its entirety and submit a proposal that meets all the requirements detailed herein. Proposals from companies not identified through the RFI will not be evaluated.

The Government will evaluate each proposal with the potential of entering negotiations for the purposes of funding and awarding one or more project(s) as a standalone OTA. However, the Government is under no obligation to award an OTA and if the Government determines it will not award an OTA to your company, costs incurred by the Company in the development and negotiation of its proposal are not recoverable from the Government.

FULL PROPOSAL SUBMISSION DATE

Full Proposals submitted in response to this RFP must be received no later than **24 July 2024 @ 5:00 PM (Central)**

PROPOSAL PREPARATION INSTRUCTIONS

General Instructions

The Full Proposal Submission must include both a Technical Volume and a Price Volume. The Technical Section must include an Intellectual Property sub-section that lists and details any data rights assertions. The Price Section must include a milestone payment schedule as shown in the SOO. Proposals shall reference this RFP number FA8682-24-R-0014.

Proposals containing data that is not to be disclosed to the public for any purpose or used by the Government except for evaluation purposes shall be marked accordingly on title page and identified at the page/paragraph level. Proposal pages should be labeled independently with the appropriate proprietary, competition sensitive, or data rights terminology. Acceptable data rights terminology includes "Limited, Unlimited, Government Purpose, or Restricted."

Proposals shall be clear, concise, and shall include sufficient detail for effective evaluation and for substantiating the validity of state claims. The proposal should not simply rephrase or restate the

Government's requirements but, rather, shall provide convincing rational to address how the Offeror meets these requirements.

Each Offeror shall submit proposals electronically via a combination of unclassified email, file transfer, or CD ROM format, in a format readable by Microsoft (MS) Word 2016, Adobe Acrobat X Pro, MS Excel 2016, and MS PowerPoint 2016, as applicable to Mr. Garet Simmons via email at robert.simmons.37@us.af.mil.

Proposals shall be prepared in accordance with the following format:

1) Times New Roman 10 (or larger), single spaced, 8.5 by 11 inches.
2) Smaller type may be used in figures and tables but shall be clearly legible.
3) Margins on all sides (top, bottom, left, and right) shall be at least 1 inch.

Pages shall be numbered consecutively within the proposal. The page limits prescribed are maximum page limits. When both sides of a sheet display printed material, it shall be counted as two (2) pages. Cover pages, tables of contents, cross-reference matrix, tabs, and glossaries shall not be counted against prescribed page limits. Pages submitted in excess of these limits will not be read or considered in the Government's evaluation of the proposal. Any excess pages will be removed by the Contracting Officer and will not be provided to the evaluation team.

Technical Volume (25 Page Limit)

Title Page
Include Company Name, Title of Proposal, Date, Point of Contact Name, E-Mail Address, Phone Number, Address, and any subcontractors or team members. Include an abstract which provides a concise description of the proposal.

Propose a Technical Approach
Describe the background and objectives of the proposed work, the approach, deliverables, and the resources needed to execute it. Include the nature and extent of the anticipated results. Include ancillary and operational issues such as certifications, algorithms, and any engineering/software development methodologies to be used. Provide a detailed project schedule that outlines the various phases of work to be accomplished by the proposed delivery date. Please Note: The final Phase 1 deliverable must be received no later than 4 months after date of award for Phase 1, and 12 months after award of Phase 1 for Phase 2. Finally, the proposals must identify any proprietary information or associated intellectual property. The proposal should discuss data rights associated with each item.

Government Support Required and GFP
Identify the type of support, if any, the Company requests of the Government in general such as facilities, equipment, data, and information or materials. The proposal shall also include a breakout of any GFP that would be required to complete the proposed solution. At this time the Government does not intend to provide GFP.

Intellectual Property/Data Rights

Provide a good faith representation that you either own or possess appropriate licensing rights to all other intellectual property that will be utilized under your proposal. Additionally, your company shall provide a short summary for each item asserted with less than unlimited rights that describes the nature of the restriction and the intended use of the intellectual property in the conduct of the proposed research.

Price Volume (Excel document: No Page Limit; Narrative: 25 Page Limit)

Any OTA resulting from this RFP will be made on a Fixed Price basis in accordance with the terms and conditions of the CSO. The Company shall provide any other data or supporting information that is necessary for the determination of a fair and reasonable price. This can include commercial price catalog for hardware or software, labor rates, other direct costs (ex. supplies and material cost quotes), proposed travel, etc. as necessary to determine the associated costs. Costs should be aligned by calendar year and the following ALIN structure:

0001: Phase 1 Months 0-4
0002 (Option): Phase 2 Months 5-12

Price information shall include a narrative document that accompanies an Excel document. The Excel document shall have formulas intact and must not be locked.

Long Lead Material Identification/Barriers to Production (No Page Limit)
The Government requests the contractor to identify barriers to production and required long lead materials integral to meeting the overall program schedule. This request reelects the requirement in the SOO under Paragraph 4.6, Task 6. **This element will not factor into the overall evaluation process** but will aid the Government in the planning process for potential future opportunities.

BASIS FOR PROPOSAL REVIEW

Proposals will be evaluated as they are received by Government subject matter experts. Proprietary information will be protected from potential competitors. Proposals will be evaluated using the following equally weighted criteria:

1) To what degree are innovative techniques being utilized to enhance and/or accelerate development contributing towards mission accomplishment.
    a. Innovative means: Any technology, process, or method, including research and development that is new as of the date of submission of a proposal. This includes unique applications or adaptations of existing technology, processes, or methods.

2) Technical merit of the proposal with an emphasis on the required characteristics outlined in the SOO to include technical maturity, feasibility, and achievability.

3) The degree to which a defined commercialization path or strategy is demonstrated.

4) Risk of execution of the proposal performance schedule.

5) Price analysis to determine proposed price fair and reasonable.

*The extent GFP is required may impact the Government's assessment of one, some, or all these evaluation factors.

Technical factors will be rated as follows:

a. Outstanding (3 points): The Offeror's technical proposal indicates an exceptional approach and understanding of the requirements.
b. Good (2 points): The Offeror's proposal indicates a thorough approach and understanding of the requirements.
c. Acceptable (1 points): The Offeror's proposal meets requirements and indicated an adequate approach and understanding of the requirements.
e. Unacceptable (0 points): Proposal does not meet requirements of the solicitation.

Price will be rated as follows:

Price will be rated Reasonable or Unreasonable through the use of price analysis. For a price to be reasonable, it must represent a price that a prudent person would pay in conduct of a competitive business.

AWARDING

The Government will review your proposal using the criteria stated above while also considering overall value to the Government and acceptability of the final negotiated terms and conditions. Upon review and availability of funds, the Government may choose to make one or more awards of a prototype OTA. No award will be made unless and until the Government can make a final determination that your project meets the statutory requirements for use of a prototype OTA According to 10 U.S.C. 4022 It meets the definition of a prototype project, enhances mission effectiveness and your company is a non-traditional defense contractor, small business, traditional defense contractor with significant participation by non-traditional defense contractors or a traditional defense contractor offering a 1/3 cost share.

ADDITIONAL INFORMATION

Your company shall be registered in the System for Award Management (SAM) at https://www.sam.gov/SAM/. The representations and certifications made by your Company, including those completed electronically via the SAM shall be incorporated by reference into any resulting OTA that is awarded from this RFP.

If you are partnering with another entity to conduct this prototyping effort, ensure you provide a copy of your partnering agreement with your proposal.

FOLLOW-ON PRODUCTION

In accordance with 10 U.S.C. 4022, and upon a determination that the prototype project for this transaction has been 'successfully completed', this competitively awarded prototype OTA may result in the award of a follow-on production contract or transaction without the use of competitive procedures.

This is a potential outcome for any prototype project awarded under the CSO process. Please note this will constitute a separate negotiation to ensure the company and government incorporate the outcomes which were 'successfully completed'.

Successfully Completed: In accordance with DoD Policy the following definition of successfully completed shall be incorporated into the agreement and specified in the SOO: 'A transaction for a prototype project is complete upon the written determination of the appropriate approving official for the matter in question that efforts conducted under a Prototype OT: (1) met the key technical goals of a project; (2) satisfied success metrics incorporated into the Prototype OT; or (3) accomplished a particularly favorable or unexpected result that justifies the transition to production. Furthermore, successful completion can occur prior to the conclusion of a prototype project to allow the Government to transition any aspect of the prototype project determined to provide utility into production while other aspects of the prototype project have yet to be completed. Any Prototype OT shall contain a provision that sets forth the conditions under which that prototype agreement must be successfully completed.'

MANDATORY GOVERNMENT TERMS AND CONDITIONS:

This agreement is not governed by the Federal Acquisition Regulations and the government strives to provide flexibility in the use of commercial terms and conditions. However, there are a number non-negotiable terms and conditions that are based on law, process limitations, or other reasons. These will be specifically annotated in the CSO attachments and articles accompanying this RFP. Taking exception to any of the terms and conditions annotated as mandatory may jeopardize the Government's ability to award an agreement.

Questions related to this RFP should be directed to:

Contracting: Garet Simmons; Robert.simmons.37@us.af.mil

Attachments:
Attachment 1: SOO
Attachment 2: Draft ADRLs
Attachment 3: Draft DD254
Attachment 4: ERAM Articles