U.S. ARMY

ARMY CONTRACTING COMMAND - ABERDEEN PROVING GROUND (ACC-APG)

The Procurement Pulse

ACC-APG's Quarterly Industry Newsletter

August 2026

Army Contracting Command Aberdeen Proving Ground (ACC-APG)'s quarterly newsletter, "The Procurement Pulse," is intended to serve as an additional resource to share information about our teams and integrated defense acquisition activities.

Feedback and/or suggestions on types of content for future issues is welcome. Send us a note!

ABOUT US

ACC-APG is one of the supporting contracting centers aligned under ACC headquarters, which is a major subordinate command of Army Materiel Command (AMC). ACC-APG provides comprehensive contracting, business advisory support and sustained expertise through eight major competency areas: research and development; command, control, communications, computers, cyber, intelligence, surveillance, and reconnaissance (C5ISR); test and evaluation; chemical, biological, radiological, and nuclear defense (CBRND), sustainment and Soldier protection; and digital capabilities.

Our executive director and staff components are located at APG, MD; and we have a contracting presence in Adelphi, MD; Ft. Belvoir, VA; Ft. Huachuca, AZ; Frederick, MD; Natick, MA; Research Triangle Park, NC; Tobyhanna Army Depot, PA; Austin, TX; Orlando, FL; and White Sands Missile Range, NM.

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STAY IN TOUCH!

SOCIAL MEDIA UPDATE

ACC-APG's Facebook and LinkedIn pages have been deactivated, as part of a U.S. Army initiative to streamline public communications.

PLEASE STAY CONNECTED WITH OUR MISSION THROUGH OUR OFFICIAL WEBSITE:

WWW.ARMY.MIL/ACC-APG

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Email our ConOps Team
for information regarding upcoming events and/or to be added to our contact list.

ARMY OPEN SOLICITATION

The Army's Open Solicitation (AOS) is a continuously open contracting vehicle designed to solicit and receive innovative technology submissions from across the industrial base.

By aligning with the Program Acquisition Executive (PAE) structure – which aims to streamline procurement and requirements processes to accelerate the delivery of mission critical capabilities to Warfighters – the AOS empowers faster, more agile acquisition decisions, ensuring that bold ideas move from concept to capability at the speed of relevance.

Moving away from time-constrained solicitations, the AOS represents a departure from traditional and reactive contracting models by establishing an "always open" framework that enables the Army to rapidly respond to industry proposals on emerging requirements.

This proactive approach serves as continuous encouragement for industry to bring forth innovative solutions and create opportunities to align and invest in strategic partnerships with the Army.

Industry is encouraged to monitor SAM and the AOS for opportunities. Learn more here.

AOS
Army Open Solicitation

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BUYING RESULTS, NOT HOURS: ACC-APG'S STRATEGIC SHIFT IN DIGITAL AND AI CONTRACTING

A fundamental shift is underway in how the Army acquires digital, software, and AI capabilities, and industry partners should prepare to compete on demonstrated results, not just proposed effort.

As we work to equip the future force, acquisition strategies are evolving to meet dynamic technological challenges. The days of procuring a generic "level of effort," such as buying open-ended hours of coding, are coming to a close. Instead, the Army is transitioning toward outcome-based acquisition models structured around measurable capability delivery.

Going forward, requirements will formally demand definitive, completed technical results. The focus is shifting entirely to the final mission objective — whether that's a working application, a validated machine learning model, or a secure data pipeline — rather than the development hours expended to get there.

Here is what industry partners need to know about navigating this new acquisition landscape:

Driving Outcomes Through Firm Fixed Price (FFP) Structures

The core of this push lies in how fixed-price contracts are structured. ACC-APG is deliberately avoiding contract structures that simply pay for continuous labor capacity, opting instead to procure definitive results.

- **Rethinking FFP R&D Milestones:** While research and development inherently involves technical unknowns, ACC-APG is moving away from open-ended phases and generic status reporting. Future FFP R&D contracts in AI and Cyber will be structured around specific, measurable milestones. Whenever possible, requirements will dictate tangible deliverables at defined maturity gates, such as a functional Minimum Viable Product (MVP), a containerized application, or a successful API integration. Crucially, payment will be tied directly to completion and operational acceptance.

- **Eliminating FFP Level of Effort (LOE):** An FFP LOE contract effectively buys a static block of time, procuring activity rather than capability. Moving forward, the Army will buy the result of that time. Delivery will be defined by concrete outcomes, such as successful feature deployments, sustained platform uptime thresholds, or automated data pipeline completions.

A New Stance on Cost-Reimbursement: The Preference for Completion

When technical risk is exceptionally high, a cost-reimbursable approach is sometimes necessary. However, ACC-APG anticipates a strong preference for Cost Plus Fixed Fee (CPFF) Completion over CPFF Term structures.

Why? CPFF Term contracts procure a specified level of effort, which shifts the risk of mission success entirely back to the Government. A CPFF Completion contract, on the other hand, requires the delivery of a defined end product (e.g., a functioning software module or a finalized dataset). By stipulating that the total fixed fee is earned only upon successful delivery, the Army ensures that financial incentives align directly with delivering actual operational value to the Soldier.

The Path Forward for Industry

ACC-APG is realigning its contracting approach for digital, software, and AI capabilities because buying working outcomes is the best way to ensure every dollar invested translates into a tangible, operational advantage.

This is more than just a contracting preference; it's a deliberate strategy for mission success. Industry partners are encouraged to embrace this shift early. Those who are prepared to pivot their proposals away from billable hours and toward outcome-driven, definitive results will be best positioned to partner with ACC-APG in building the future force.

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WANT TO SECURE CONTRACTS FASTER? KEEP AN EYE OUT FOR SEALED BIDDING OPPORTUNITIES!

When project requirements are clearly defined, **sealed bidding** allows industry partners to compete on a level playing field. It enables the Army to quickly award contracts to the most competitive, responsible bidder, without the need for complex, drawn-out negotiations or discussions. Best of all, this streamlined procurement method is also frequently used for commercial acquisitions!

If a project requires technical proposals, especially for complex systems or solutions, there is a streamlined pathway for that as well

Two-Step Sealed Bidding combines competitive technical evaluations with the efficiency of sealed bidding, allowing you to showcase your technical capabilities even when fully detailed government specifications aren't initially available.

This streamlined approach saves valuable bidding time and resources for industry partners while delivering exactly what the end-user needs!

Key Takeaway for Industry Partners

⇒ **Streamlined Solicitations:** Sealed bidding opportunities dramatically reduce your proposal preparation time and cost by focusing on clear, objective criteria rather than complex administrative negotiations.

⇒ **Two-Step Bidding Advantage:** If you have high-performing technical solutions, look for two-step solicitations to submit your technical proposals first, followed by a competitive price bid.

ACC-APG VENDOR REPORT

ACC-APG's Cost and Pricing Branch has launched a new section of our public website, which provides contractors and mission partners with access to the latest APG Vendor Report and eCRAFT Enterprise (E2) resources.

This site centralizes distribution and supports more efficient updates going forward.

Please visit the "INDUSTRY" tab on our public website for more information:

https://www.army.mil/acc-apg#org-industry

OPEN RFIs

Army E-ICAM Services Delivery Contract (due 04 Aug)

Modular Transit Case Solutions for NGC2 Capabilities (due 05 Aug)

Mobile Printers and Services (due 07 Aug)

Development of a Formulation-Agnostic Autoinjector Platform (due 07 Aug)

Commercial Software RFI (continuously open)

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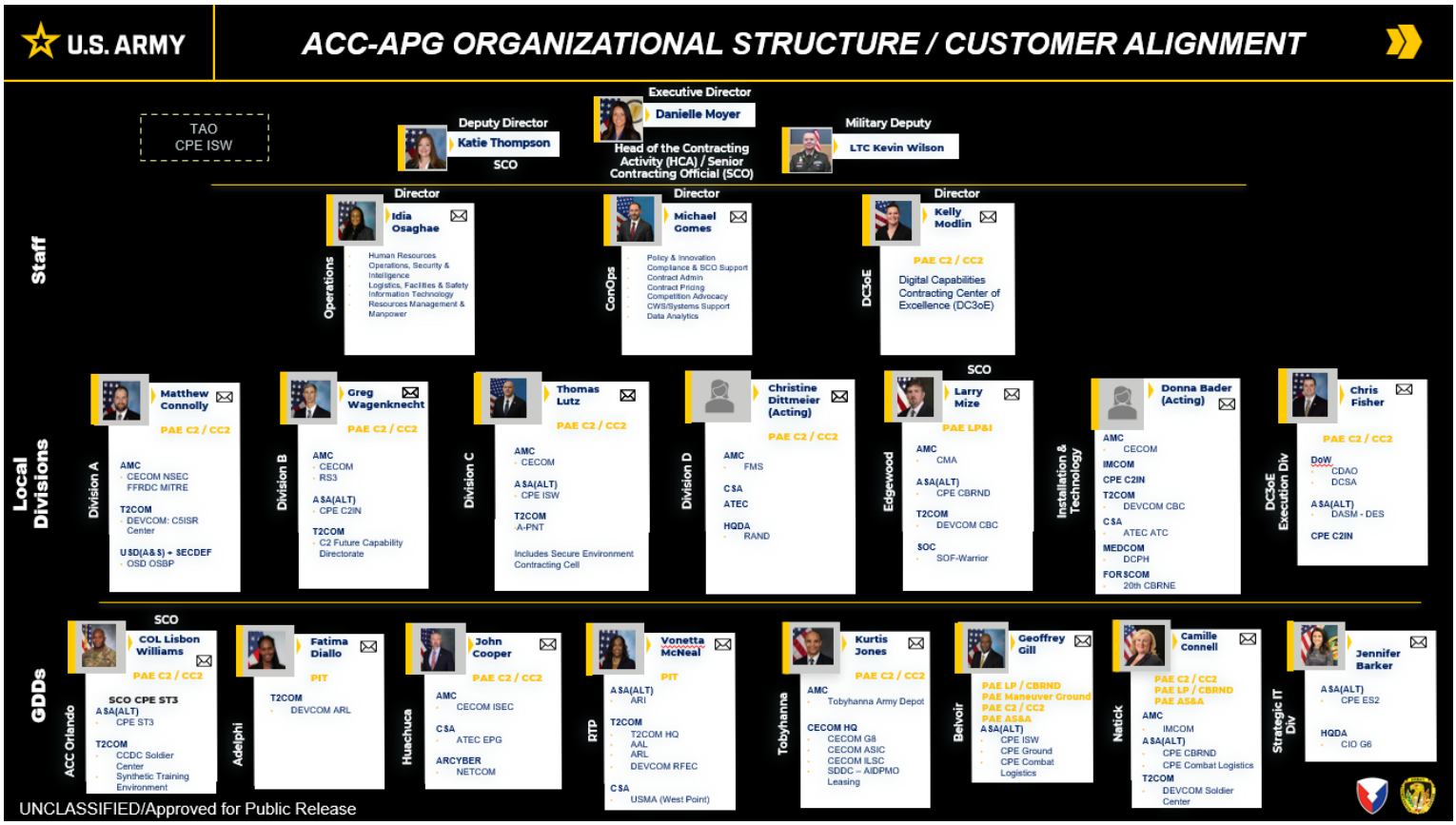
ACC-APG LEADERSHIP



BUSINESS OPPORTUNITIES

Each of our divisions shares updates via SAM.gov for known competitive and fair opportunity acquisition on a quarterly basis. The posted documents and responses are for informational purposes ONLY, and information is subject to change at any time.

Visit the industry tab on our public website to learn more.

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Website

OFFICE OF SMALL BUSINESS PROGRAMS

APG

DEVCOM

ACC-APG POINTS OF CONTACT

Contracting Operations (ConOps) Office

Digital Capabilities Contracting Center of Excellence (DC3oE)

Software License Innovation Contracting Office

THIS WE'LL DEFEND. BE ALL YOU CAN BE. WIN EVERY DAY.

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