



2013 NDIA Armament and Munitions Forum

A Premier Government, Industry & Academic Partnership

Department of Defense Ordnance Technology Consortium

*Helping Maintain Technological Superiority on the Battlefield
by Using Better Buying Practices to Acquire New Technology*

Presented by:

Mr. GARY SCHNEIDER
Co-Chairman,
DOTC Executive Committee

Mr. KARL LEWIS
Former Chairman,
NSATC Executive Committee

Mr. DON GEISS
Program Director, DOTC

November 12, 2013

Distribution A: Approved for Public Release. Distribution is unlimited.



Presentation Outline

A Premier Government, Industry & Academic Partnership

- **What is a DOTC?**
 - The DOTC Enterprise
 - Enterprise Business Model
 - Procurement Instrument
- **Technology Focus Areas**
- **Enterprise Attributes**
- **DOTC Enterprise Evolution**
- **Small Arms Consortium Integration**
- **Enterprise Organization**
- **DOTC Concept of Operations**
- **DOTC Annual Acquisition Cycle**
- **Government Participants**
- **Overview of Our Success Stories**





The DOTC Enterprise

A Premier Government, Industry & Academic Partnership

The DoD Ordnance Technology Consortium (DOTC)...

- DOTC is a collaborative partnership between the Department of Defense and the National Warheads and Energetics Consortium (NVEC)
- Commissioned by USD (AT&L) as a DoD initiative in 2002, DOTC was established to facilitate collaboration between the Government, Industry, and Academia to Advance Ordnance and Armament technologies
- DOTC is available for use by all Services, Service Laboratories, Program Offices, and other Agencies for the development and prototyping of advanced armament component, subsystem and system technologies



DoD and NVEC... Partnering to Leverage Each Others Capabilities and Investments



Enterprise Business Model

A Premier Government, Industry & Academic Partnership

**Government
Laboratories & Agencies**



**Procurement Instrument
Section 845
Other Transaction Agreement**

**National Warheads &
Energetics Consortium**



- OUSD (AT&L) LW&M
- Department of The Army
- Department of the Navy
- Department of the Air Force
- Department of Energy
- Special Operations Command
- Other Agencies and Departments



- Defense Contractors
- Small Businesses
- Academic Institutions
- Non Profit Organizations
- Not -for-Profit Organizations
- Non-Traditional Defense Contractors

Government, Industry and Academia Partnering for Armament Technology Development



Sect 845 Other Transaction Agreement

A Premier Government, Industry & Academic Partnership

Better buying practices for RDT&E and Prototyping programs

- **Not a FAR-based contract procurement instrument, selected FAR provisions are used only when absolutely needed.**
- **For prototype projects that are directly relevant to weapons or weapon systems proposed to be acquired or developed by the DoD**
- **Have at least one nontraditional defense contractor participating to a significant extent OR one third cost share**
- **No mandatory Cost Accounting Standards (CAS); flexible payment provisions (payable milestones)**
- **Intellectual property and government purpose rights are negotiable**
- **Contractors can use their own Internal Research and Development (IRAD) funds to help fund prototype projects**
- **The GAO protest rules do not apply to other transactions agreements.**

Please visit OSD website for more information: www.acq.osd.mil/dpap/docs/otguide.doc



Technology Focus Areas

A Premier Government, Industry & Academic Partnership

Warheads



Pyrotechnics



Propellants



Explosives



Fuzes & Sensors



The DOTC facilitates government, industry and academic collaboration in the field of armament research, development, engineering and prototype testing of advanced technologies for insertion into legacy and future systems to insure battlefield technological superiority well into the future.

Demilitarization



Enabling Technology



Protection & Survivability



Insensitive Munitions



Small Arms & Accessories





Enterprise Attributes

A Premier Government, Industry & Academic Partnership

One Organization...One-stop Shopping...

- Operating concurrently under a seven (7) year, \$700M-ceiling, and a five (5) year, \$500M-ceiling, Section 845 Other Transaction Agreement (OTA) executed between the Government and NWEC
- DOTC OTA can be used by all Program Offices, Services, and Agencies for more rapid industry engagement versus traditional FAR-based acquisitions
- Competitive proposal evaluations and initiative oversight is performed by the Government activity that is funding the research and development
- Joint and transparent Government, Industry, and Academic planning leverages the parties' individual investments
- Agile, flexible, and responsive business practices allow urgent out-of-cycle requirements to be acted upon immediately by over 240 member organizations
- Requirements can be included in the Annual Technology Plan, and white papers and proposals can be received and evaluated before funding becomes available
- One-stop shopping through DOTC provides access to non-traditional defense contractor's innovative ideas and technologies in an open and competitive environment

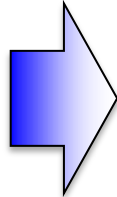


DOTC Enterprise Evolution

A Premier Government, Industry & Academic Partnership

GFY 01

45 Active NWEC Members
3 Government Members
48 Proposal Submitted
17 Initiatives Selected
\$5.4 Million Awarded



GFY 13

248 Active NWEC Members
10 Government Members
273 Proposal Submitted
71 Initiatives Selected
\$244 Million Awarded



JUL 1999 – Industry Day Briefings to Establish Government, Industry and Academic Partnership

AUG 2000 – NWEC Formed to Partner with the ARDEC, ARL and NOS-IH

DEC 2002 – USD(AT&L) Establishes DOTC as DoD Laboratory Initiative

NOV 2007 – DOTC Moves to Single Point Contracting Methodology

DEC 2008 – Added Enabling Technologies Focus Area

SEP 2011 – Added Protection and Survivability Focus Area

NOV 2013 – National Small Arms Technology Consortium (NSATC) Merges with NWEC/DOTC

**Today \$510.3 Million on Contract and Funding
 190 Active Projects in 10 Technology Focus Areas**



Small Arms Consortium Integration

A Premier Government, Industry & Academic Partnership

Background (How We Arrived Here)

- Executive Board of the NSATC working closely with ARDEC senior management, DoD Ordnance Technology Consortium (DOTC) and the National Warheads and Energetics Consortium (NWEC) have agreed to move forward on the following initiatives:
 - **Memorandum of Understanding (MOU) in place to integrate NSATC into DOTC-NWEC**
 - **New technology area under DOTC - Small Arms & Accessories (SAA)**
 - **Access to a world-class business development organization and structure to reach out and bring in new customers opportunities**

DOTC Integration Benefits

- Economies of scale (based on contract volume, acquisition by large entity)
- Quicker contract award time after proposal(s) is/are selected (~ 45 days)
- SAA Tech Area would be the “point of entry” for Small Arms S&T



Enterprise Organization

A Premier Government, Industry & Academic Partnership



Small Arms & Accessories



Explosives



Enabling Technology



Propellants



Protection & Survivability



Fuzel/Sensors



Demilitarization



Joint Insensitive Munitions



Warheads



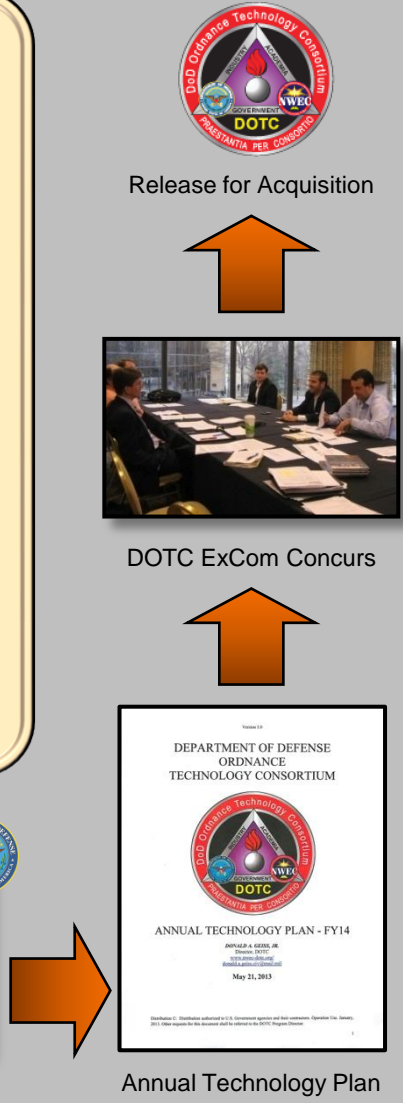
Pyrotechnics



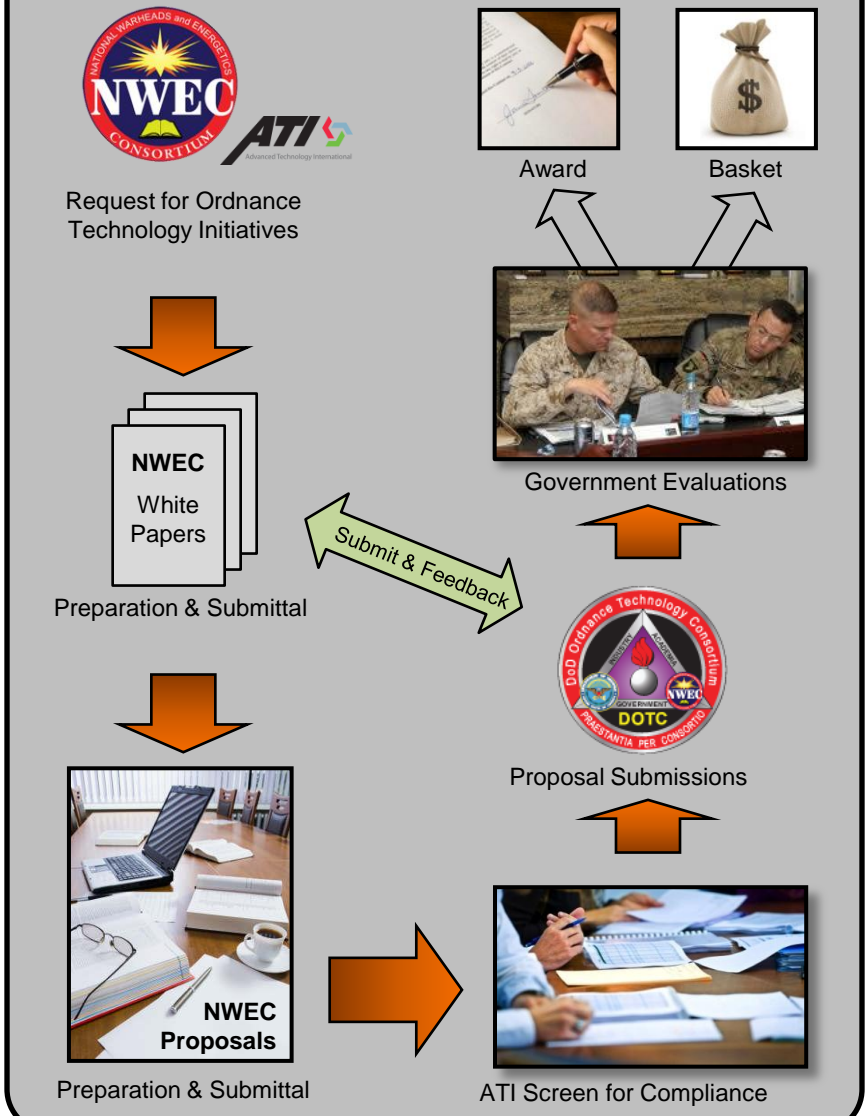
DOTC Concept of Operations

A Premier Government, Industry & Academic Partnership

Collaborative S&T, R&D and IRAD Planning



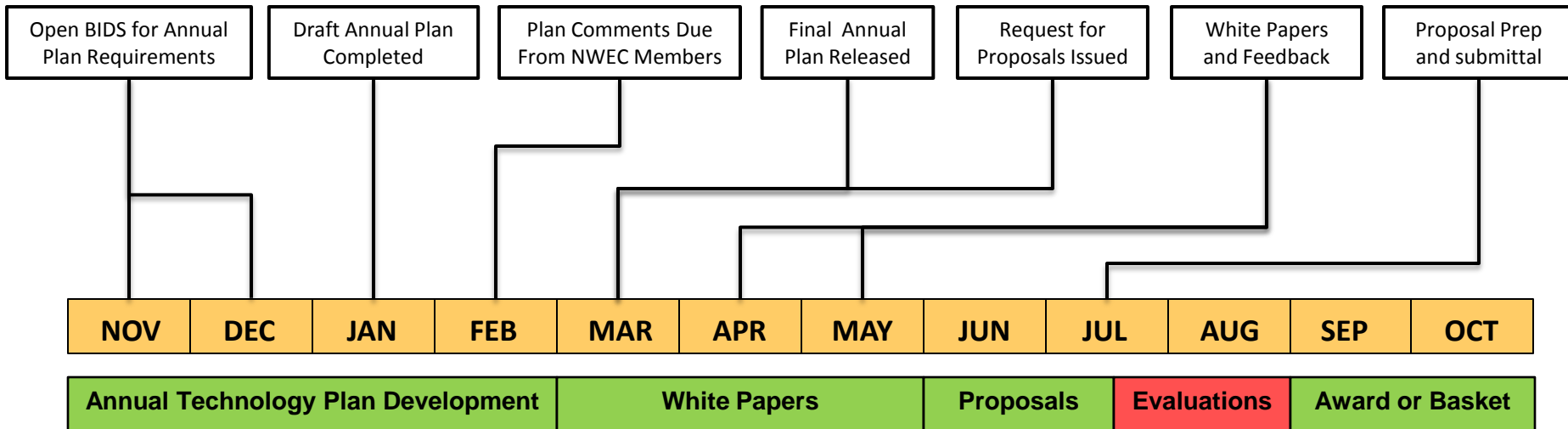
Single Point Contracting Acquisition





DOTC Annual Acquisition Cycle

A Premier Government, Industry & Academic Partnership



- Early engagement enhances industry, academia, and government collaboration
- Continued collaboration with customer throughout will drive good solutions
- Thorough understanding of requirements enhances likelihood proposals will be submitted that better meet the Customers' needs

DOTC process offers unique opportunity to engage Customer all the way up until proposal submittal



Getting Started with DOTC

A Premier Government, Industry & Academic Partnership

The Standard Process:

- **Submit Annual Plan Requirement:** DoD PMs and Lab Technologists -- submit technical requirement(s) to the DOTC office for inclusion in the Annual Plan in the year prior to funding availability

Options for Currently Available Funding:

- Government can review current database of selected and basket proposals on NWEC-DOTC web site
 - **Incrementally Fund an Existing Initiative:** There may be an open initiative for a similar requirement that can be collaboratively worked (work can be initiated in less than 30 days)
 - **Award a Basket Proposal:** Determine if there are any proposals in the basket that meet your requirement (60-80 days award time)
 - **Out-of-Cycle Request:** For requirements that will directly effect the soldier in the field or significant RDTE funding investment for urgent transition, an out-of-cycle request can be submitted (4-6 month award time)

Contact the DOTC Program Office for Assistance



Government Participants

A Premier Government, Industry & Academic Partnership

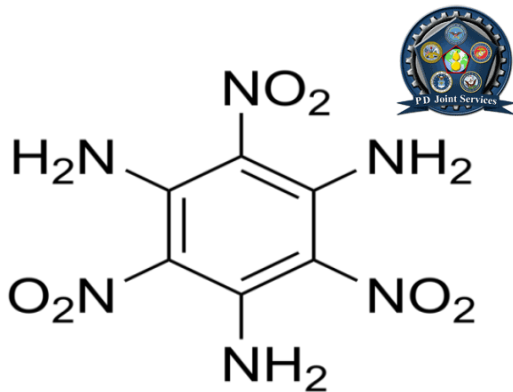


Distribution A: Approved for Public Release. Distribution is unlimited.



Success Stories

A Premier Government, Industry & Academic Partnership

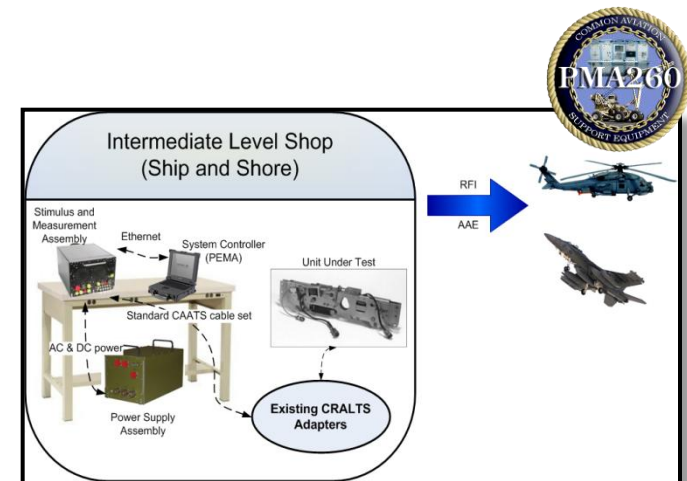


1,3,5 Tri-amino 2,4,6-trinitrobenzene (TATB)

Single Point Failure addressed, Joint services engaged through annual cycle, 92 day award from \$\$ received

Common Aircraft Armament Test Set (CAATS)

Enabled rapid design and prototype demonstration for timely legacy system replacement



Ammonium Perchlorate Replacement Program

Unique replacement formulation for flash-bang pyrotechnics won the Secretary of Army's Environmental Excellence Award



Success Stories

A Premier Government, Industry & Academic Partnership



Advanced Precision Mortar Initiative (APMI)

Initiated by ONS, rapid acquisition of development effort along with simultaneous production contract, RDTE to fielding in 9 months

Long Range Land Attack Projectile (LRLAP)

Combined multiple DOTC options to address transition to production acquisition gaps



Accelerated Improved Intercept Initiative (AI3)

Initiated by JUONS, RDTE award in 129 days from initial Industry engagement



Points of Contact

A Premier Government, Industry & Academic Partnership

NAC Management

Mr. Gary A. Schneider

Co-Chair DOTC Executive Committee
Chairman, NAC Executive Committee
Phone: (480) 829-9336
Mobile: (602) 312-5665
E-mail: gsacorp@earthlink.net

Mr. Tony Melita

NAC Executive Director
Mobile: (703) 338-0294
E-mail: melitaconsulting@gmail.com

Mr. Bill Ervin

NAC Advisor
Phone: (256) 783-5355
Email: billervin@comcast.net

Mr. Chick Feldmayer

Customer Liaison
NAC Executive Committee
Phone: (480) 829-9336
Mobile: (602) 312-5665
E-mail: cfeldmayer@aol.com

DOTC Program Management Office

Mr. Donald A. Geiss Jr.

DOTC Program Director
Phone: (973) 724-3386
Mobile: (973) 534-4582
E-mail: donald.a.geiss.civ@mail.mil

Mr. Don Palathinkal

DOTC Technology Manager
Phone: (973) 724-4231
Mobile: (973) 886-7484
E-mail: don.j.palathinkal.civ@mail.mil

Ms. Lynda Ru

DOTC Technology Manager
Phone: (973) 724-4288
Mobile: (973) 294-2195
E-mail: lynda.ru.civ@mail.mil

Ms. Lia Sosa (CTR)

DOTC Technology Manager
Phone: (973) 724-4110
Mobile: (856) 701-7615
E-mail: lia.k.sosa.ctr@mail.mil

Mr. Devin Swanson

DOTC Junior Technology Manager
Phone: 973-724-9576
E-mail: devin.d.swanson.civ@mail.mil

Ms. Darlene Hople

DOTC Financial Analyst
Phone: 973-724-4007
E-mail: darlene.e.hopler.civ@mail.mil

Ms. Krystina Palumbo

DOTC Administration Officer
Phone: (973) 724-2046
Mobile: (973) 270-4082
E-mail: krystina.m.palumbo.civ@mail.mil

<http://www.nwec-dotc.org>



DOTC Presentation

A Premier Government, Industry & Academic Partnership

Back-up Slides



DOTC Features and Benefits

A Premier Government, Industry & Academic Partnership

FEATURES	BENEFITS
Open Membership	Affords opportunity for all interested members of industry and academia to participate by imposing reasonable membership requirements.
Streamlined Acquisition	Existing contract and flexible business processes reduce duplicative FAR-based upfront contract processes, thus reducing overall development and fielding time for prototype materiel solutions.
Collaborative and Competitive Environment	Enables Government and Consortium members to collaborate in an upfront technology planning process. Consortium members (or teams of members) then compete in response to government Request for Project Proposals in anticipation of technology development funding against the tech development plan/projects. The Government solicits, evaluates, selects and awards.
Targeted Research Investment	Provides Consortium members early insight into technology requirements which in turn allows them to focus their Independent Research and Development (IRAD) resources on items that matter to the Government.
Small Business and Non-traditional Participation	Enables greater participation by small and non-traditional defense contractors that can bring innovative technologies and solutions to both the Government and the Consortium member organizations.
Resource Leveraging	Allows Government and Consortium members to leverage their financial resources and employ each others' facilities, technology and human capital investments to achieve critical mass.
Single-Point Contracting	Reduces proposal preparation, contract award, and congressional reporting burdens on both the Government and Consortium members.
GAO Protests Not Allowed	Prohibits formal protests against the Government's project selections/awards.



FY15 Schedule

A Premier Government, Industry & Academic Partnership

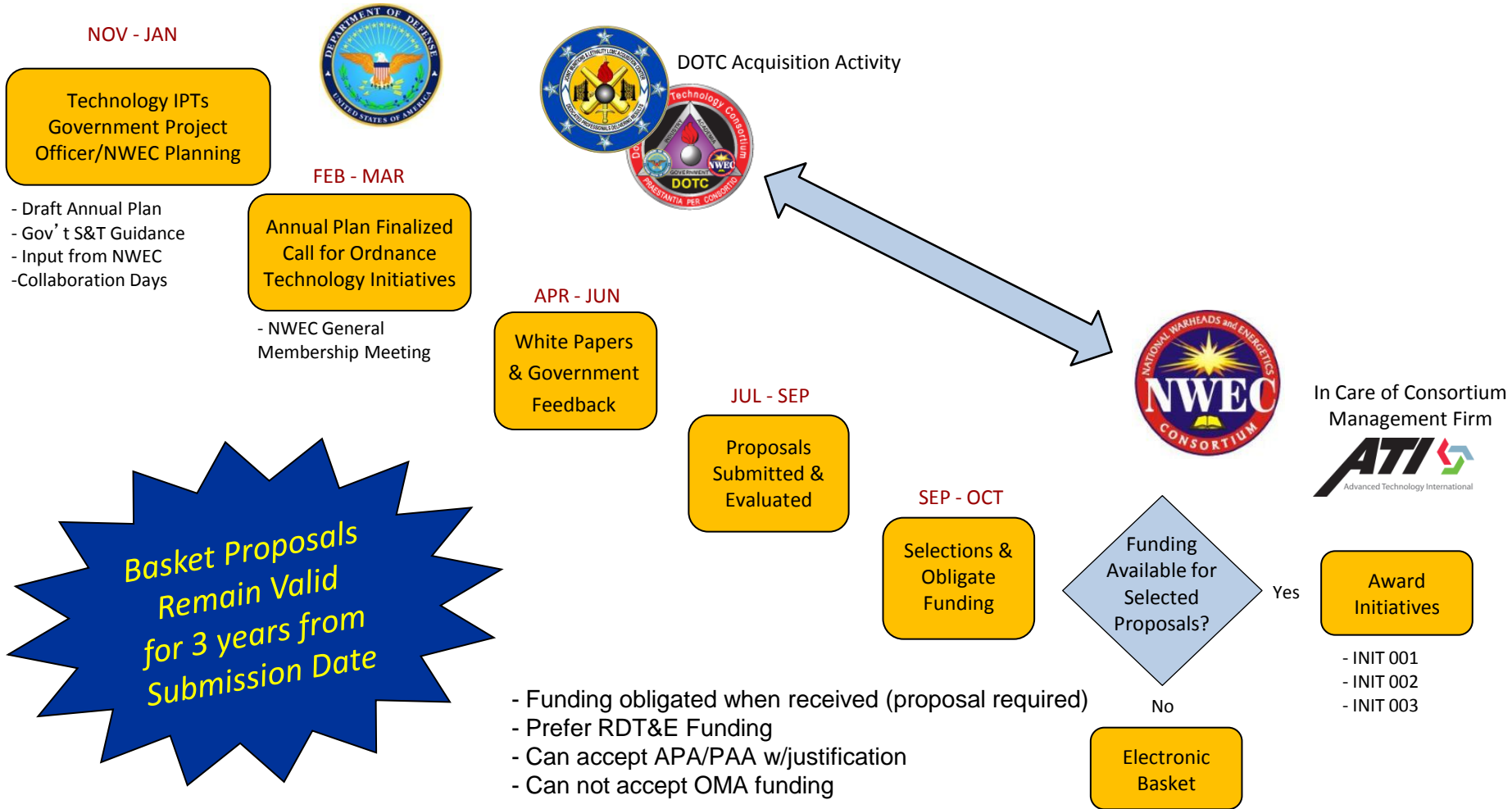
Open BIDS for Annual Plan Requirements	06 NOV 13
Close BIDS for Annual Plan Requirements	11 DEC 13
Open BIDS for NWEAC Comments	09 JAN 14
Close BIDS for NWEAC Comments	23 JAN 14
Cut-off for Submissions to FY15 Annual Plan	12 FEB 14
DOTC Executive Committee Meeting	TBD FEB 14
Release of Final Annual Plan to NWEAC	27 FEB 14
NWEAC General Membership Meeting	5-6 MAR 14
Request for Ordnance Technology Initiatives	19 MAR 14
White Papers Due in BIDS	23 APR 14
White Paper Feedback to NWEAC Members	20 MAY 14
Proposals Received in BIDS	15 JUL 14
Proposal Evaluations due in BIDS	18 AUG 14
DOTC Executive Committee Meeting	18 AUG 14
Technical Direction for Awards	OCT - NOV 14



DOTC Annual Acquisition Cycle

A Premier Government, Industry & Academic Partnership

Annual Plan Development to Initiative Award...





Mission: *To Supply Our Future DoD Workforce*

- Provide outreach assistance for students, teachers, and school systems with the intent to increase the number of students selecting STEM careers and improve the technological competence of the overall U.S. population
 - Initiatives include materials science (Materials World Modules), mathematics (Tabula Digita, MATHCOUNTS, and Calculator Robots), robotics (LEGO, FIRST Robotics and Sea Perch)
- We provide professional support from scientists and engineers to schools
 - In-class support, presentations, career day activities, science fairs, and field trips

DOTC STEM: *Advantages*

- Collaborative Government, Industry, & Academia Environment
- Experience in Government / Private Sector Partnerships
- Serves all US Armed Services (Purple)
- Greater Role in National Defense Education Program with Multi – State Footprint and large pool of DoD/Industry S&Es
- Recognized Resource for Developing and Executing STEM Programs

www.stemresource.org