



2014 NDIA Joint Armament Forum

A Premier Defense Industry & Academic Partnership

Defense Consortia

A Proven Way to Rapidly Develop and Deploy New Armament Capability in Today's Environment



Presented by:

Mr. Gary A. Schneider
Chairman, NAC Executive Committee
Co-Chairman, DOTC Executive Committee

May 13, 2014



**2014 Joint Armaments
FORUM, EXHIBITION and TECHNOLOGY
DEMONSTRATION**

Phoenix, Arizona May 12-15 2014



What is a Defense Consortium

A Premier Defense Industry & Academic Partnership

- Defense Consortia are *collaborative partnerships* between Government, Industry and Academia entities that are *formed to advance* innovative technologies that will *enhance National Defense and Homeland Security capabilities*.
- *Some Defense Consortia* have been *commissioned by* the Office of the Under Secretary of Defense for Acquisition, Technology and Logistics (*OUSD(AT&L)*) with the support of the Office of Land Warfare and Munitions.
- Defense Consortia are *available for use by DoD Laboratories, Program Offices, and other Government Agencies* to conduct *research, development, and prototype* test and evaluation of *new technologies* that can *provide increased capability*.



Defense Consortia Support OSD Better Buying Power 2.0 - Streamlined Management and Process



Defense Consortia Existing Today...

A Premier Defense Industry & Academic Partnership



- **DoD Ordnance Technology Consortium** – *Armament System Technologies*
- Originally established in 2000; converted to the multi-service DOTC in 2002
- Operating under a 2014, \$700M, 7-year Other Transaction issued by ACC-NJ



- **Robotics Technology Consortium** – *Robotic Systems Technologies*
- Established in 2008, program management moved from OSD to TARDEC
- Operating a under 2008, \$170M, 7-year Other Transaction issued by ACC-NJ



- **Vertical Lift Consortium** – *Vertical Lift Aviation Technologies*
- Established in 2010; transitioned program management from OSD to AMRDEC
- Operating under a 2010, \$20M, 5-year, Other Transaction issued by ACC-NJ



- **Consortium for Energy, Environment and Demilitarization**
- Established in 2010; sponsored by Federal Center for CEED and ACC-NJ
- Operating under a 2013, \$100M, 3-year Other Transaction issued by ACC-NJ



- **System of Systems Security Consortium** – *Agnostic Technology Solutions*
- Originally established in 2004; first OTA issued in April 2009
- Operating under a 2012, \$100M, 3-year Other Transaction issued by ACC-NJ



Typical Consortia Contracting Process

A Premier Defense Industry & Academic Partnership



DOTC Program Office through
Army Acquisition Center - NJ



W15QKN-09-9-1001

Section 845 Other Transaction Agreement



NAC Executive Committee through
Consortium Management Firm - ATI

- DoD Uses Other Transaction Agreement to Contract with the NAC
- NAC Uses its Management Firm ATI to Sub-Contract with NAC Members
- All Proposals are Routed Through ATI to Ensure Response is Compliant
- Government Sponsors Evaluate Proposals Submitted and Make Source Selections

All awards made to NAC member organizations are done so on a full-and-open competition basis



Benefits of Using Other Transactions

A Premier Defense Industry & Academic Partnership

U.S. Government

- Reduced Acquisition lead time
- One-stop technology shopping
- Access to broad spectrum of traditional and non-traditional contractors
- Full and open competition throughout
- Source selection integrity preserved
- Full control over use of sponsor's funds
- Ability to incrementally fund projects
- Open dialogue with Contractor is permitted up until proposal submittal
- Technically acceptable proposals placed in basket awaiting funding for 3 years

Industry and Academia

- Relief from FAR provisions
- IRAD funds can be used to fund projects
- Enables industry/academia planning for technology development investments
- Enhanced collaboration between the Government, Industry and Academia
- Reduced B&P costs with use of White Papers before proposal preparation
- Higher visibility into USG requirements
- Open dialogue with the Government is permitted up until proposal submittal
- Technically acceptable proposals placed in basket awaiting funding for 3 years

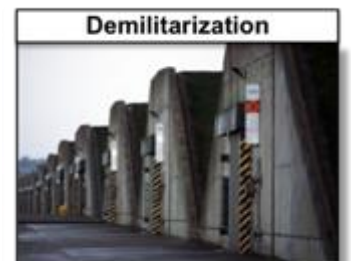


The DoD Ordnance Technology Consortium

A Premier Defense Industry & Academic Partnership

DOTC... One of the Most Successful Defense Consortia in History!

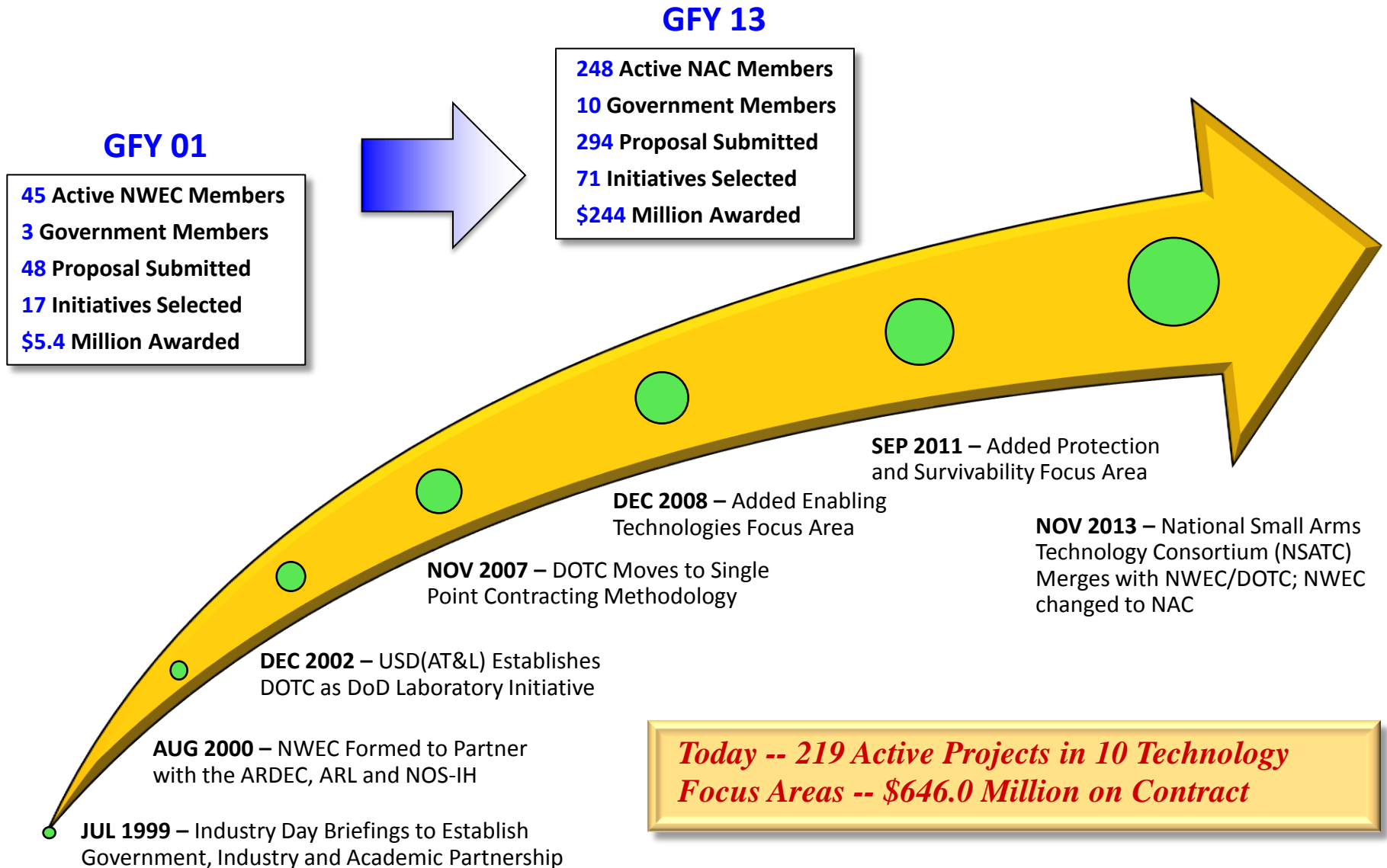
Established to facilitate Government, Industry and Academic collaboration in the field of armament research, development, engineering and prototype testing of advanced armament technologies for insertion into future and legacy systems to ensure Warfighter technological superiority on the battlefield





DOTC/NAC Enterprise Evolution

A Premier Defense Industry & Academic Partnership





Active Government Participants

A Premier Defense Industry & Academic Partnership





DOTC/NAC Success Stories

A Premier Defense Industry & Academic Partnership

Raytheon



C-RAM Accelerated Improved Intercept Initiative (AI3)

ATK



Advanced Precision Munition Initiative (APMI)

Kilgore



Potassium Perchlorate Replacement Initiative

BAE SYSTEMS



Benziger TATB Process Facilitation at Holston



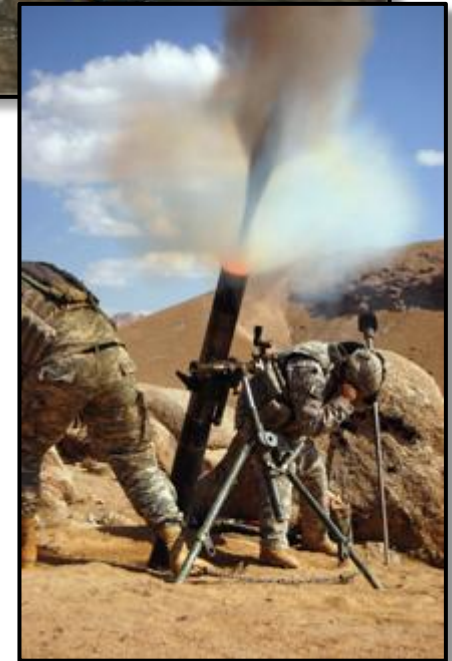
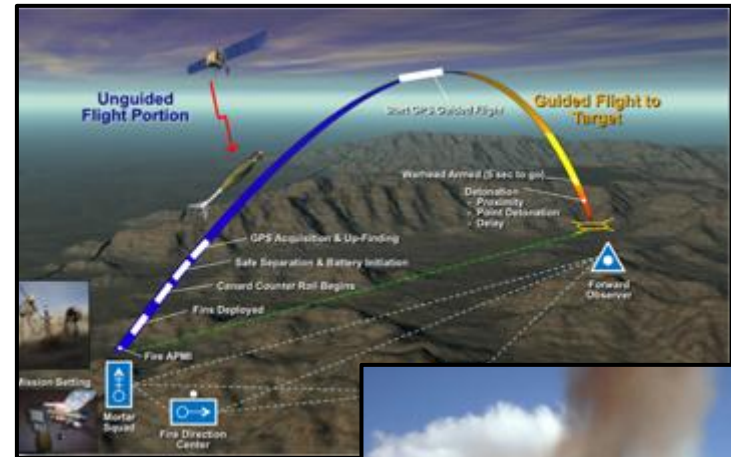
XM395 120 mm Guided Mortar Projectile

A Premier Defense Industry & Academic Partnership

Advanced Precision Muniton Initiative (APMI)



Development Strategy: To support an Urgent Warfighter requirement, PD – GPMMS used **DOTC** as a key enabler to rapidly develop, demonstrate, and deploy leap ahead precision capabilities for the maneuver commander.



Phase 1: Oct 2009 – Mar 2010

Competitive Design Maturation & Demonstration

Phase 2: Apr 2010 – Mar 2011

Qualification to Urgent Material Release (UMR)

Start of Limited Procurement

Phase 3: Mar 2011 – Aug 2011

New Equipment Training and Fielding

Developed and in the hands of the Warfighter in less than 18 months



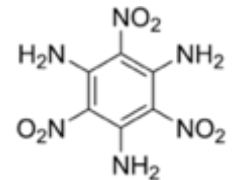
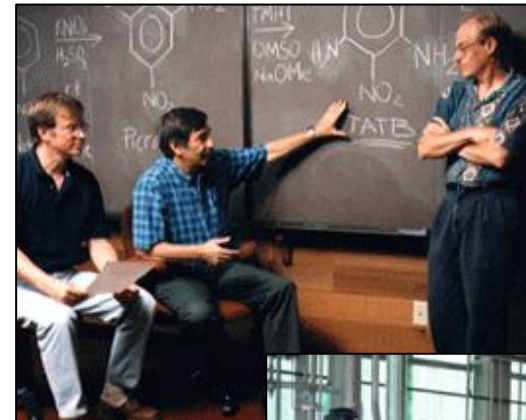
Energetic Material Availability Initiative

A Premier Defense Industry & Academic Partnership

Benzinger TATB Process Facilitation at Holston



Acquisition Strategy: Responding to an urgent need to indigenously manufacture TATB, which has been out of production in the U.S. since 1999, the DoD, DoE, PM-Ammo and other Services used **DOTC** to regain an organic capability



Phase 1: Nov 2009 – May 2011

Competitive Demonstration Between ATK & BAE

Phase 2: May 2011 – Nov 2012

Down Select to BAE for Process Validation

Process Validation Conducted and Completed

Phase 3: Feb 2013 – Present

Plant Commissioned and Production Begins

Process developed; facility commissioned; and, material delivered in less than 27 months



Joint Services Pyrotechnic Initiatives

A Premier Defense Industry & Academic Partnership

Potassium Perchlorate Replacement Initiative



Development Strategy: To support a DoD wide requirement, PD – Pyrotechnics used **DOTC** as a key enabler to rapidly synthesize, develop, test and deploy environmentally friendly energetic formulations to replace Potassium Perchlorate in “multiple” munitions.



Phase 1: Oct 2005 – Sep 2010

Energetic Synthesis and Formulation Development

Phase 2: Oct 2006 – Sep 2011

Prototype Development and Energetic Material Qualification Board (EMQB) Certified.

Phase 3: Oct 2007 – Sep 2013

Full up end item qualification testing, ECP and Initial Production

Developed and in the hands of the Warfighter for Multiple Munitions



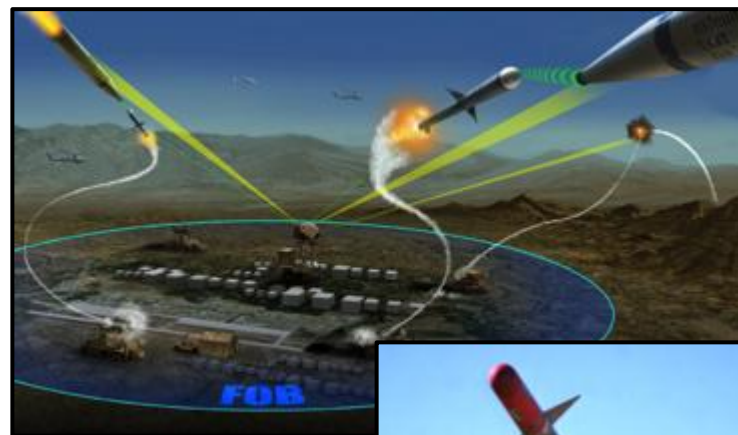
AI3 Development & Demonstration Program

A Premier Defense Industry & Academic Partnership

Accelerated Improved Intercept Initiative (AI3)



Development Strategy: To support an Urgent Warfighter requirement, PD C-RAM used DOTC to implement a competitive acquisition approach that would provide a system that fully met requirements as quickly and cost effectively as possible.



Phase 1: Sep 2011 – Oct 2011

Solicitation, Draft RFP and Industry Day

Phase 2: Nov 2011 – Jan 2012

Proposals, Tech Evaluation, Source Selection, and Contract Award

Phase 3: Feb 2012 – Aug 2013

Prototype Development, Lab Testing, and Live Fire Test

RFI, System Development, and first flight in less than 24 months



Summary and Conclusions

A Premier Defense Industry & Academic Partnership

What Can Defense Consortia Do For You?



- Reduce development cycle times, risks, and costs
- Eliminate onerous Federal Acquisition Regulations
- Provide access to broad spectrum of new technology
- Allows Contractors' to use IRAD funding on your programs
- Gives easy access to Non-Tradition Contractor technologies
- Facilitates Government, Industry and Academia Collaboration



Questions and Answers

A Premier Defense Industry & Academic Partnership





Points of Contact

A Premier Defense 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

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

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 Hopler

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