



INNOVATION  
THROUGH  
COLLABORATION



Cornerstone

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# OUR VALUE PROPOSITION

## **Collaboration/Power of the Network to Innovate**

- Link traditional and Nontraditional Contractors and government customers
- Collaborate with DOD and Industrial Base during requirements generation
- Collaborate during proposal stage with all technology providers and DOD
- Collaborative Working Groups (DOD and NAC) in specific technology areas

## **Increase Speed, Enhance Flexibility, Enable Joint Service Requirements/Projects, Streamline Development-to-Acquisition**

- Process designed to minimize cost-to-compete and speed-to-deliver
- Encourage cooperative and joint funded requirements
- Provide visibility across DOD of what other DOD organizations are pursuing

## **Onboard Nontraditionals and Remove Barriers to Innovation**

- Provide training, education and mentoring for doing business with the Government
- Link Nontraditionals with experienced defense contractors to develop technology and optimize for production
- Provide a "bridge" between capital and risk: Traditional Defense Contractors partnering with more agile, less risk averse, or under-capitalized Nontraditionals
- Co-sponsor events to focus on technology/engineering/ programmatic threats, challenges, and opportunities.



# NATIONAL ARMAMENTS CONSORTIUM

- What We Do: Form industry **partnerships** to collaborate with Government **customers** to **innovate** technology/ engineering **solutions** and rapidly **deliver combat capabilities** for the Nation's Warriors

- Network:

786 (T-151, NT-635)

Large - 180

Small - 560

Academic - 29

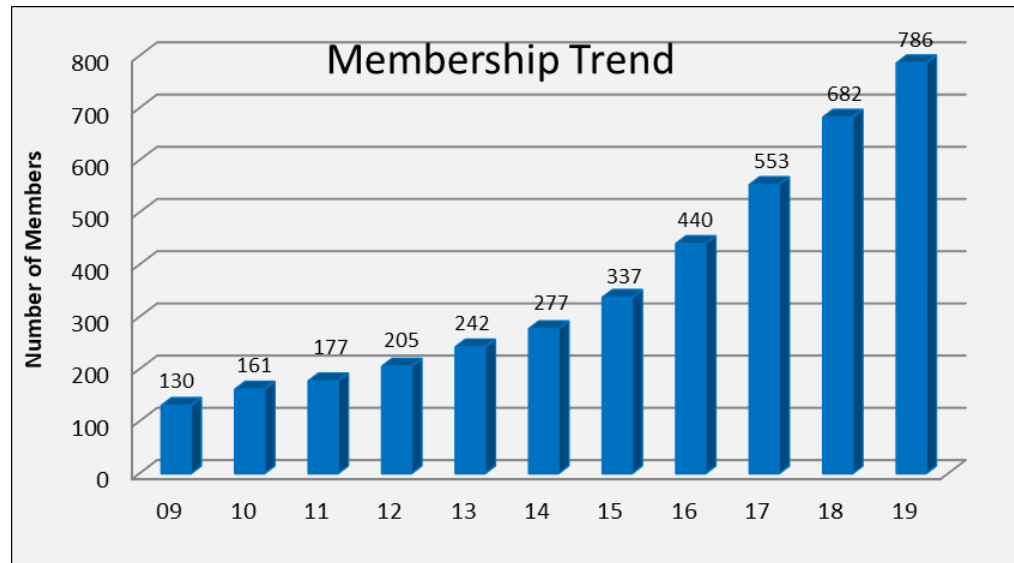
Not for Profit - 17

~4,500 active DoD and NAC participants

- Since 2009:

Delivered 525 Prototype Projects

579 Active Prototype Projects





# COLLABORATION IS DISCIPLINED AND INTENTIONAL



We promote collaboration through a broad range of tools and virtual and in-person events and engagements.



Cyber training

General Membership Meetings

Annual technology plan support

Periodic project reviews

ITAR/EAR compliance

Collaboration database with member capabilities, interest and gaps

Business development training

Data rights

How to do business with DOTC

Technology roadmapping

Proposer workshops

Assessment and feedback

**Join Consortium**

**Evaluate Technology Gaps**

**Create Project Teams**

**Proposal Development**

**Project Execution**



# DEVELOP AND DELIVER ARMAMENT CRITICAL TECHNOLOGIES

“**Armaments**” is the ordnance, ammunition, munitions, weapon and sensor systems, and related military materiel, equipment, and components that enable the military to achieve combat and mission effectiveness in all warfare environments: air, land, sea, undersea and space. We cover a diverse range of technology focus areas:

- Ammunition
- Demilitarization
- Directed Energy Warfare
- Enabling Technologies
- Energetic Materials
- Fuzes
- Hypersonics and Hypervelocity
- Information Operations, Cyber Operations and Electronic Warfare
- ISR, Sensors and Sensor Systems
- Joint Enhanced Munitions
- Manufacturing and Process Technology
- Multi-domain Battlespace Management
- Protection, Survivability, and Defense
- Rockets, Missiles and Bombs
- Warheads/Lethal Mechanisms
- Warrior as a System
- Weapon Systems

...Everything in the “Kill Chain”



# DOTC AND AMTC FY19 PARTICIPATION



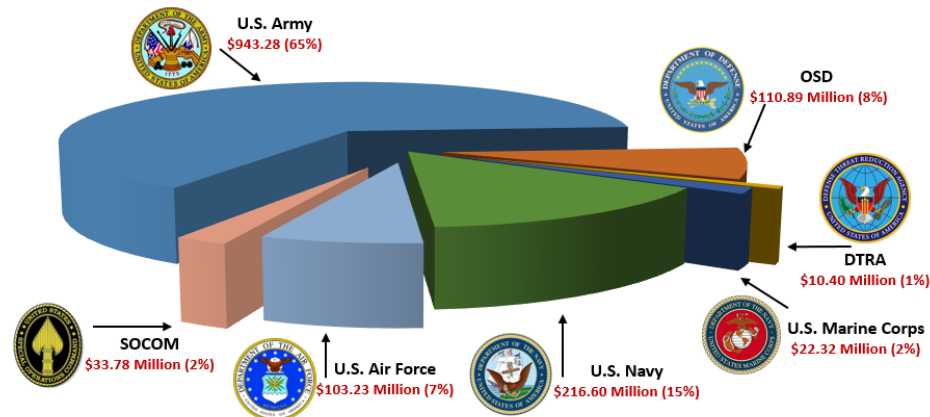
- **574 active prototype** projects with funded value of \$3.6B
- 19-04 Solicitation included **294 requirements** with an expected value of \$2.65B
- 19-05 Requirements submission began June 3!



- **5 active projects** with funded value of \$30M
- 19-01 – 19-04 Solicitations included **94 requirements** with an expected value of \$3.7B

*\$1,440.50 Million Provided in **FY19** by the Services ...*

*As of EOM April 2019*





# DOTC ACTIVE INITIATIVES

DOTC TECH OBJECTIVE	# OF INITS	TOTAL FUNDING
Warheads/Lethal Mechanisms	40	\$283,107,294
Enabling Technology	131	\$878,299,913
Fuzes & Sensors	65	\$167,901,828
Energetic Materials	66	\$149,173,208
Ammunition	58	\$285,155,278
Demilitarization	10	\$28,214,569
Joint Insensitive Munitions	4	\$4,375,776
Weapon Systems	85	\$582,648,047
Protection & Survivability	59	\$387,498,303
Rockets, Missiles & Bombs	53	\$848,913,772
Directed Energy Warfare	3	\$1,721,909
<b>Total Active Funding:</b>	<b>574</b>	<b>\$3,617,009,896</b>

*DOTC Estimates \$2B Total for FY19*



UEA Systems Focus



Small Arms Systems Focus



GARM Systems Focus



# SINGLE POINT CONTRACTING

**Single Point Contracting is the use of a Consortium Management Firm to facilitate high volume transactions in the solicitation, award, and execution of Government contracted efforts**

**EFFICIENCY:**

Improved process, better communications, and lower costs

**SPEED:**

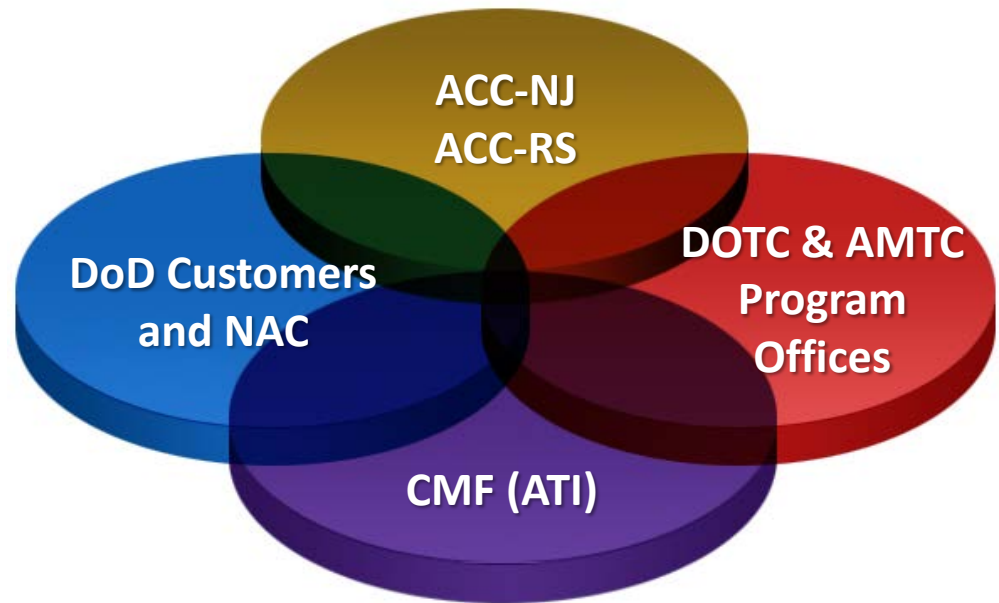
Faster transition of acquisition process and closer communication with technical community

**CAPACITY:**

Ability to execute thousands of transactions per year

**FLEXIBILITY:**

Ability to tailor resources to meet the requirements and guidance of the Government customer (e.g. surge, schedule adjustments, ect.)







# CONSORTIUM MANAGEMENT FIRM



## In support of DOTC in GFY18

- Awarded 200 new projects
- Issued 1,800 contract mods
- Screened 1,400 submissions
- Paid 4,400 project invoices
- Processed 110 close outs

## In support of NAC in GFY18

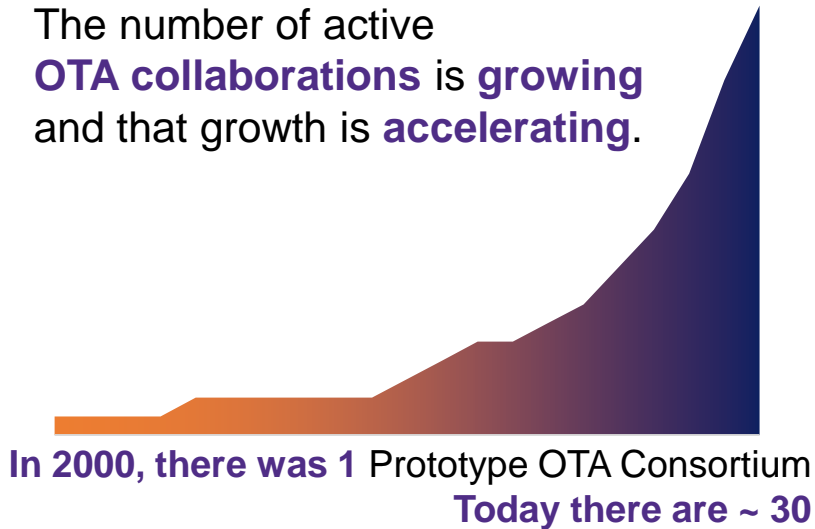
- Processed 181 applications
- Hosted 11 collaboration events
- Issued 2,100 invoices
- Vetted 681 site access requests
- Monitored 678 memberships

**Rapid, Effective, and Affordable Management**



# OTA CONSORTIUM GROWTH

The number of active  
**OTA collaborations** is **growing**  
and that growth is **accelerating**.



NAWCAD Consortium NAWC AD  
S2MARTS Consortium NSWC Crane

AF Life Cycle Management Center Consortium Initiative (ACI) AFLCMC  
Aviation & Missile Technology Consortium (AMTC) AMRDEC  
Information Warfare Research Project (IWRP) SPAWAR  
Undersea Technology Innovation Consortium (UTIC) NUWC  
Sensors, Communications, and Electronics Consortium CERDEC  
Cornerstone OSD MIBP

Space Enterprise Consortium (SpEC) SMC  
NGA Enterprise Innovation NGA  
Propulsion Consortium Initiative (PCI) AFLCMC  
Countering Weapons of Mass Destruction Consortium (CWMD) JPEO-CBD  
Training and Readiness Accelerator (TRex) PEO STRI

Medical CBRN Defense Consortium (MCDC) JPEO-CBD  
Open Systems Architecture Initiative (OSAI) AFRL  
Defense Automotive Technologies Consortium (DATC) TARDEC

National Technology Security Accelerator NSTXL DoD  
Medical Technology Enterprise Consortium (MTEC) AMRMC

National Spectrum Consortium (NSC) OSD  
Consortium for Command, Control, and Communications in Cyberspace (C5) ARDEC

Consortium for Energy, Environment, and Demilitarization (CEED) ARDEC

Border Security Technology Consortium (BSTC) DHS

Vertical Lift Consortium (VLC) OSD

System of Systems Security Consortium (SOSSEC)

National Advanced Mobility Consortium (NAMC) TARDEC

National Armaments Consortium (NAC)/DoD Ordnance Technology Consortium (DOTC) - OSD

Warheads and Energetics Technology Consortium (WETC) ARDEC – Later renamed DOTC under OSD





# NAC JOINED CORNERSTONE TO SUPPORT IBASP

## Industrial Base Analysis and Sustainment (IBAS) Program

Accelerate research, development, prototyping, demonstration, qualification and integration of manufacturing capabilities and capacities into the US Industrial Base and supply chains.

- Monitor and assessment of the industrial base
- Address critical issues in the industrial base related to urgent operational needs
- Support efforts to expand the industrial base
- Address supply chain vulnerabilities

For more information, visit the Cornerstone website:  
<http://ibasp-public.ria.army.mil/>





# TAKE-AWAY

- You have options available and choices to make:
  - ✓ OTA vs. FAR
  - ✓ Consortium vs. individual project
  - ✓ DOTC/AMTC/Cornerstone/other...
- Value Proposition: Collaboration, Speed, Innovation, Streamlining, Power of the Network, Single Point Contracting.
- NAC is your “Gold Standard” for accessing and using all of the above.
- Contact George Solhan or Charlie Zisette for assistance.



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# BACKUP



# CMF ROLE



## CMF supports both government and industry activities.

- Solicitation Preparation/Webinars
- Submission Portals
- Whitepaper & Proposal – Receipt/Compliance Review
- Award Processing/Cost Analyses
- Agreement Negotiation/Award/Admin/Closeout
- Milestone/Deliverable Tracking and Government Approvals
- Invoice Receipt/Payment
- Technical and Financial Reporting
- Nontraditional Tracking/Reporting

- Consortium Leadership Support
- Member Training and Mentoring
- Collaboration Portal and Website
- Meeting Facility
- Member Application Processing
- Member Database (DD-2345, “good standing” tracking, etc.)
- Dues/Assessment Invoicing and Collection
- Program Status & Financial Reporting
- Conferences/Booth
- Other Support Services