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DOTC ENTERPRISE TOWN HALL MEETING

AUGUST 27, 2020



GENERAL INFORMATION

- **The DOTC Town Hall is being presented live via WebEx**
 1. If you have audio only:
 1. See instructions in email sent from naccmf@nacconsortium.org with login information to obtain video
 2. If unable to Login, please follow along with presentation that was sent in the email
- **All participants are muted, speakers are on mute until its their turn**
- **Q&A capability is enabled, questions will be captured and posted**
 - Use Q&A feature to submit any questions (do not use chat feature for questions)
- **Slides for this presentation are also posted in Events and Proceedings page**
 - <https://private.nac-dotc.org/proceedings/> (NAC Members)
 - <https://private.government-dotc.org> under events and proceedings (Government Only)
- Q&A will also be posted in these locations following the event



INTRODUCTION

- Modernization of DOD's Armament Systems is essential and on a critical path
- DOTC Program infused with new leadership and commitment
- Demand signals triggered need for new process
 - Unprecedented need for rapid and effective prototyping among Services and Agencies
 - Increased oversight wrt use of Other Transaction Authority
 - Workload leveling and staffing across the different elements of the solicitation-to-award process
 - Structured process required for clear communications and expectations of our customer complex (government and NAC)
- New Process developed with clear goal set and objectives

Foster Collaboration, Promote Innovation, and develop prototypes at the Speed of the Need - while ensuring compliance to OTA statute and guidelines



PURPOSE OF THE DOTC TOWN HALL MEETING

- Opportunity to hear directly from the DOTC Enterprise Leaders
- Provide both the government and the NAC members:
 - FY20 Program Status Update
 - Background and Objectives for New DOTC Process beginning in FY21
 - Features and Benefits of new process
 - Overview and step by step description of new process
 - Timeline and milestones
 - Future training and documentation for both government and NAC members



AGENDA

Time	Subject	Presenter
1300	Town Hall Welcome	Mr. Charlie Zisette, NAC Executive Director
1305	DOTC Executive Committee, DOD Co-Chair	Mr. Michael J. Holthe, OSD (R&E), Director, Platforms and Weapons Technologies
1315	DOTC Executive Committee, Industry Co-Chair	Mr. James Miller, Chair, NAC Executive Committee
1325	ACC-NJ Senior Contracting Official and Executive Director	Mr. Thomas A. Dougherty, ACC-NJ Senior Contracting Official and Executive Director
1335	Introduction of DOTC Leadership Team Members	Mr. Charlie Zisette, NAC Executive Director
1345	DOTC Enterprise and Executive Summary	LTC Dominic J. Tanglao, Director, DOTC
1355	Status of 19-04 and 19-05 Competitive Evaluations	Mr. Glen W. Berg, Deputy Director, DOTC
1405	Status of Current "Award Pipeline"	Mr. Glen W. Berg, Deputy Director, DOTC
1415	New DOTC Process and FY21 Schedule	Mr. Timothy J. Garry, Chief, DOTC Business and Planning Ms. Rachael L. Houle, ACC-NJ Branch Chief, MC
1450	Closing Remarks	Mr. Charlie Zisette, NAC Executive Director
1500	Adjournment	All



DOTC EXECUTIVE COMMITTEE, DOD Co-CHAIR

Mr. Michael J. Holthe

Director, Platforms and Weapons
Technologies

Office of the Director for Defense
Research and Engineering (Research
and Technology), Under Secretary of
Defense for Research and Engineering





DOTC EXECUTIVE COMMITTEE, INDUSTRY CO-CHAIR

Mr. James Miller

Director, OTA Programs
Dynetics, a Leidos Company

Chair, NAC Executive Committee





ACC-NJ SENIOR CONTRACTING OFFICIAL AND EXECUTIVE DIRECTOR

Mr. Thomas A. Dougherty

Executive Director, Army Contracting
Command– New Jersey





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DOTC ENTERPRISE LEADERSHIP TEAM AND ORGANIZATIONS



NAC EXECUTIVE COMMITTEE



Charlie Zisette
Executive Director



James Miller
Chair ExCom



George Solhan
Director Customer Affairs



Rollie Dohrn
Chair GNC



Dan Hartman
Treasurer



Joe Buzzett
Chair Strategic Comms



Wendy Hummers



Dave Turovsky



Dr. Tim Eden



Noel McCormick



Karl Lewis



DOTC LEADERSHIP TEAM



LTC Dominic Tanglao
Director



Glen Berg
Deputy Director



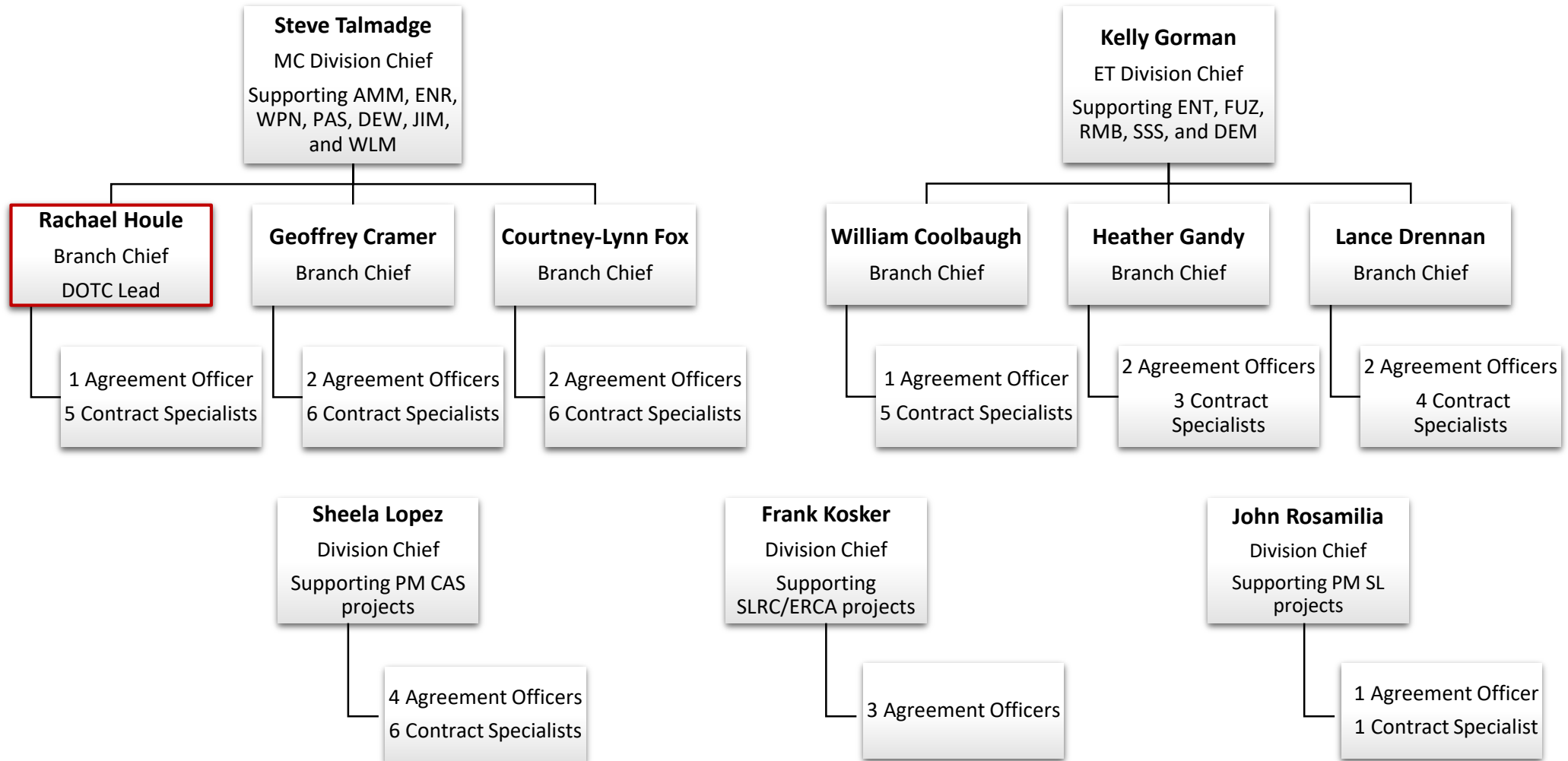
Tim Garry
Chief, Business &
Planning



Ryan Ordemann
Chief, Operations



ACC-NJ DOTC CONTRACTING TEAM





ATI SUPPORT

DOTC Program Support

- Matt Glavach



- Nathan Clark



DOTC Contract Support

- Katrina Kenny



- Rebecca Harmon



NAC Membership Support

- Chris Clark



- Lindsey LePine





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DOTC ENTERPRISE AND EXECUTIVE SUMMARY

LTC DOMINIC TANGLAO – DIRECTOR, DOTC

GLEN BERG – DEPUTY DIRECTOR, DOTC



DOTC ENTERPRISE AND EXECUTIVE SUMMARY

- **Vision:**

An integration of Government, Industry, and Academia into a single enterprise executing Joint and co-funded initiatives, sharing and developing goals and objectives, resources and assets, and utilizing existing personnel, facilities and equipment

- **Mission:**

To enhance our warfighters' lethality, survivability and combat effectiveness by facilitating the industrial and academic research, development and technology demonstrations needed to advance and expand our military technological superiority

- Rapid technology transfer to the Warfighter
- Advocates a critical mass of world-class technologists
- Leverages government, private industry and academia R&D resources
- Promotes nontraditional defense contractor involvement
- Promotes collaboration and innovation

Highest Priority of the DOTC Enterprise is to serve our Customers: the PEO's, PM's, Army Futures Command, CCDC's, and CFT's...and ultimately the Nation's Warfighters.



DOTC PATH FORWARD

- **FY20 Challenges:**

- DOTC customer growth and resource constraints in the supporting organizations resulted in a large and growing backlog of projects to be awarded in FY20
- Need to improve the speed and efficiency of making awards and processing modifications by eliminating unnecessary workload
- Review projects over 180 days and cancel ones not making progress
- DOTC 1-N list needed to manage and prioritize FY20 awards
- New project requests placed in an FY21 award queue in order to focus on backlog
- Overall ... many difficult decisions were required to put DOTC back on a positive path

- **Where We Are:**

- New senior leadership
- Clearing out existing backlog
- Developing/Incorporating an improved DOTC process
- Expanding staff and facilities to match workload needs
- Planning for future Top-Secret capability



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STATUS OF 19-04 AND 19-05 COMPETITIVE EVALUATIONS AND CURRENT AWARD PIPELINE

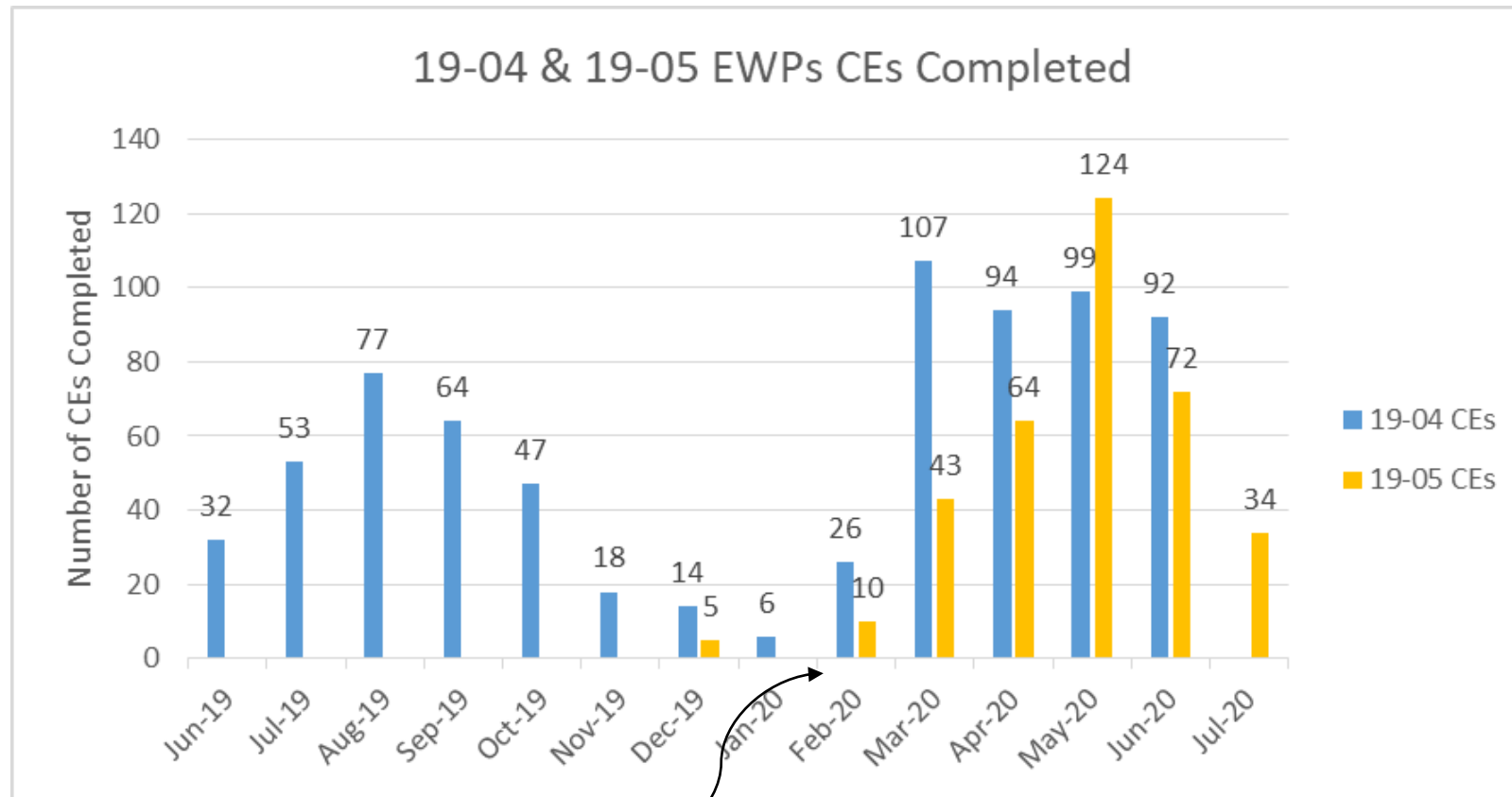
GLEN BERG – DEPUTY DIRECTOR, DOTC

MR. RYAN ORDEMANN – CHIEF, DOTC OPERATIONS



19-04 & 19-05 COMPETITIVE EVALUATIONS UPDATE

- 19-04 CEs*: 97% Completed, 3% with CCNJ
- 19-05 CEs: 90% Completed, 8% with CCNJ, 2% rework (with TPOCs/TMs)



All 19-04 & 19-05
EWP CEs expected
to be completed by
the end of FY20!

Beginning of Feb - new
leadership, staffing and direction

Data as of 07/31/2020



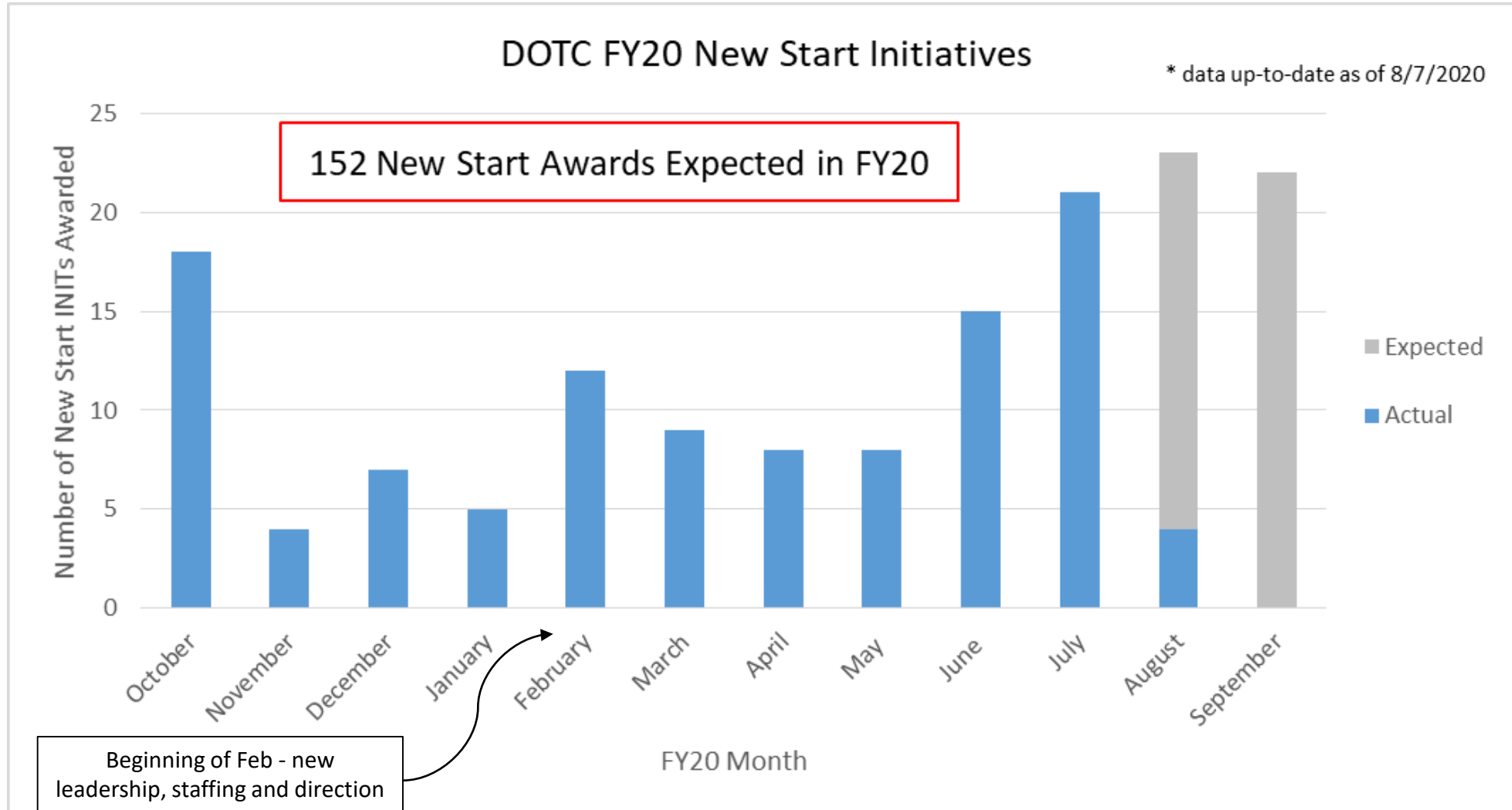
DOTC 19-01, 19-04, & 19-05 EWPs UPDATE

* as of 07/31/2020

	19-01 INITs	19-04 INITs	19-05 INITs
Requirements	379	294	123
EWPs	1380	933	529
In Basket	882	566	263
Cancelled	90	155	112
Rejected	220	115	77
Withdrawn	9	13	2
In Award Process	26	26	11
Awarded	153	18	1
Awaiting CE Completion	0	40	63
Expiration Date	05/15/2021	05/13/2022	10/7/2021



DOTC FY20 New Start Initiatives





DOTC FY21 NEW START INITIATIVES

- DOTC Priorities in FY20
 - Clearing the Award backlog
 - Processing Agreement and Administrative Modifications for the approximately 600 active initiatives
 - Holding New Start Initiative requests in an “FY21 Award Queue”
- FY21 Award Queue
 - 20 FY21 New Start Initiatives from the Basket currently being worked
 - > 17 with expected award in 1QFY21
 - > 3 with expected award in 2QFY21
 - 79 additional New Start Initiatives from the Basket in the “FY21 Award Queue” will use the revised process
 - > Will revalidate new start request (requirement still valid, funding available) in October 2020
 - > Expected award in 2Q - 3QFY21

FY20 Work Accomplished:

152	Awards Anticipated
72	Agreement Mods
1,350	Administrative Mods
856	EWPs Processed
131	Selection Memos processed
5,100	Invoices Processed
122	NAC New Members



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NEW DOTC PROCESS AND FY21 SCHEDULE

MR. TIM GARRY – CHIEF, DOTC BUSINESS AND PLANNING

MS. RACHAEL HOULE – ACC-NJ BRANCH CHIEF, MC



REVISED PROCESS OBJECTIVES

- Efficient use of the limited DOTC Enterprise resources
 - Resource leveling while maintaining responsiveness to DoD customer base
- Eliminate process inefficiencies and unnecessary workload
 - Solicit requirements that have funding and are ready to award
 - Historically only 40% of solicited requirements and 10-15% of whitepapers receive awards
- Preserve the collaborative nature of the enterprise
 - Collaboration Events centered around real and emerging requirements
 - Protecting opportunities and participation of Non-Traditional Defense Contractors and Small Businesses
- Improve the speed and efficiency to make awards and process mods
 - Prevent future backlogs in order to award customer requirements in a timely manner
 - Retain existing Enhanced White Paper basket for DOTC-19-01, DOTC-19-04, and DOTC-19-05
- Defined schedule for resource planning



REVISED DOTC PROCESS KEY FEATURES

- BIDS portal open for continuous New Requirements submission replaces Technology Plan
 - Monthly Request for White Paper (RWP) solicitation, only for requirements that are ready to award and have funding
 - DOTC Basket being eliminated for new Requirements... there must be an intent to award one or more Initiatives immediately based on WP responses
 - Short of Award letter required at Requirement submission to confirm that funding is available for an award
- 1 to 2 page more detailed Requirement replaces Technology Plan Requirement paragraph
 - Additional background and requirement detail will enable better White Paper responses, Government evaluation, and accelerates award process in RPP stage
- Resource Leveling
 - Manage the number of active new awards in process to the resources available in order to achieve timely awards
 - DOTC Leadership Panel to select the number of new requirements from the award queue for monthly RWP solicitation

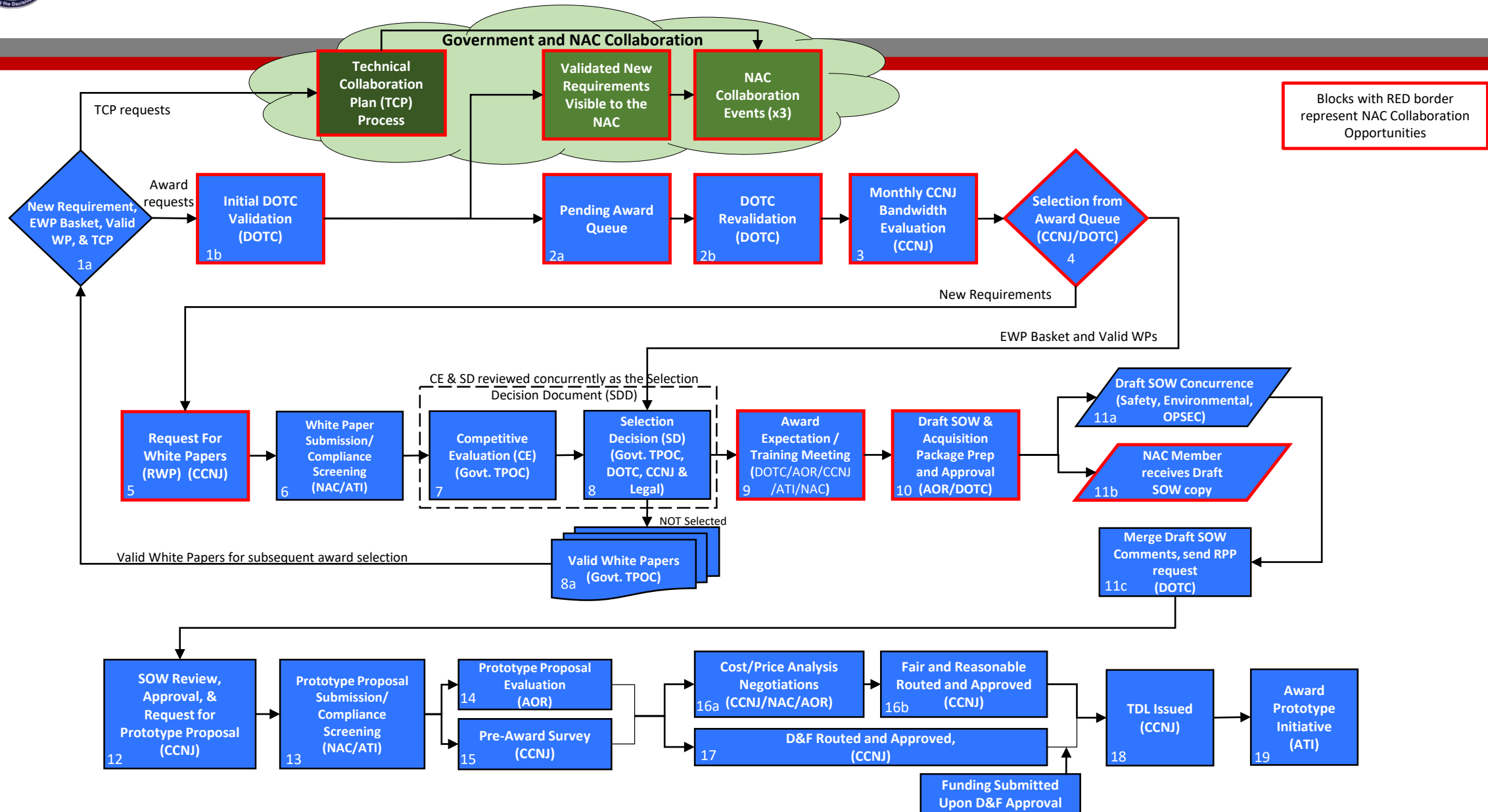


REVISED DOTC PROCESS KEY FEATURES (CONT.)

- Request for Prototype Proposal (RPP)
 - NAC member response will now require a Technical Proposal (i.e., updated White Paper) volume in addition to the Cost Proposal, BSC's and SOW edits
 - Cost Analysis support is no longer being completed by ATI. Cost Analyses are an inherent function of the Government and all aspects of the analysis will now be completed by ACC-NJ
 - New Proposal Evaluation Form for AOR/AAOR – Technical Approach, SOW Changes, Data Rights, Price Analysis/Cost Realism, and Negotiations needed
- New BIDS Market Research Request Tool: Technical Collaboration Plan (TCP)
 - Provides opportunity for market research requests and collaboration with NAC members prior to requirement submission
 - Collaboration on emerging requirements enables focused and well defined requirement submissions
- Tri-Annual Collaboration Events will replace annual General Membership Meeting
 - Opportunity for Government to brief new requirements and hold one-on-one's with NAC members
 - NAC members have greater opportunity to collaborate
- Updated Award Kickoff/Training Meeting to ensure collaborators understand requirements and award schedule

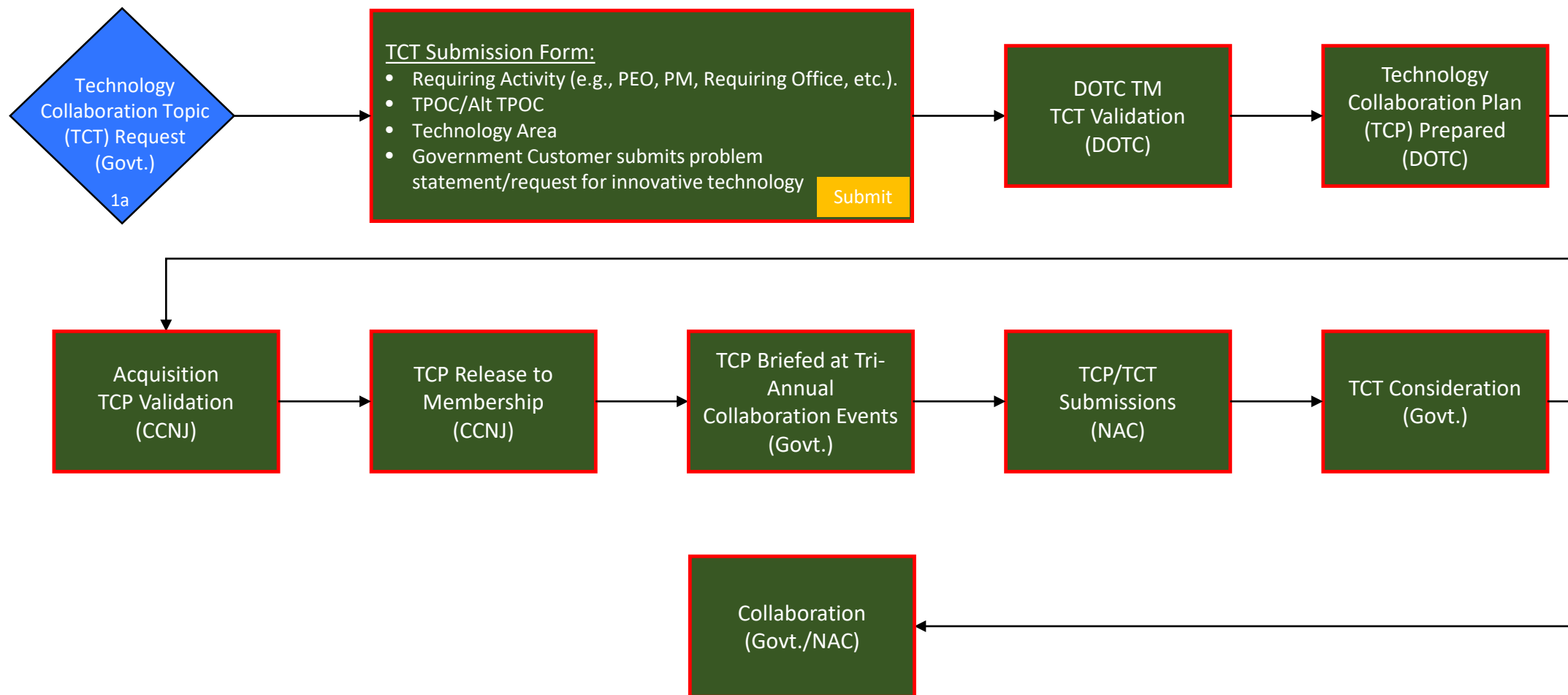


REVISED DOTC PROCESS





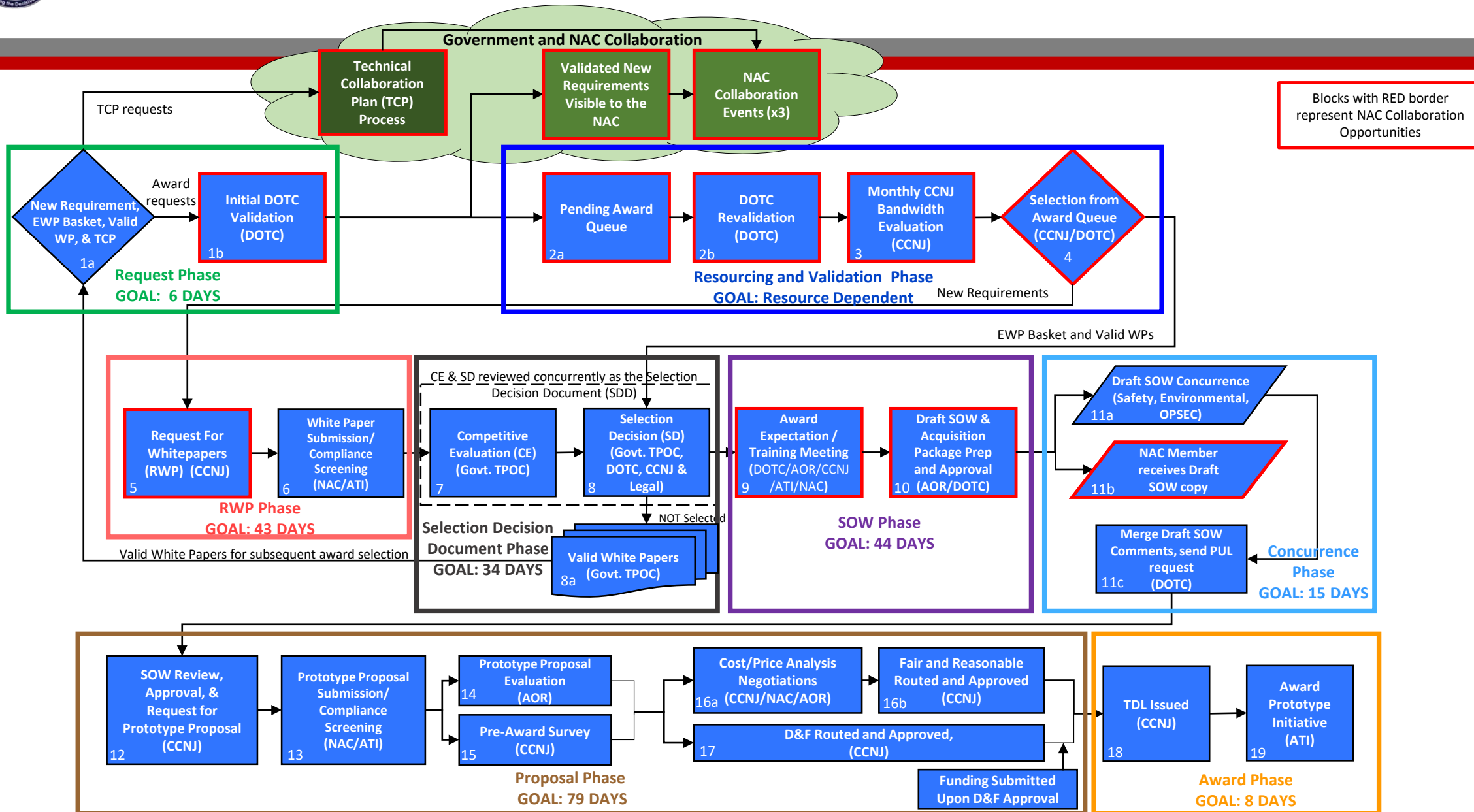
TECHNOLOGY COLLABORATION REQUESTS



Technology Collaboration Topic (TCT) – Individual Technology Information Request
Technology Collaboration Plan (TCP) – Published consolidation of TCT's for Collaboration Events

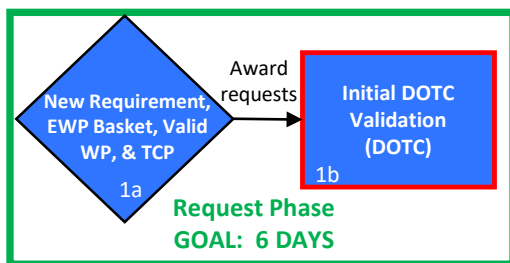


REVISED DOTC PROCESS PHASES





REQUEST PHASE



Requirements:

- Submission of Requirements is open and continuous
- Must be an intent to award, no longer soliciting Enhanced Whitepapers to place in Basket for future use
- Government Customers must provide proof of funding availability within the next 6 months (Short of Award letter)

Enhanced Whitepaper (EWP) Basket:

- Request to award Enhanced Whitepapers from the 1901, 1904, and 1905 baskets

Valid White Paper (WP):

- Request to award additional valid White Papers not previously selected for award

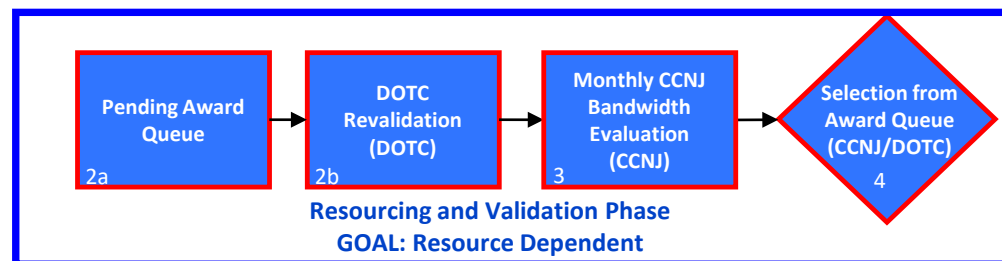
Technical Collaboration Plan (TCP):

- The TCP is a consolidation of individual Technical Collaboration Topics (TCT's) published for Collaboration Events
- TCT's are requests for technology information (new and innovative ideas; suggested state of the art breakthroughs; market surveys for near term requirements)
- It is a call for papers (1-3 pages)...Not a solicitation for award. Visible to NAC members in BIDS once validated by DOTC
- Independent of a Requirement request. It is a tool to promote collaboration with Industry. Government Technical Point of Contact Information will be provided
- TCT's do not automatically become Requirement submissions



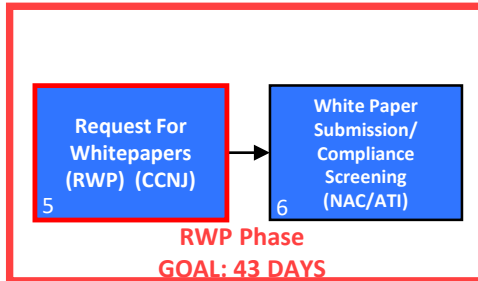
RESOURCING AND VALIDATION PHASE

- Validated Requirements and Requests for WP/EWP Awards will be placed in a first in/first out Award Queue
- The number of Requirements selected from Award Queue each month (1st Thursday of month) will be based on a ACC-NJ and DOTC resource assessment
- For selected Requirements, WPs, and EWPs the Project Agreements Officer and Technology Manager will be assigned. Monthly RWP Solicitation Agreements Officer is also assigned
- Selected requests for WP/EWP Awards proceed directly to Selection Decision Phase
- Revised process will utilize existing EWP submission and evaluation criteria, with minor updates
- “Fast Track” process for urgent requirements that need to bypass queue. Requires Program Director approval





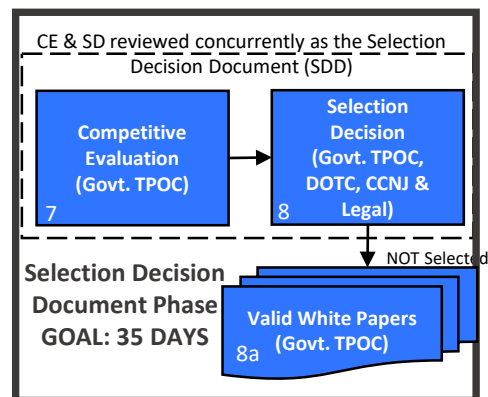
RWP PHASE



- ACC-NJ and Legal review and approve selected Requirements.
- ACC-NJ and Legal approved Requirements are consolidated into a single monthly Request for White Paper (RWP) Requirement Document by DOTC Office. The RWP Requirement Document is sent to ACC-NJ on the last Monday of the month (~18 days after selection).
- ACC-NJ issues the monthly RWP Solicitation request to ATI on the last Weds of the month (2 days after RWP Requirement Document submission by DOTC, ~20 days after selection).
- White Papers are due to Government in 21 days
- White Paper count at 15 pages plus 1 cover page



EVALUATION AND SELECTION MEMO PHASE



Requirements:

- For each White Paper(WP), the Government Technical Point of Contact (TPOC) will complete a Competitive Evaluation (CE) in BIDS and make a determination whether to:
 - Select the WP for further negotiation and award
 - Retain the WP for 12 months from the submission date
 - Reject the WP
- Once the Consensus CE is completed, the TPOC will then document the selection by preparing a Selection Decision (SD) in BIDS. The CE and SD will route together as the Selection Decision Document (SDD) for evaluation and approval
- Customer feedback will be provided after the SDD is approved by ACC-NJ/Legal
- Retained White papers will be available only to the original Requiring Customer(s) and directly related organization

Request to Award WP/EWP:

- After Initiative is selected from the Award Queue the Government TPOC needs to complete only a SD in BIDS.
- The SD and the previously completed CE's will route together as the Selection Decision Document (SDD) for evaluation and approval



SOW PHASE

Award Expectation Meeting:

- Technology Manager will schedule within 5 working days of SDD approval. AOR, Agreements Officer and/or Contract Specialist, ATI, and NAC participation required. Focus on schedule (MS project), roles and responsibilities, and training (best practices, lessons learned, do's and don'ts, authorities, Modification rules, etc.)

Acquisition Package Preparation:

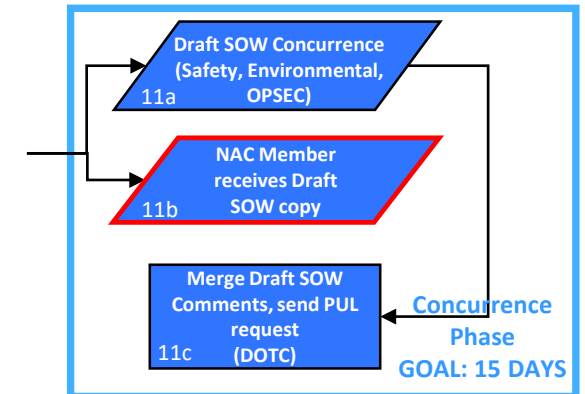
- Within 30 days of SDD approval, AOR/AAOR must submit the following in BIDS to the TM for review and approval:
 - AOR and NAC member collaborated draft SOW
 - AOR/AAOR Certification Letters
 - Training Certifications: AOR/AAOR, Ethics, CLC222 – COR
 - GFP and AA&E Spreadsheets
 - DD254 Worksheet (applicable for classified projects)
 - Signed CDRLs
- If not received on time, the Requirement will be CANCELLED





CONCURRENCE PHASE

- After Technology Manager (TM) approval, the TM will forward the draft SOW to Safety, Environmental and OPSEC for review and input
- An OPSEC review will be scheduled with mandatory participation by the AOR/AAOR
- NAC members will be provided a draft SOW to begin work on developing the Business Status Certifications and Proposal (cost and technical volumes)
- The TM will update the draft SOW based on input received from Concurrences. NAC Member will have opportunity to provide comments with Proposal Submission
- The TM will submit the Acquisition Package documentation to ACC-NJ

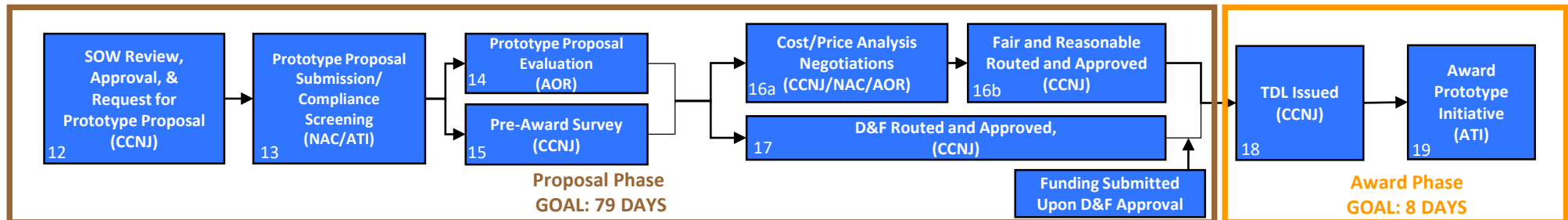




PROPOSAL AND AWARD PHASE

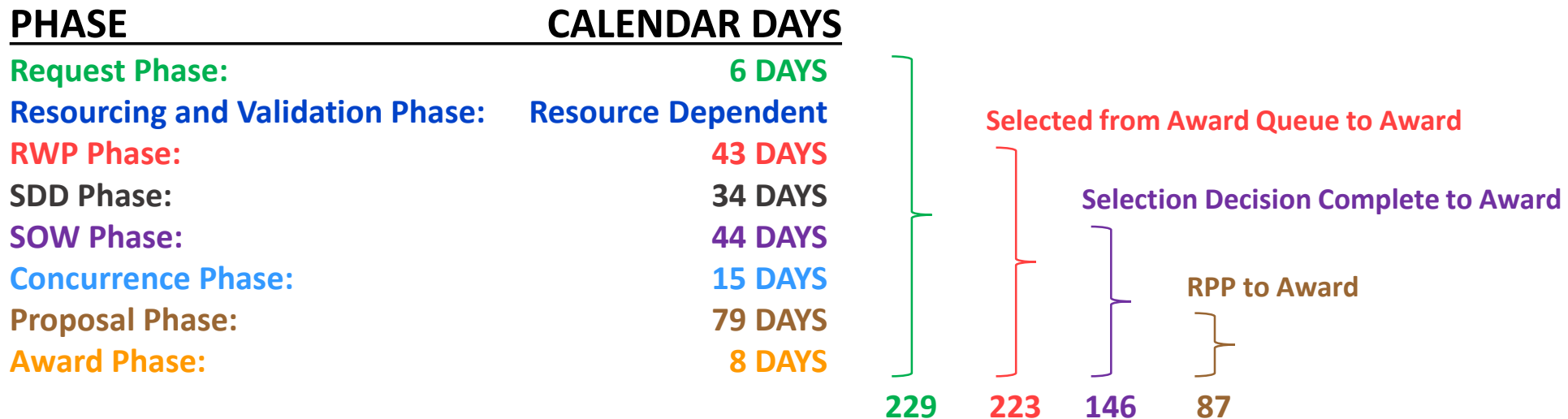
- ACC-NJ and Legal will review the draft SOW and Acquisition Package documentation. Once the SOW is approved, ACC-NJ will issue a Request for Prototype Proposal (RPP) to ATI, requesting a Proposal (Cost and Technical volumes), Business Status Certifications and SOW edits from the NAC Member
- The NAC member has 21 days to complete and submit the Proposal, BSC's and SOW edits
- ACC-NJ will email the Proposal, Proposal Evaluation Form, and SOW to DOTC who will forward to the AOR/AAOR to complete a Proposal Evaluation
- The Proposal Evaluation covers the NAC Members Technical Approach, SOW edits, Data Rights, Price Analysis/Cost Realism, and identifies if negotiations are required to resolve issues found
- Determination and Findings will be drafted and submitted for review and approval by ACC-NJ once complete and accurate BSCs are received and reviewed
- After review of the cost proposal and evaluation, negotiations on the SOW and cost/price will be conducted as needed

- ACC-NJ issues TDL
- ATI issues OTIA to NAC Member to sign and complete Award





DOTC AWARD GOAL SUMMARY





DOTC FY21 SCHEDULE (NOTIONAL)

Event Description	Collaboration Cycle 01		Collaboration Cycle 02		Collaboration Cycle 03	
	OPEN	CLOSES	OPEN	CLOSES	OPEN	CLOSES
BIDS opens for EWP Basket Requests from the FY21 Queue	01-Oct-20					
BIDS opens for Requirements Submission	01-Oct-20					
First RWP Solicitation	27-Jan-21					
Submission Window for Technology Collaboration Plan (TCP) (4 months)	01-Oct-20	29-Jan-21	01-Feb-21	31-May-21	01-Jun-21	30-Sep-21
Submission Window for Government Requirements (4 months)	01-Oct-20	29-Jan-21	01-Feb-21	31-May-21	01-Jun-21	30-Sep-21
Release Collaboration & TCP Plans to NAC (7 calendar days)		05-Feb-21		04-Jun-21		08-Oct-21
Collaboration Event (Preliminary Planning Dates)	16-Feb-21	18-Feb-21	15-Jun-21	17-Jun-21	19-Oct-21	21-Oct-21



DOTC NEW PROCESS TRAINING

Government

- DOTC New Process
 - DOTC Process Overview
 - DOTC Technology Collaboration Plan
 - DOTC Award Request Process
(Basket/New requirements)
 - Request for White Paper
(RWP)/Solicitation
 - Selection Decision Document (includes
Competitive Evaluation and Selection Decision)
 - Award Process
 - > Acquisition Package Requirements
 - > Request for Prototype Proposal Process
 - > Proposal Evaluation Form

NAC

- DOTC New Process
 - DOTC Process Overview
 - DOTC Technology Collaboration Plan
 - Request for White Paper
(RWP)/Solicitation
 - Selection and Statement of Work (SOW)
 - Request for Prototype Proposal (RPP)



DOTC TEMPLATES/FORMS

Government Only Site / BIDS

Reference Material

- Technology Collaboration Topic Template
- Government Award Request Template
(Basket/New Requirements)
- Request for Prototype Proposal Checklist
- Proposal Evaluation Form

NAC Member's Only Site

- Technology Collaboration Topic Template
- Government Award Request Template
- Request for White Paper (RWP) Example
- White Paper Template
- Proposal Preparation Instructions (PPI)
- BIDS Submitter Quick Card



TOWN HALL WRAP UP

- DOTC Enterprise is a joint coalition of government, industry, and academia
- The OTA enables the Enterprise an unprecedented opportunity to work together and collaborate to solve the nation's most challenging armament technology needs
- New Process developed with clear goal set and objectives
 - Foster Collaboration, Promote Innovation, and develop prototypes at the Speed of the Need - while ensuring compliance to OTA statute and guidelines
- DOTC Program Team (DOTC, CCNJ, NAC, ATI) is unified and working together
- We understand the “Voice of Our Customer” and are committed to providing the process, training, documentation, systems, and support to our customers
- FY21 begins a new chapter for this great enterprise
- We are a learning organization which requires your feedback and commitment



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Q & A