



# U.S. ARMY COMBAT CAPABILITIES DEVELOPMENT COMMAND – AVIATION & MISSILE CENTER

Introduction to OTAs and the Aviation and Missile Technology  
Consortium (AMTC)

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CCDC Aviation & Missile Center OTA Program Manager

Weapons Development & Integration Directorate



# MARKET CHANGES IN THE SCIENCE AND TECHNOLOGY COMMUNITY



## *Past*

- Innovation fueled by Government
- Commercial sector wanted to work with the Government
- DoD was primary driver of technology innovation by making substantial investments in R&D in the defense industrial base
- DoD powered a technology advantage on the battlefield with its investments in R&D

## *Present*

- Innovation fueled by commercial market
- Cutting edge commercial firms with large R&D investments are reluctant to work with the Government
- The focus and pace of S&T innovation and its environment in leading technology areas shifted from Government to commercial sector
- DoD needs to work with commercial sector to maintain a technology advantage on the battlefield



# IMPEDIMENTS TO COMMERCIAL FIRM PARTICIPATION



- **The traditional procurement process is too slow**
- **Traditional procurement contracts are based on regulation rather than negotiation**
- **The Government's cost-based pricing system is cumbersome and expensive**
  - Requires unique accounting and auditing systems
  - Legacy of actual or perceived oversight excesses
- **The Government's standard approach to intellectual property can be overreaching and inflexible**





# WHAT IS A SECTION 815 PROTOTYPE OTHER TRANSACTION AGREEMENT (OTA)?



## A Section 815 OTA Is:

- For prototype projects that are directly relevant to enhancing the mission effectiveness of military personnel and the supporting platforms, systems, components, or materials proposed to be acquired or developed by the Department of Defense, or to improvement of platforms, systems, components, or materials in use by the armed forces. A legally binding instrument requiring at least one nontraditional defense contractor/nonprofit participating to a significant extent OR mandatory one third cost sharing
- An instrument that allows for negotiation of intellectual property and flexible payment provisions (payable milestones)
- Tailorable to fit your desired acquisition strategy

## A Section 815 OTA is not:

- A FAR procurement contract, grant or cooperative agreement
- For acquisition of production quantities, engineering services, construction, operations & maintenance activities
- Constrained by previous USG contract practices and conventions
- Subject to award protest (i.e., no protests allowed)
- Subject to mandatory cost accounting standards



# BENEFITS OF AN OTA



## *US Government*

- **Reduced Acquisition Lead Time**
- **Agility - Can Tailor Terms and Conditions**
- **Leverage Commercial R&D**
- **Access to Innovation**
- **Access to broad spectrum of traditional and non-traditional contractors**
- **Advance Payments allowed**

## *Industry & Academia*

- **Relief from FAR**
- **Limits barriers to participation from those that do not want to do business with the USG**
- **Enhanced collaboration between the Government, Industry and Academia**
- **Higher visibility into USG requirements**
- **Open dialogue with the Government is permitted**
- **Flexibility in payment methods**
- **Milestone Payments**





# PRIMARY DIFFERENCE BETWEEN AMCOM EXPRESS AND AMTC



## **AMCOM Express**

- Indefinite Delivery Indefinite Quantity (IDIQ)
- Federal Acquisition Regulation (FAR) Based
- Material purchase restrictions/limitations
- Procure advisory and assistance services
- Limited to the contractors provided on the current team
- Difficult to add members
- Restricted communication/ FAR
- Limited Scope

## **AMTC**

- Other Transaction Agreement (OTA)
- Other Transaction Authority Based
- Material Purchases are allowable
- Procure R & D/prototypes
- 1,000+ Members
- Open to industry/academia/nontraditional
- Easy to join! Online application/\$500
- Collaborative SOW and Proposal
- Broad Scope: 3 Major Technology Areas





# WHO CAN PARTICIPATE?



At least one non-traditional defense contractor or nonprofit research institution participating to significant extent

*-or-*

All significant participants in the transaction are small businesses or non-traditional defense contractors (including SBIR participants)

*-or-*

At least 1/3 of the total cost of the prototype project is paid by sources other than the Federal Government



# WHAT IS “SIGNIFICANT PARTICIPATION”?



- It is not defined in the statute
- It can include, but is not limited to:
  - The participation causes a material reduction in the cost or schedule
  - The participation causes an increase in the performance of prototype
  - The performer is responsible for a new key component, technology, or process on the critical path
  - The performer is accomplishing a significant amount of the effort
- What should *not be the focus* of a significant participation analysis is how much money the performer is getting
- The agency’s analysis must be documented





# WHAT IS A NON-TRADITIONAL DEFENSE CONTRACTOR?



- **The definition of “non-traditional defense contractor” is in 10 U.S.C. § 2302(9):**

“An entity that is not currently performing or has not performed in the last one-year period preceding the solicitation of sources by the Department of Defense (DoD), any contract or subcontract for the DoD that is subject to full CAS coverage...”

- **The current definition was enacted in the FY16 NDAA and is significantly broader than the previous definition**



# DEFINITION OF PROTOTYPE



- **Under the authority of 10 U.S.C. 2371b Section 815 of the NDAA for 2016, DoD is authorized to carry out prototype projects that are:**
  - Directly relevant to enhancing the mission effectiveness of military personnel and the supporting platform systems, components or materials proposed to be acquired or developed by the Department of Defense.
  - Or, for the improvement of platforms, systems, components or materials in use by the Armed Forces.
- **Prototype projects can take the form of either physical or virtual as appropriate in accordance with the definitions and descriptive examples for each prototyping category listed below and can run the spectrum from a rudimentary model to a full scale, fully functional product or process satisfying the intended project goals**
  - Concept Prototype
  - Visual or Representative Prototype
  - Proof of Principle or Feasibility Prototype
  - Functional or working Prototype
  - Manufacturing Prototype



# BEST PRACTICES



- **The primary goal of OTs is to attract nontraditional performers**
  - Awarding more quickly may be a side effect of using OTs, but it is not the main reason to use the authority
- **To be truly efficient, the Government participants must work from the start as a team, including program, contracting, legal, and financial members**
- **Marketing your solicitation may be the hardest part**
  - Publishing in FBO is not enough
  - It is important to get the solicitation to the nontraditional performers
  - The program office will be an important resource
- **OTs are not appropriate for all acquisitions – at its heart, it is an R&D tool**
- **Fairness and transparency is paramount to success**





# OTA SUMMARY



- ❖ OT practice is ever evolving
- ❖ The OT authorities provide significant options to the traditional process
- ❖ It is not the appropriate option in all circumstances
- ❖ The primary goal of OTs is to encourage and engage non-traditional performers in working on defense programs, NOT to award agreements quickly
- ❖ Speed can be a side-effect of the OT flexibility but it will depend on negotiation issues and internal processes
- ❖ It may take some time for the Government team to get used to the new paradigm and learn how to negotiate terms and conditions
- ❖ With the renewed popularity of OTs, expect some oversight to follow



# CCDC AVIATION & MISSILE CENTER OTA SUMMARY



- ❖ **Requirements Organization:** CCDC Aviation & Missile Center (formerly known as AMRDEC)
- ❖ **Requirement Description:**
  - OTA for the development and maturation of weapons systems technologies and aviation and missile manufacturing technologies
  - Requirement Specifics:
    - Est. Value of Projects: \$10B; \$0 obligated at time of award
      - Year 1 of OTA Program Year: \$175M
    - Period of Performance: 10 years from date of award
    - During the 10 year term, the estimated value of the prototype projects awarded under the OTA may exceed \$10B.
- ❖ **Funding type:** RDT&E (Primary Source), PA/OPA/PDA
- ❖ **Agreement Type:** Cost plus Fixed Fee (CPFF); Projects may be CPFF or Firm Fixed Price (FFP)
- ❖ CCDC AVM OTA Total Fee = 2.3%



# OTA PROGRAM OFFICE



## PROGRAM OFFICE

**Program Manager: Ms. Christina Brantley**

AOR Management: Ms. Christina Brantley

Lead Financial Analyst: Mr. Timothy Tolbert

## TECHNOLOGY MANAGERS

### Guided Missiles



**Mr. Jason Duffey, AOR**

PHONE # (256) 876-5987

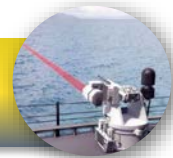
### Manufacturing and Enabling/Disruptive Technologies



**Ms. Sabrina Harris, AOR**

PHONE # (256) 876-4495

### Aviation



**Mr. Marty Soprano, AOR**

PHONE # (256) 876-6372

**OTA Technology Areas Support Army Modernization Priorities:**

Long Range Fires, Next Generation Combat Vehicles, Future Vertical Lift, and Air & Missile Defense

## OTA MANAGEMENT

Division Chief, ESS-C: **Ms. Volonda Reedus**

Agreements Officer, ESS-C: **Ms. LaMeshia Billington**

Agreements Specialist, ESS-C: **Mr. Dewayne Holland**

Agreements Specialist, ESS-C: **Mr. Kevin Geary**

Legal Council: **Mr. Timothy Wasyluka**





# AMTC OTA SCOPE



## GUIDED MISSILE

- Target Detection/ Acquisition/Tracking Sensors
- Missile Electronics
- Seekers to Defeat Moving Targets and Air Defense Threats
- Guidance/Control for Improved Precision and Global Positioning System (GPS)-Denied Precisions
- Lethality Mechanisms
- Warheads
- Fuzes
- Payloads
- Radar
- Datalink and Communication
- Materials and Structures
- Power Systems
- Aerodynamics
- Navigation Systems
- Modeling and Simulation
- Energetics
- Component Cyber Security
- Propulsion Systems for Increased Range and Decisive Effects
- Missile Launchers
- Support Equipment

## MANUFACTURING & ENABLING/ DISRUPTIVE TECHNOLOGIES

- Innovation Enablers
- Additive Manufacturing
- High Energy Creation and Storage Systems
- Directed Energy
- Advanced Materials/Processes
- Advanced Manufacturing Techniques
- Manufacturing Cyber Security
- Modeling and Simulation
- Virtual Prototyping
- Robotics
- Automation
- High Temperature Materials
- Lightweight & Hybrid Materials
- Flexible Electronics
- Reclamation/Repair Technologies
- Open System Architectures for Enhanced Manufacturing Productivity (Digital Manufacturing and Industrial Internet of Things (IIoT))

## AVIATION

- Platforms/Materials/ Structures
- Power Systems
- Engines/Propulsion Systems
- Drives/Rotors
- Mission Systems
- Avionics/Navigation
- Sensors Networks Data Link and Communication
- Survivability
- Sustainability
- Autonomy
- Manned/Unmanned Teaming (MUMT)
- Unmanned Aerial Vehicle (UAV)
- Component Cyber Security and Aviation Ground Support Equipment/ Systems (AGSE)



# SPECIAL TERMS & CONDITIONS



## *Patent Rights Clauses*

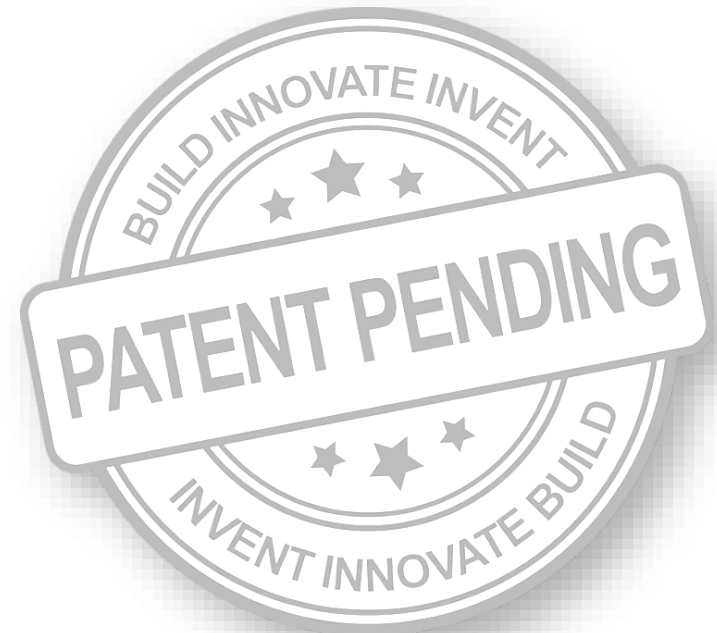
**FAR 52.227-1** Authorization and Consent

**FAR 52.227-2** Notice and Assistance Regarding  
Patent and Copyright Infringement

**FAR 52.227-3** Patent Indemnity

**FAR 52.227-6** Royalty Information

**FAR 52.227-9** Refund of Royalties





# SPECIAL TERMS & CONDITIONS



## *Data Rights and Copyrights Clauses*

- DFARS 252.227-7013** Rights in Technical Data – Noncommercial Items
- DFARS 252.227-7014** Rights in Noncommercial Computer Software and Noncommercial Computer Software Documentation
- DFARS 252.227-7015** Technical Data – Commercial Items
- DFARS 252.227-7016** Rights in Bid or Proposal Information
- DFARS 252.227-7018** Rights in Noncommercial Technical Data and Computer Software – Small Business Innovation Research (SBIR) Program
- DFARS 252.227-7019** Validation of Asserted Restrictions – Computer Software
- DFARS 252.227-7020** Rights in Special Works
- DFARS 252.227-7021** Rights in Data-Existing Works
- DFARS 252.227-7025** Limitations on the Use or Disclosure of Government-Furnished Information Marked with Restrictive Legends
- DFARS 252.227-7026** Deferred Delivery of Technical Data or Computer Software
- DFARS 252.227-7027** Deferred Ordering of Technical Data or Computer Software
- DFARS 252.227-7030** Technical Data – Withholding of Payment
- DFARS 252.227-7037** Validation of Restrictive Markings on Technical Data





# SPECIAL TERMS & CONDITIONS



## *Safety Clauses*

- DFARS 252.223-7002** Safety Precautions for Ammunition and Explosives
- DFARS 252.223-7003** Change in Place of Performance – Ammunition and Explosives
- DFARS 252.223-7007** Safeguarding Sensitive Conventional Arms, Ammunition and Explosives
- FAR 52.223-3** Hazardous Material Identification and Material Safety Data
- FAR 52.236-13** Accident Prevention

**CCDC Aviation & Missile Center Safety Requirements**



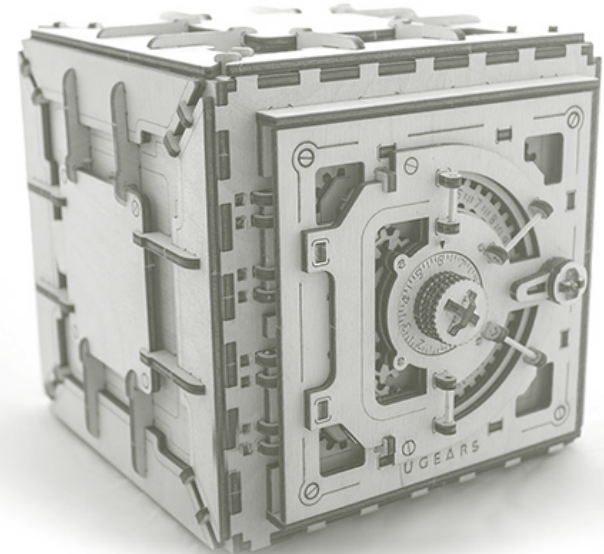


# SPECIAL TERMS & CONDITIONS



## *Security Clauses*

- Overarching DD254 establishes eligibility for performance at the full scope of services to be performed under the OTA.
- Top Secret/SCI
- Authorization for classified access for each Prototype Project will be established within each Statement of Work (SOW)/Technical Direction (TD).
- The Security Section in each SOW/TD will define personnel and facility clearance types and levels of access for the Project.
- The Consortium Administrative Organization (CAO) will flow the requirements of the DD254 to the Project Agreement Holders.





# SPECIAL TERMS & CONDITIONS



## Contract Data Requirements List: 46 Preapproved Data Items

### Document Summary List

For

#### AMRDEC Other Transaction Agreement

DI-MGMT-80368A (Data Item No. A001)	Status Report (Contractor's Status Report)	30 OCT 2006 Cat 1
(Data Item No. A002)	INTENTIONALLY OMITTED – DID REMOVED PER DM	
DI-MGMT-81334D (Data Item No. A003)	Contract Work Breakdown Structure	18 MAY 2011 Cat 1
DI-ADMN-81373 (Data Item No. A004)	Presentation Material	01 OCT 1993 Cat 1
DI-ADMN-81505 (Data Item No. A005)	Report, Record of Meeting/Minutes	20 NOV 1995 Cat 1
DI-MISC-81943 (Data Item No. A006)	Trip/Travel Report	27 AUG 2013 Cat 1
DI-FNCL-80331A (Data Item No. A007)	Funds and Man-Hours Expenditure Report	30 OCT 2006 Cat 1
DI-MISC-80508B (Data Item No. A008)	Technical Report – Study/Services	14 NOV 2006 Cat 1
DI-MISC-80508B (Data Item No. A009)	Technical Report – Study/Services - Master Report of Government Furnished Property/ Contractor Acquired Property	14 NOV 2006 Cat 1
DI-NDIT-80566A (Data Item No. A010)	Test Plan	14 NOV 2006 Cat 1
DI-AVCS-80700A (Data Item No. A011)	Computer Software Product End Items	19 JUN 2017 Cat 1
DI-ADMN-80925A (Data Item No. A012)	Revision to Existing Government Documents	14 APR 2017 Cat 1
DI-SESS-81002F (Data Item No. A013)	Developmental Design Drawings/Models and Associated Lists	26 FEB 2013 Cat 1
DI-IPSC-81429A (Data Item No. A014)	Software Transition Plan (STRP) (Software Development Transition Plan)	10 JAN 2000 Cat 1

DI-IPSC-81431A (Data Item No. A015)	System/Subsystem Specification (SSS)	10 JAN 2000 Cat 1
DI-IPSC-81433A (Data Item No. A016)	Software Requirements Specification (SRS)	15 DEC 1999 Cat 1
DI-IPSC-81435A (Data Item No. A017)	Software Design Description (SDD)	15 DEC 1999 Cat 1
DI-IPSC-81438A (Data Item No. A018)	Software Test Plan (STP)	15 DEC 1999 Cat 1
DI-IPSC-81439A (Data Item No. A019)	Software Test Description (STD)	15 DEC 1999 Cat 1
DI-IPSC-81440A (Data Item No. A020)	Software Test Report (STR)	15 DEC 1999 Cat 1
DI-IPSC-81441A (Data Item No. A021)	Software Product Specification (SPS)	15 DEC 1999 Cat 1
DI-IPSC-81442A (Data Item No. A022)	Software Version Description (SVD)	11 JAN 2000 Cat 1
DI-IPSC-81443A (Data Item No. A023)	Software User Manual (SUM)	11 JAN 2000 Cat 1
DI-IPSC-81446A (Data Item No. A024)	Computer Operation Manual (COM)	15 DEC 1999 Cat 1
DI-SDMP-81465A (Data Item No. A025)	Performance Specification Documents	01 AUG 2003 Cat 2
DI-MISC-80711A (Data Item No. A026)	Scientific and Technical Reports (Final Report)	21 JAN 2000 Cat 1
DI-MGMT-81861A (Data Item No. A027)	Integrated Program Management Report (IPMR)	16 SEP 2015 Cat 1
DI-MGMT-81808 (Data Item No. A028)	Contractor's Risk Management Plan	21 APR 2010 Cat 1

DI-SESS-81248B (Data Item No. A029)	Interface Control Document (ICD)	07 APR 2015 Cat 1
DI-SESS-81001E (Data Item No. A030)	Conceptual Design Drawings/Models	26 FEB 2013 Cat 1
DI-ADMN-80447A (Data Item No. A031)	Contract Summary Report	08 NOV 2006 Cat 1
DI-FNCL-80912 (Data Item No. A032)	Performance and Cost Report (Monthly Financial Reports)	06 OCT 1989 Cat 1
DI-ILSS-81070 (Data Item No. A033)	Training Program Development and Management Plan	05 DEC 1990 Cat 1
DI-MGMT-80227 (Data Item No. A034)	Contractor's Progress, Status and Management Report	05 SEP 1986 Cat 1
DI-MISC-80048 (Data Item No. A035)	Scientific and Technical Reports Summary	11 SEP 1985 Cat 1
DI-PACK-80121C (Data Item No. A036)	Special Packaging Instructions (SPI) (Packaging Instructions)	25 JUL 2011 Cat 1
DI-SESS-81000E (Data Item No. A037)	Product Drawings/Models and Associated Lists	26 FEB 2013 Cat 1
DI-SESS-81003E (Data Item No. A038)	Commercial Drawings/Models and Associated Lists (Commercial Drawings and Lists)	26 FEB 2013 Cat 1
DI-SESS-81004E (Data Item No. A039)	Special Inspection Equipment (SIE) Drawings/Models and Associated Lists	26 FEB 2013 Cat 1
DI-SESS-81008E (Data Item No. A040)	Special Tooling (ST) Drawings/Models and Associated Lists (Special Tooling Drawings and Lists)	26 FEB 2013 Cat 1
DI-SESS-81012E (Data Item No. A041)	Proposed Critical Manufacturing Process Description (PCMPD) (Manufacturing Data Package)	26 FEB 2013 Cat 1
DI-SAFT-81563 (Data Item No. A042)	Accident/Incident Report	02 JUNE 1998 Cat 1
DI-MISC-80508B (Data Item No. A043)	Technical Report – Study/Services (Pollution Prevention Plan)	14 NOV 2006 Cat 1
(Data Item No. A044)	INTENTIONALLY OMITTED – DID REMOVED PER DM	
DI-MGMT-81398C (Data Item No. A045)	Hazardous Materials Management Program (HMMP) Plan	19 JUN 2014 Cat 1
DI-MISC-81397C (Data Item No. A046)	Hazardous Materials Management Program (HMMP) Report	19 JUN 2014 Cat 1
DI-MGMT-80368A (Data Item No. A047)	Status Report (CAO Annual Report)	30 OCT 2006 Cat 1
DI-MGMT-80368A (Data Item No. A048)	Status Report (CAO Quarterly Report)	30 OCT 2006 Cat 1
MIL-STD-31000A (CDRLs)	Technical Data Packages	26 FEB 2013 Cat 1
MIL-STD-961E Ch 3 (CDRLs)	Defense and Program-Unique Specifications Format and Content	27 OCT 2015 Cat 1





# SPECIAL TERMS & CONDITIONS



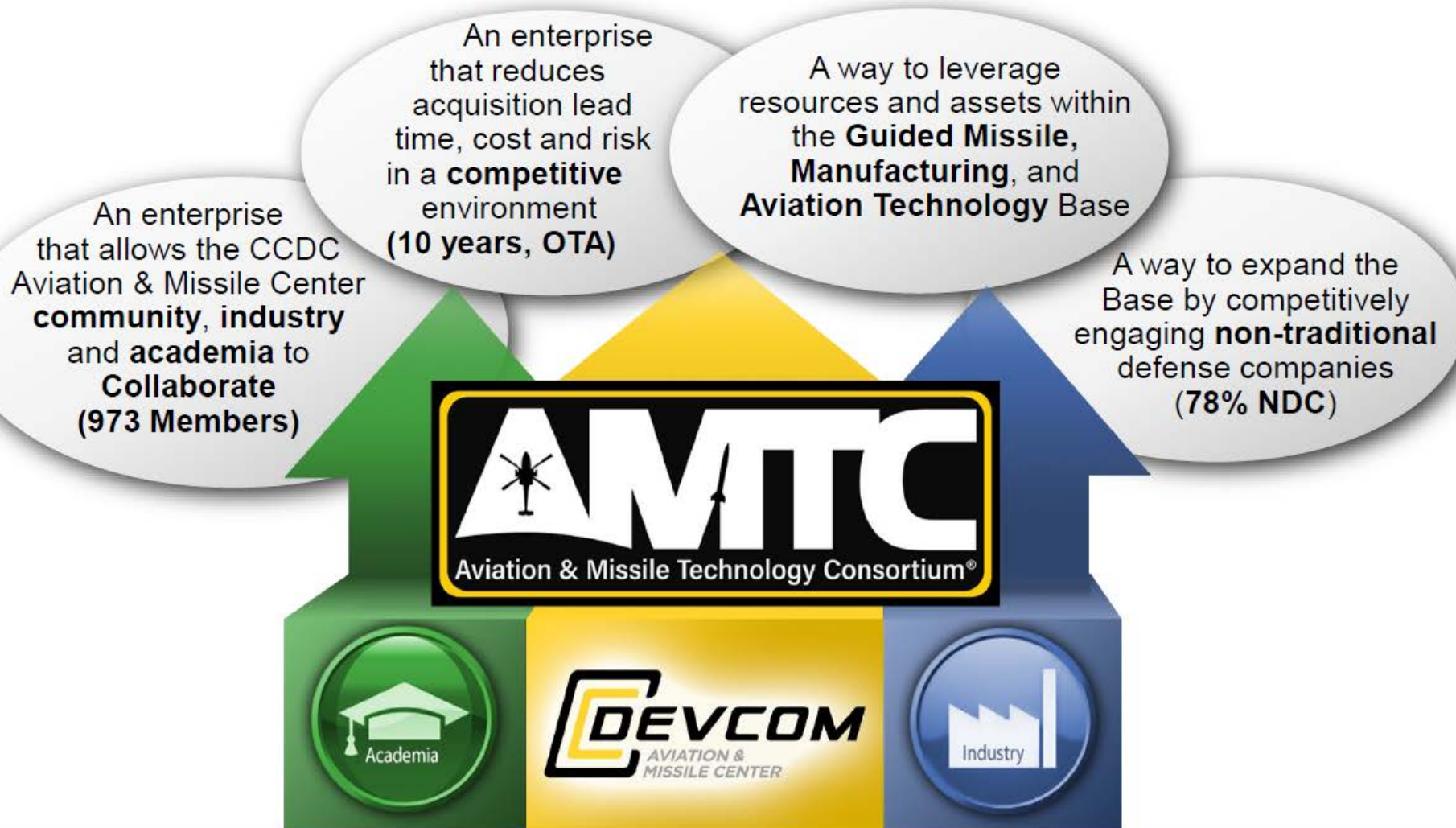
## *Foreign Participation*

- A foreign company can participate in AMTC as a subcontractor to a member.
- A U.S. Company operating under Foreign Ownership, Control or Influence(FOCI) can join.
- All members must have an active JCP Certification (DD2345) – that requires you to have a DUNS/CAGE, etc.
  - Applicant must attach a letter from the Defense Security Service (DSS) verifying that it has an approved plan, special security agreement, or other DSS-approved instrument in place for negating or mitigating the risk of foreign ownership, control or influence; or,
  - If Applicant does not have a DSS-approved mitigation instrument in-place, Applicant must submit a signed copy of Attachment A - Export Compliance Acknowledgement Form.





# WHAT IS AMTC?



***AMTC significantly reduces the overall time from R&D to fielding!***



# AMTC CAPABILITIES



CCDC Aviation & Missile Center's AMTC will:

- Increase the organic contracting capabilities of the ACC-RSA.
- Increase the efficiency and expedite technical proposal submissions in support of the *Army Futures Command*.
- Ensure system-of-system-level integrations, such as missile technologies on aviation platforms and fully integrated air and missile defense solutions.
- Strengthen the inclusive link between RDECOM Aviation & Missile Center Science & Technology (S&T) and Industry/Academia, and optimize RDECOM Aviation & Missile Center's ability to quickly, efficiently, and effectively develop aviation and missile system technology for the *6 Army Modernization Priorities*.



**#1**

Long Range  
Precision Fires



**#2**

Next Gen Combat  
Vehicles (NGCV)



**#3**

Future Vertical  
Lift (FVL)



**#4**

Network/C31



**#5**

Air & Missile  
Defense



**#6**

Soldier Lethality



# CONSORTIUM OTAS



Industry/Academia  
Research & Development  
Collaborations



Federally-Funded  
Research  
Opportunities



DOTC OTA  
ACC-NJ  
\$10B; 10 year



AMTC OTA  
ACC-RSA  
\$2B; 10 years



VLC OTA  
ACC-NJ  
\$200M; 5 years

- NAC Membership – DOTC OTA and AMTC OTA
- VLC Membership – AMTC OTA
- NAC and VLC Membership – DOTC and AMTC OTA





# CCDC AVM OTA CONSORTIUM ADMINISTRATIVE ORGANIZATION (CAO)



- AMTC will be managed by Advanced Technology International (ATI), which has extensive experience in managing consortia for DoD.
- AMTC will be managed by Advanced Technology International (ATI), which has extensive experience in managing consortia for DoD.
- AMTC is a partnership between the National Armaments Consortium (NAC) and the Vertical Lift Consortium (VLC)
- AMTC is fully operational with 760+ member organizations
- Organizations wishing to participate in the AMTC OTA can join either the NAC or the VLC according to the organization's capability set.
- CCDC AVM's OTA is not in competition with the Office of Secretary of Defense (OSD)-sponsored DoD Ordnance Technology Consortium (DOTC) and plans to continue utilizing the DOTC for collaborative ordnance efforts and the VLC for DoD vertical lift requirements.







# AMTC EXECUTIVE COMMITTEE



**ERIC EDWARDS**  
AMTC EXECUTIVE  
DIRECTOR



**CHARLIE ZISETTE**  
NAC EXECUTIVE DIRECTOR  
C Z and Associates, Inc.



**PAUL DUDLEY**  
VLC MANAGING DIRECTOR



**DAN HARTMAN**  
NAC REPRESENTATIVE  
Spectra Technologies



**JOHN STOUGH**  
VLC REPRESENTATIVE  
JHNA



**JAMES MILLER**  
NAC REPRESENTATIVE  
Dynetics, Inc.



**MICHAEL THOME**  
VLC REPRESENTATIVE  
SAIC



**STEVE CORNELIUS**  
NAC REPRESENTATIVE  
Kord Technologies LLC



**JASON PROPEs**  
VLC REPRESENTATIVE  
Rollis-Royce



# AMTC CAPABILITIES



**CAO support bridges 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



# AMTC PUBLIC SITE



[www.AMTCEnterprise.org](http://www.AMTCEnterprise.org)

The screenshot shows the AMTC Public Site homepage. At the top is the AMTC logo and a navigation bar with links: HOME, TECHNOLOGY AREAS, OTA, MEMBERSHIP, EVENTS, CONTACT US, and a search icon. Below the navigation bar is a yellow banner titled "COVID-19 DEFENSE INDUSTRIAL BASE MESSAGES" with three links: "EML Defense-Industrial Base Essential Critical Infrastructure Workforce", "OASA-ALT Memo to Defense Industrial Base", and "Memorandum for Small Business Contractors". The main content area features a grid of images related to defense technology, with the text "TECHNOLOGY AREAS" overlaid. Below this text are the categories "Guided Missiles", "Manufacturing & Enabling/Disruptive Technologies", and "Aviation", with a "Learn More" button. At the bottom of the grid is a yellow bar with the text "INTRODUCTION TO AMTC AND OTAS" and a "DOWNLOAD" button. Below the grid are three columns representing the AMTC process: IDENTIFY, DEVELOP, and DEPLOY, each with a brief description of the stage.

**COVID-19 DEFENSE INDUSTRIAL BASE MESSAGES**

- [EML Defense-Industrial Base Essential Critical Infrastructure Workforce](#)
- [OASA-ALT Memo to Defense Industrial Base](#)
- [Memorandum for Small Business Contractors](#)

**TECHNOLOGY AREAS**

- Guided Missiles
- Manufacturing & Enabling/Disruptive Technologies
- Aviation

[Learn More](#)

**INTRODUCTION TO AMTC AND OTAS** [DOWNLOAD](#)

**IDENTIFY**  
AMTC identifies critical aviation and missile system challenges and develops prototype technologies to enhance warfighter lethality, survivability, and combat effectiveness.

**DEVELOP**  
AMTC is a team of industry leaders and innovative small companies collaborating to rapidly develop and mature guided missile and aviation technologies to enhance our national security.

**DEPLOY**  
AMTC develops technology prototypes in response to the rapidly evolving and emerging aviation and guided weapons systems technology field.

NAC

Current Members: [http://www.nac-dotc.org/NAC\\_Current\\_Members.html](http://www.nac-dotc.org/NAC_Current_Members.html)

How to Join: [http://www.nac-dotc.org/How\\_to\\_Join.html](http://www.nac-dotc.org/How_to_Join.html)

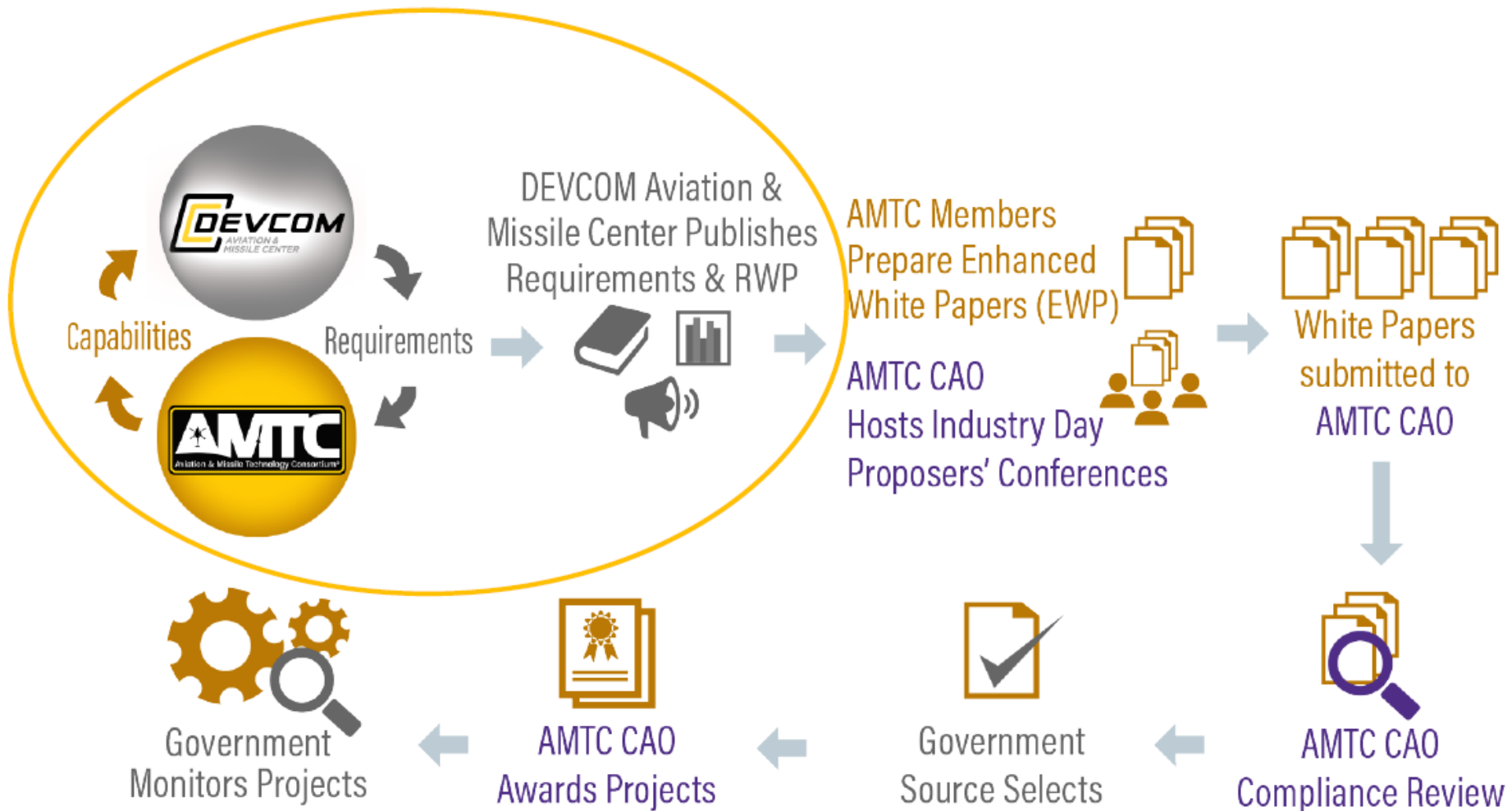
VLC

Current Members: <http://www.verticalliftconsortium.org/current-members.html>

How to Join: <http://www.verticalliftconsortium.org/application.html>



# AMTC OTA PROCESS OVERVIEW





# OBJECTIVE REQUIREMENTS DOCUMENT (ORD)



1. **Objective Area (Select One):** Guided Missile, Aviation, Manufacturing
2. **Prototype Project Requirement Title:**
3. **Technical Liaison (1) (Name, Organization/Agency, Phone, Email):**
4. **Technical Liaison (2) (Name, Organization/Agency, Phone, Email):**
5. **Requirement:**

*Requirements should solicit prototype solutions that improve performance, capability, and/or addresses technology gaps pertinent to DoD weapons or weapon systems. Provide an unclassified summary/abstract of the requirement. Complete the first example sentence shown below. This sentence should be followed by approximately 1-2 paragraphs that describe the requirement, including background information and project objective(s).*

The Government is seeking proposals for the development of (insert specific prototype to be developed) for (insert specific Government Program/Weapon System the prototype is applicable to).

6. **The prototype being developed is a (Select One):** Conceptual Prototype, Visual or Representative Prototype, Proof of Principle or Feasibility Prototype, Functional or Working Prototype, Manufacturing Prototype
7. **This effort will evaluate the (Select all that apply):** Technical Feasibility, Manufacturing Feasibility, Military Utility of the prototype being developed.
8. **The expected prototype project deliverable(s) include:**
9. **The expected prototype deliverable quantity is** (insert quantity).
10. **Total Project Funding (\$, CL):**  
The cost estimate should be provided for the entire value of the prototype project. To the maximum extent practicable, all significant milestones and deliverables should be included in the cost estimate. The estimate should also include the Confidence Level in funding availability. The CLs are as follows: CL 1- Highly confident funds are available; CL 2- Moderately confident funds are available; CL 3 - Funding availability unknown.

## 11. Proposed Scope of Work:

*This section must include:*

- Scope should be broad to allow for minor changes through the project's entirety. Remember, this is a SCOPE of work, not a Statement of Work (SOW), which will be much more specific and required for the prototype project.
- Emphasize the PROTOTYPE aspect of the tasks
- The Project Agreement Holder (PAH) will prepare a draft SOW in accordance with the SOW template in the Request for Enhanced White Papers (RWP).

## 1. Schedule:

*This section provides a project structure tying major tasks and/or deliverables to milestones and the program schedule, such as Critical Design Reviews, Demonstrations, and Field Tests.*

2. **Security level of the prototype project (Select One):** UNCLASSIFIED, CLASSIFIED, CONFIDENTIAL, SECRET, TOP SECRET
3. **List AA&E or hazardous material involved with performance of the prototype project:**

*The below information will not be included in the Objective Requirement Document, but is needed to support review by the Acquisition Liaison Office and ACC-RSA.*

4. **Market Research & Acquisition Strategy:** The intent is to ensure requirements for major programs have sufficient competition early in the process through market research/ FEDBIZOPPS, program specific synopsis notice, etc.
  - a. Was Market Research or any Public Announcement (market survey, Request for Information, FEDBIZOPPS synopsis notice) completed on the prototype requirement?
  - b. Does the prototype requirement support an Acquisition Category (ACAT) designated program or expect to have follow-on production?
  - c. Will the prototype requirement award be over \$100M for individual prototype agreements?
5. **Is this a follow-on effort? Provide previous contract history.**

Notes:

- ❖ Correct nomenclature for "contractor" under the AMRDEC OTA is "Project Agreement Holder" (PAH).
- ❖ Spell out ALL Acronyms
- ❖ Address all questions. Insert "Not Applicable" (NA) if the requirement does not warrant an answer to a specific question. Do not delete questions.

Complete ORD on the AMTC BIDs Site  
<https://ati.acqcenter.com/AMTC/BIDS.NSF/Start?ReadForm>



# COMPETITIVE EVALUATION



- The Competitive Evaluation will result in one of the following:



**“Excellent” or “Acceptable”** will be placed in the Basket

*-or-*



**“Unacceptable”** will NOT be placed in the Basket

- All Offerors will be provided feedback based on these evaluations.
- All Enhanced Whitepapers placed in the electronic Basket must be awarded prior to the expiration date, which is three (3) years from the date that the corresponding RWP closed.





# COMPETITIVE EVALUATION CONT.



- Integrated assessment of the following:
- Likelihood of the proposed solution to successfully achieve the requirement as defined in the Objective Requirements Document (ORD).
- Adequacy of the technical approach, including complete and clear processes to execute the effort.
  - Demonstrated ability of the proposed effort to advance the technology maturity level.
  - Ability to demonstrate projected performance improvements.
- Extent to which potential risks are mitigated.
- Extent to which the Enhanced Whitepaper identifies how the prototype will be evaluated for technical feasibility, manufacturing feasibility or military utility.
- Extent to which the proposed schedule is realistic and achievable.
- Extent to which the cost/price estimate provided is appropriate for the proposed scope or approach.



Enhanced Whitepapers are **Rated**, not Ranked



# COMPETITIVE EVALUATION CONT.



- **Competitive Evaluation Merit Rating:**

EVALUATION	MERIT RATING
The Enhanced Whitepaper demonstrates a thorough approach that is expected to exceed project requirements and objectives. The technical benefits outweigh the project risk (technical and schedule) for a development effort at this stage.	Excellent
The Enhanced Whitepaper demonstrates an adequate approach that is expected to meet project requirements and objectives. The project risk (technical and schedule) is considered acceptable for a development effort at this stage.	Acceptable
The Enhanced Whitepaper does not demonstrate an approach that is expected to meet project requirements and objectives. The path does not appear feasible, or does not provide the Government with a desired new or enhanced capability. The project risk (technical and schedule) is considered too high for a development effort at this stage.	Unacceptable

- **Estimate:**

- The Government Technical Evaluators will determine if the overall estimate is deemed (I) Insufficient, (S) Sufficient, or (E) Excessive

An Enhanced Whitepaper that receives an overall Competitive Evaluation merit rating of **Unacceptable** will be rejected and will NOT be placed in the Basket.



# TECHNICAL LIAISON REQUIREMENTS



- Effectively represent the AOR in a professional manner.
- Furnish material, data, information, or other property required for performance of the Agreement and/or identified in the Government Furnished Property portion of the SOW.
- Observe, monitor, and assess that the Procurement Agreement Holder (PAH) performs the SOW in accordance with the subject Agreement.
- Notify the AOR in writing of any nonconforming work, delays, or disputes.
- Monitor the results of all required tests within the stated time limitations. Forward the results to the AOR.
- Review invoices, technical status, and management reports submitted by the PAH and verify, as practicable, the reasonableness of expenditures for the performance of the effort. Notify the AOR in writing of identified cost discrepancies.
- Participate in the collaborative efforts or meetings as required.

Complete DAU Training - CLC 222





# PROTOTYPE PACKAGE REQUIREMENTS



- **All PAPs must be submitted through the AOR to:**  
[usarmy.redstone.rdecom-amrdec.mbx.ota-amtc-objective-requirement@mail.mil](mailto:usarmy.redstone.rdecom-amrdec.mbx.ota-amtc-objective-requirement@mail.mil)
- **The following documents are required when preparing a PAP to be submitted for Processing:**
  - Approved Selection Memorandum
  - Determination and Findings (D&F)
  - Funding Document – with Appropriate Funding
  - Acquisition Approach
  - Statement of Work – with Clear Prototype Deliverable and CDRLs
  - Technical Liaison Training Certificate
  - Signed Technical Liaison Memorandum
  - Government Furnished Equipment/Materials (GFE/GFM) Listing (if Applicable)
  - AA&E Spreadsheet (if Applicable)
    - Safety Memo and Concurrence (only for AA&E)
    - Environmental Memo and Concurrence (only for AA&E)
  - Technical Review and Project Cost Realism Analysis
  - Signed CDRLS – if Required
  - Signed DD Form 254 – if Required
  - Signed AOR Nomination and Appointment Letters



# AMTC FUNDING POLICY



- Funding can be sent after the **Competitive Evaluation** has been submitted.
- RDT&E (Primary Source), PA/OPA/PDA, AWCF, OMA, & FMS
- FY19 Consolidated Account – Obligation & Disbursements soon after acceptance
- Funding must reach the AMTC Financial Management Office (FMO) no later than 1200 HRS (Noon) CDT/CST, on the third Wednesday of each month in order to be awarded in the current month
- Signed Reimbursable MIPR must be forwarded to FMO AMTC Funding Requests ([usarmy.redstone.rdecom-amrdec.mbx.ota-amtc-funding-requests@mail.mil](mailto:usarmy.redstone.rdecom-amrdec.mbx.ota-amtc-funding-requests@mail.mil))
- Please cc: Tim Tolbert ([timothy.r.tolbert.civ@mail.mil](mailto:timothy.r.tolbert.civ@mail.mil)), and Susi Turri ([susi.m.turri.civ@mail.mil](mailto:susi.m.turri.civ@mail.mil)) to avoid any delays
- Funding accepted by the OTA must be awarded to the AMTC member w/in 4 months
- \$50,000 Minimum for New Prototype Projects. No minimum for incremental funding.
- Fee Structure: CCDC AVM – 2.3%, External Agencies – 3.77%
- Memorandum for Distribution – AMTC POLICY AND PROCEDURES is available for specific funding transfer information




# AMTC BIDS SITE



Go to: <https://ati.acqcenter.com/AMTC/BIDS.NSF/Start?ReadForm>

Select **1** New Registration, then Select **2** “Government Requirement Submitter/Evaluator/AOR”



Welcome,

Portal | Home

## Requirements, Submission and Evaluation Portal

You must REGISTER to be an Evaluator!


**RWPs - Open**

On January 11, 2021, the RWP (AMTC-21-01) was released. Enhanced Whitepapers are due by February 3, 2021 at 03:00 PM ET. A SPECIAL NOTICE is also posted on beta.SAM.gov. All information related to this solicitation is located on the Members Only portion of the VLC and NAC sites.

The Government is evaluating enhanced whitepapers for the following RWPs:

- AMTC-19-03
- AMTC-20-01
- AMTC-20-02
- AMTC-20-03

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 **The Aviation & Missile Technology Consortium (AMTC)**

The U.S. Army's Combat Capabilities Development Command Aviation & Missile Center (CCDC AvMC) awarded an OTA to AMTC under the management of ATI. The AMTC, comprised of the National Armaments Consortium (NAC) and the Vertical Lift Consortium (VLC), has partnered with CCDC AvMC and the Army Contracting Command, Redstone Arsenal (ACC-RSA) to develop innovative aviation and missile technologies that rapidly and affordably enhance warfighter lethality, survivability, and combat effectiveness.

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**AMTC Membership**

Note: In order to respond to this solicitation you must be a member of the Aviation & Missile Technology Consortium. For more information on becoming a member, please visit: <https://www.amtcenrprise.org>

Only AMTC members in good standing can submit a whitepaper in response to this solicitation. To verify your status, please contact [amtc@ati.org](mailto:amtc@ati.org)

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**Government AMTC SharePoint Site**

The Government has created a SharePoint site that will provide additional visibility of projects and capability to move documents through the process. This site is only accessible to Government CAC holders.

Prospective users should visit the [AMTC SharePoint Registration Page](#), where you can provide justification for access to the AMTC Document

### Login/Registration

**User Name:**

**Password:**

Login

[Forgot Your User Name?](#)

[Forgot Your Password?](#)

**New Registration**

**NOTE:**

To respond to a RWP you must register for a submitter account.

Please select the type of account you are registering for:

## Government

**2** • Government Requirement Submitter/Evaluator/AOR – Select this in order to evaluate whitepapers and proposals. Please note you must be approved before you will be able to access the system.

## Industry

• Submitter - Select this in order to submit responses to solicitations.



# AMTC FY21 SCHEDULE



Event Description	AMTC 21-01	AMTC 21-02	AMTC 21-03
Submission Window for Suggested Research Areas (AMTC Members)	14 Jul 20-30 Sep 21		
Collaboration Period	1 Aug 2020-3 Feb 2021	1 Aug 2020-23 May 2021	1 Aug 2020-29 Aug 2021
Submission Window for Objective Requirements (GOV)	1 Aug-16 Oct 2020	20 Jan-1 Mar 2021	5 Apr – 11 Jun 2021
Submit completed and approved Distro A Quad Charts	16 Oct 2020	1 Mar 2021	11 Jun 2021
AMTC PMO Review of Objective Requirements	19 Oct-13 Nov 2020	2-26 Mar 2021	14 Jun-9 Jul 2021
Requirements viewable in BIDS	16 Nov 2020	29 Mar 2021	12 Jul 2021
Collaboration Event	1-3 Dec 2020	6-8 Apr 2021	20-22 Jul 2021
Final approval to release RWP to CAO	15 Dec 2020	9 Apr 2021	30 Jul 2021
Release of RWP to Consortium	6 Jan 2021	14 Apr 2021	4 Aug 2021
Enhanced Whitepaper Submittal VIA BIDS	3 Feb 2021	5 May 2021	25 Aug 2021
Technical Evaluation Due	19 Feb 2021	21 May 2021	10 Sep 2021
Technical Consensus Evaluations Due	26 Feb 2021	28 May 2021	17 Sep 2021
ACC and Legal Review of Consensus Evaluations (Funding can be sent)	26 Mar 2021	25 Jun 2021	15 Oct 2021
Enhanced Whitepaper Feedback to AMTC Members*	7 May 2021	13 Aug 2021	3 Dec 2022

\* EWP feedback is dependent on Government's award process.







**Deliver collaborative and innovative aviation and missile capabilities for responsive and cost-effective research, development and life cycle engineering solutions.**



**~9,553**  
FY18 Strength



**2,943**  
Civilian

**23**  
Military

**6,587**  
Contractor

## Core Competencies

- Life Cycle Engineering
- Research, Technology Development and Demonstration
- Design and Modification
- Software Engineering
- Systems Integration
- Test and Evaluation
- Qualification
- Aerodynamics/ Aeromechanics
- Structures
- Propulsion
- Guidance/Navigation
- Autonomy and Teaming
- Radio Frequency (RF) Technology
- Fire Control Radar Technology
- Image Processing
- Models and Simulation
- Cyber Security

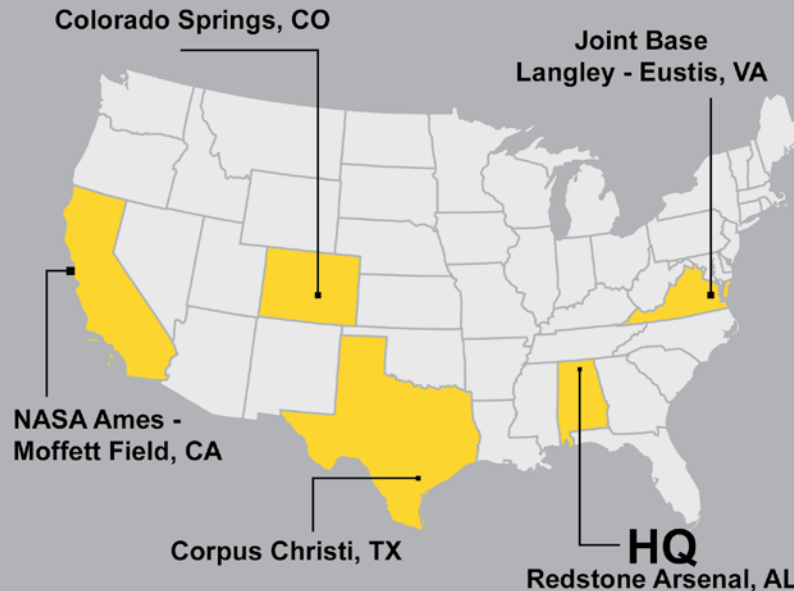
**FY18 Funding**  
**\$3.4B**

**7%**  
Aviation S&T

**8%**  
Missile S&T

**58%**  
Army

**27%**  
Other





## #1: Readiness

Provide aviation and missile systems solutions to ensure victory on the battlefield today.



## #2: Future Force

Develop and mature Science and Technology to provide technical capability to our Army's (and nation's) aviation and missile systems.



## #3: Soldiers and People

Develop the engineering talent to support both Science and Technology and the aviation and missile materiel enterprise





## **Web Site**

[www.amrdec.army.mil](http://www.amrdec.army.mil)

## **Facebook**

[www.facebook.com/rdecom.amrdec](http://www.facebook.com/rdecom.amrdec)

## **Instagram**

[www.instagram.com/USARMYAMRDEC](http://www.instagram.com/USARMYAMRDEC)

## **Twitter**

[@usarmyamrdec](https://twitter.com/usarmyamrdec)

## **Public Affairs**

[usarmy.redstone.rdecom-amrdec.mbx.pao@mail.mil](mailto:usarmy.redstone.rdecom-amrdec.mbx.pao@mail.mil)