



ACC-WRN Industry Engagement Session

Pre-Submitted Questions

12 May 2016



1. What opportunities will emerge for small businesses to support Stryker PMO future requirements?

ANSWER: Stryker PMO has ongoing programmatic services requirement opportunities for small businesses. The requirements are currently being performed under Omnibus task orders, but will soon be re-competed amongst small businesses in FY16 under the TS3 KBS Suite. The requirements are currently listed on the TS3 website, and the USG is working to release an official RFI by 6 May 2016. In addition, as previously discussed there is on-going market research for upcoming buys in which SB can participate.



2. We are interested in manufacturing the instruments used on this vehicle. Who is the engineer within TACOM that we can discuss the situation with and also how do we obtain the complete TDP of the instruments and panel?

ANSWER: Since the Government does not own the TDP, PMO Stryker will need to request the drawings from GDLS. Please direct any further questions to: USARMY.DETROIT.PEO-GCS.MBX.STRYKER-RFI@MAIL.MIL



3. Will there be any construction services, non-MATOC, that will be needed as part of this process?

ANSWER: There is no expectation that there will be any construction contracts being let to support any near or far term Stryker requirements out of the PM office.



4. I would like to discuss the Signature Management requirements of the Stryker and the Mobile Camouflage Systems.

ANSWER: There are no specific requirements for Signature Reduction on the Stryker Family of Vehicles. The only requirement is for obscuration of visual, radar and thermal sensors which is met with smoke grenades.



5. Can you discuss use of existing SBIRs our company has that can potentially transition or receive a follow on Ph2 for the Stryker Program?

ANSWER: Stryker contracting recently released to FBO a RFI for Stryker Lifecycle Requirements. If your company has an innovative idea that you think is capable of meeting any of the Stryker Lifecycle Requirements, please feel free to respond to the RFI and the PMO will contact you to set up follow-on meetings.



6. Will the requirement for the Stryker vehicle reflect a 360 stitched view for the driver and crew?

ANSWER: It will be required that the views for 360 Situational Awareness (SA) be stitched. However, it has not been established if the views can be stitched in two groupings, front and back.



7. Is the program 100% funded?

ANSWER: The Stryker program has secured current year and projected future years funding to execute the development/integration, hardware procurement, and installation efforts required to implement solutions to enhance the system's performance and maintainability. Funding will be utilized to execute enhancements that will center around, but may not be limited to, the areas of system survivability, automotive performance, network, and maintainability. Initiatives pursued will balance Stryker User and Stryker program priorities with budgetary affordability.



8. Are there any plans to upgrade the turret for the Stryker MGS?

ANSWER: No. With respect to MGS, the Product Manager for Production & Variant Management (PdM P&VM) is focused on applying their planned retrofits. There are no plans to upgrade or enhance the MGS turret in the foreseeable future.



9. Could you discuss the future energy requirements for the Stryker program?

ANSWER: A key component of the Stryker ECP 1 upgrade is a 910A alternator. This is an upgrade from the current 570A alternator. Our analysis shows that the new alternator is sufficient to increase the power margin of the platform enough to address most planned inbound technologies over the next several years. The ECP 1 upgrade is currently only planned for the four Double-V Hull Stryker Brigades. The five remaining Flat Bottom Hull Stryker Brigades will retain the 570A for years to come. There is still a significant opportunity to improve the power margin for the remaining Flat Bottom Hull Strykers.



10. Are there any automotive upgrades being considered?

ANSWER: No. The ECP 1 Program addresses automotive improvement. The component technologies consist of a C9 (450HP) engine (replaces the 350HP C7), a 6.0 Transmission (accommodates 60,000 lbs, and replaces the 5.5), a 910A alternator (replaces the 570A), and an improved In-Vehicle Network. Automotive upgrades are not included in the next series of vehicle improvement plans.



11. Discuss the schedule to include critical program milestones.

ANSWER: Stryker program schedule was addressed in COL Dean's briefing.



12. As many of the capability enhancements being considered for Stryker are already resident in other platforms, how will the Army look to benefit from lessons learned on these other platforms in the areas of system design, integration fielding, and support? How will the Army not end up paying a contractor to learn the lessons that have already been learned by another contractor?

ANSWER: This was addressed in COL Dean's briefing.



13. Will the Prime Contractor be required to compete legacy sub-systems traditionally built in-house?

ANSWER: - There is no contractual requirement for the prime contractor to compete legacy sub-systems traditionally built in-house. The FAR requires the prime contractor to substantiate make versus buy decisions, and the Stryker PMO performs reviews of make versus buy documentation during proposal negotiations.



14. Will an Industry Day along with face-to-face meetings with the Stryker customers be available as part of the procurement process for Task Orders released under TS3?

ANSWER: No. The USG is currently working to release an official TS3 RFI May 2016. The RFI will include draft scopes and the PMO's contemplated technical evaluation factors. Questions may be submitted regarding this draft, which will be answered prior to the submission of final proposals.



15. Will there be funding available this year for Javelin risk mitigation activities and is there a schedule for the lethality upgrades for the entire SBCT force?

ANSWER: PdM SFO is in the process of executing an initial Javelin program. There is minimal opportunity for further Javelin activities in FY16.

PM SBCT is developing its fleet lethality program schedule at this moment. This schedule is not releasable, but will be in the near future.



16. What is the relevance of CAD and Finite Element Analysis services as well as other engineering services such as PLM or reverse engineering?

ANSWER: We would expect contractors to provide Computer Aided Design (CAD) and Finite Element Analysis services for most design work. Reverse engineering of vehicle components may be required due to unavailable design documentation. Project Lifecycle Management (PLM) services is not a primary goal of this initiative.



17. As a program of record, committed and tested, how does one turn the program into a competition going forward? Will the government own the TDP and compete product that is part of the survivability union out to other manufacturers or is there an intent to develop a like/same mentality to those items and how would one become qualified on the platform?

ANSWER: Moving forward, the Government's intent is to expose industry to the Stryker vehicle program. Through exposure, we hope that industry gains a better perspective on what their capabilities are in satisfying future requirements for the Stryker program whether individually, or partnering/collaborating with the OEM.



18. Is there a list of items that the government currently has been identified as items that need to be sourced?

ANSWER: Yes, there is a list of parts that can be provided at a later date.



19. Why was the TARDEC Technical Engineering Services moved from TS3?

ANSWER: TARDEC TES was switched from being solicited under TS3 to Full and Open because of interpretation into how the Harris IT Services Corporation. B411699; B411796 (Oct. 2, 2015) applied to the TARDEC TES. This interpretation precluded all offerors from having a fair opportunity to compete for each task order, as it was based upon an award of a task order (Technical Instructions (TI)) within a task order framework (TS3 MATO IDIQ).



20. Will you be publishing FY 17 TS3 opportunities in the near future?

ANSWER: Yes, we will continue to work on publishing TS3 opportunities on a bi-weekly basis.



21. Will current TS3 IDIQ Seat Holders be required to re-compete to maintain position on overall IDIQ contract?

ANSWER: No, they will not be required to re-compete.



22. Will the TS3 R&D contracting vehicle be used for these solicitations/awards?

ANSWER: We will issue a solicitation, and subsequent award, under the TS3 R&D suite for any new competitive requirement where the best fit for procurement is the TS3 contract.



23. Can we market R&D outside of TACOM?

ANSWER: Yes, other commands have the authority to use the TS3 R&D suite for their work. Other commands have authority to use the KBS and the ERS suites as well.



24. Is there a plan for more R&D contracts?

ANSWER: Yes. We evaluate all competitive new work that comes to R&D to see if the requirement is a fit for TS3 and can therefore be procured under the R&D suite...if it does fit, TS3 will be utilized... If it doesn't fit, you'll see a competitive solicitation issued outside of TS3.



25. What is the projected date of the TARDEC Engineering and Technical Services RFP and will this procurement be a single award, not multiple awards?

ANSWER: Early 4th Quarter FY16. This effort will be procured on a competitive basis. Recommend that you watch or keep tuned to the website:

<http://acc.army.mil/contractingcenters/acc-wrn/Oppt/TES.html> Or watch FBO for the release.



26. What is the best methods for seeking sole source awards?

ANSWER: Be a provider of supplies or services not reasonably available from a competitor and for which we have a need. FAR Part 6 identifies the exceptions to competition and their application and limitations. If you have an item but we have no need, we will not consider it.

There are two other possible routes. The first is unsolicited proposals. These are discussed in FAR 15.6. Several key requirements for a valid unsolicited proposal are: be innovative and unique; and not address a known or previously published requirement. There are others (see FAR 15.6).

The other is the SBIR/STTR program. These are three phased programs. The first are competitive, but they provide special technical data rights and permit sole source awards in Phase three. These are long term opportunities, but if you're interested, start at www.sbir.gov.



27. What are the published plans for ACC-WRN to procure services & supplies directly from 8(a) certified vendors?

ANSWER: ACC-WRN doesn't have published plans to procure services and supplies directly from 8(a) certified vendors. However, the organization reviews all requirement packages with the small business office to determine if it's sourcing strategy can be fulfilled by a small business.



28. How can we find opportunities faster?

ANSWER: There is a quick search feature in FBO (www.fbo.gov) for vendors to access opportunities. This information is available in the FBO.GOV Vendors Guide 1.7, Section 3. There is also a video available for vendors which demonstrates the process. Instructions are also attached and we can make a copy available to vendors.

When you login as a vendor - you will see My FBO - which is the user's home page (resource page). The page allows for easy access to various system features such as:

- I. Announcements - System Announcements posted for the user's reference.
- II. Quicklinks - Navigational options that if selected take a user to a specific action on the site (e.g., view saved searches).
- III. Quick Search - Ability to search for business opportunities quickly by either posted date, set-aside code, place or performance, notice type, agency and/or keyword/Solicitation #.
- IV. Video Demonstrations

If additional assistance is needed contact the local Procurement Technical Assistance Program (PTAC), their contact information is also located on FBO, under the Additional Resources section at the bottom of the homepage.

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29a. What are the primary NAICS codes ACC-WRN seeks for RFPs?

ANSWER: Below are the top five NAICS awarded in FY15 considering both dollars and actions

336992 - Military Armored Vehicle, Tank, Tank Component Manufacturing; ~11.7% of our FY15 actions & ~43.2% of our FY15 dollars; of those, 25 actions (\$40.7M) were set aside for small businesses and another 38 actions (\$10.1M) were set aside for 8a

541330 - Engineering Services

333515 - Cutting Tool; and Machine Tool Accessory Manufacturing

333120 - Construction Machinery Manufacturing

336212 - Truck Trailer Manufacturing



29b. What are the percentage of set-asides?

ANSWER: In FY15, ACC-WRN set aside 2627 actions totaling ~\$527M. This represents ~7.8% of ACC-WRN dollars awarded in FY15.



29c. What are the target set-asides?

ANSWER: ACC-WRN has no assigned targets or goals that are directly tied to set-aside use. Set-aside determinations are made on a case-by-case basis. Every set-aside is justified against the weight of the market research documentation collected for the procurement action in question, which means it's critically important for small businesses to respond to market surveys. While the NAICS Code assigned to an action is a factor in determining its procurement method, every set-aside decision is made on its own individual merits.

NAICS Code usage is subject to change greatly from year to year, which limits their value as a screening tool for new opportunities (i.e., what happened in FY15 may not apply in FY16-17). The best advice relating to set-asides that we can offer to any small business is as follows:

- 1) Review ACC-Warren's FBO postings on a routine and frequent basis;
- 2) Respond to market surveys at all opportunities, and be thorough with your submissions;
- 3) Engage with the buyer and PCO on upcoming acquisitions;
- 4) keep competing