



**U.S. Army Contracting Command**  
*"Our People-Providing the Best Support!"*

# Contracting Support to the War Fighter

12 May 2016  
Shannon Jewell  
C, LAV/Stryker Contracts  
Division





# Agenda



- Justifications & Approvals (J&As)
  - Why does the Government need a J&A?
  - Exceptions to Full & Open Competition
  - Market Research Requirement
  - Transparency of J&As



# Why do we need a J&A?



- Statutory requirement - Competition in Contracting Act of 1984
- Regulatory requirements
- Coordination of acquisition strategy between:
  - Requirements / Technical Office
  - Contracting Center



# Exceptions to Full & Open Competition



## • Seven Exceptions

- **FAR 6.302-1:** Only one responsible source and no other supplies or services will satisfy agency requirements.
- **FAR 6.302-2:** Unusual and compelling urgency
- **FAR 6.302-3:** Industrial mobilization; engineering, developmental, or research capability; or expert services
- **FAR 6.302-4:** International agreement
- **FAR 6.302-5:** Authorized or required by statute
- **FAR 6.302-6:** National security
- **FAR 6.302-7:** Public Interest

FAR 6.302-1  
and -2 are  
most common



# Market Research Requirement



- FAR 6.303-2(a)(8) requires the J&A to document the results of market research (FAR Part 10):
  - Industry Days
  - Meetings with Contractors
  - Conferences
  - Web Searches
  - Market Surveys
  - Sources Sought / Request for Information (RFI)
    - DFARS (PGI 206.302-1, paragraph d) requires the PCO to post a sources sought or RFI when citing FAR 6.302-1, One Responsible Source



# Commonly Used Exceptions to Full & Open Competition



- Most Commonly Used Exceptions
  - FAR 6.302-1: One Responsible Source
    - Uniquely qualified contractor able to execute the requirement without unacceptable duplication of cost or schedule
      - Facilities
      - Special Capabilities
      - Tech Data Rights
      - Ability to Meet Schedule
  - FAR 6.302-2: Urgency
    - Typically based upon an Operational Needs Statement (ONS) / Statement of Urgency
      - Urgent delivery schedule requirement
      - Lead-time required
      - Serious injury to the Government which would result if award of a contract is delayed



# Transparency of J&As



- Per FAR 6.305 – Availability of the Justification, all J&As shall be:
  - Publically available at the Government Point of Entry (GPE) [www.fedbizopps.com](http://www.fedbizopps.com)
  - Posted within 30 days
  - Remain posted for 30 days
- Instructions on how to find J&As



**U.S. Army Contracting Command**  
*"Our People-Providing the Best Support!"*

# Contracting Support to the War Fighter

12 May 2016  
Kenny K. Wong  
C, Operations & Support  
Group





# Agenda



- Stryker History
- Current Stryker Contract Portfolio
- Stryker Market Research
- Upcoming Opportunities



# Stryker History



- The Interim Armored Vehicle (IAV) program is a family of medium armored vehicles, introduced in FY00 to satisfy a requirement for a combined arms team with enhanced strategic deployability.
  - Based on Light Armored Vehicle (LAV), consists of two basic variants, the Mobile Gun System (MGS) and the Infantry Carrier Vehicle (ICV) – the baseline for eight additional configurations
- Competitive at the onset, program awarded to GM General Dynamics Land Systems (GM GDLS) on 16 Nov 2000 using best value Source Selection techniques.
- 3 Follow-On Efforts to date:
  - W56HZV-07-D-M112 Awarded 20 Dec 2006 - \$9B
  - W56HZV-13-D-0008 Awarded 30 Oct 2012 - \$2B
  - FY16-18 Requirements Portfolio of Contracts - \$1.3B



UNCLASSIFIED

# Current Stryker Contract Portfolio



## Stryker FY16-18 Requirements Contract Portfolio

- Sustainment Contract W56HZV-16-D-0025 - \$193M *Awarded 10-29-2015*
- Systems Technical Support Contract W56HZV-16-D-0037 - \$154M  
*Awarded 1-27-2016*
- Wholesale Supply Contract W56HZV-16-D-0060 \$550M *Awarded 3-24-2016*
- Retrofit / Crash Damage Contract W56HZV-16-D-0035 - \$75M  
*Awarded 4-7-2016 / CRASH Damage TAD 5-13-2016*
- Vehicle Production & Exchange Contract - \$308M *TAD: 7-31-2016*
- ONS Lethality Contract W56HZV-16-C-0038 - \$385M *TAD: 7-13-2016*



# Stryker Market Research



- Current Market Research Efforts:
  - Request for Information (RFI) closed 01 April
    - More than 75 contractors responded with multiple submissions
    - Responses are under evaluation
  - One on Ones w/ Industry
  - Along w/ TARDEC considering whether to utilize:
    - Small Business Innovative Research (SBIR) w/ funding from SBO
    - TARDEC Broad Agency Announcements (BAA)



## Upcoming Opportunities



- TACOM Strategic Service Solutions (TS3)
  - Consolidation of 8 current Omnibus Task Orders:
    - Services Include: Engineering & Technical Support; Engineering Logistics; C4ISR; Training & Survivability; Operations Support; Fleet Mgt. Support; Logistics Support for Warehouse at ANAD; and Logistics Support for Total Package Fielding.
      - Knowledge Based Services (KBS) Restricted Suite
      - Anticipate Low Price Technically Acceptable Evaluation Structure
      - RFI sent to TS3 contractors week of 2 May 2016
      - Current TAD: 15 September 2016
  - More TS3 actions in acquisition planning phase



## Upcoming Opportunities



- Anticipated Follow-On Requirements to FY16-18 Contracts with GDLS
  - Sustainment Services
  - Systems Technical Support
  - Wholesale Supply
  - Retrofit and Crash Damage Repair Services
  - Production & Exchange
  - Kits
- TADs: Staggered awards in FY18
- Contracting Strategy: Under development
  - RFI sought input regarding forums, data, information or assets that may assist industry in its development of proposals



**U.S. Army Contracting Command**  
*"Our People-Providing the Best Support!"*

# Contracting Support to the War Fighter

12 May 2016  
COL Glenn Dean  
PM Stryker Brigade  
Combat Team (SBCT)





# Agenda



- Stryker Mission/Vision
- Changing Environment
- Future Direction
- Stryker Market Research Focus
- Stryker Market Research Purpose
- Industry Interactions



# Stryker Mission/Vision



## **Mission Statement**

Develop, deliver and sustain the Army's premier wheeled combat vehicles to sustain our Soldiers' combat advantage.

## **Vision Statement**

A team of dedicated professionals delivering reliable world-class wheeled combat vehicles to the Warfighter.



# Changing Environment



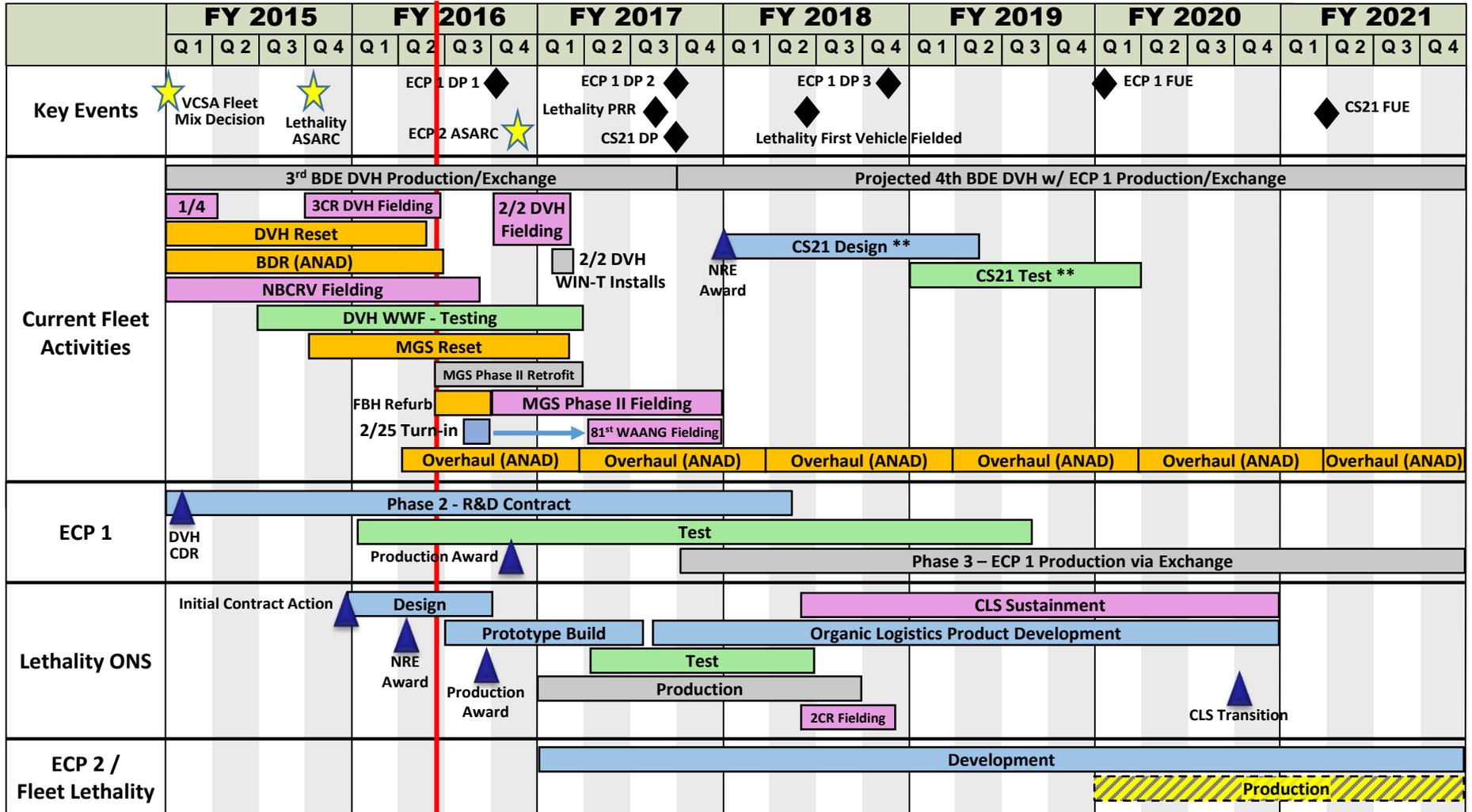
- International Uncertainty: ISIS, Afghanistan, resurgent Russia & expanding China
- Greater competition for DOD resources (internal to DoD, national budgets)
  - *PM SBCT is a net winner thus far!*
- Overall Army priority is **readiness**
- New Army Combat Vehicle Modernization Strategy: Light forces focus, but improve the **lethality** of the SBCT
- Tension between rapid needs, but fully supportable systems – training and operating costs are a major concern in the force



# Future Direction



Today





# Stryker Market Research Focus



1. Lethality;
2. Survivability;
3. Logistics;
4. In Vehicle Network; and
5. Automotive Enhancements



# Stryker Market Research Purpose



- Purpose/Goals:
  - Interact with industry to better understand the existing capabilities and potential innovations; and
  - Strategically find ways to allow industry to become familiar with the Stryker Family of Vehicles (FOVs);
  - Find ways to reduce costs through competition while increasing innovation and quality for
    - Fleet Lethality/ONS efforts
    - Follow-on efforts to the FY16-18 portfolio of contracts



# Industry Interaction



- What kind of information and interaction do you need to be competitive on future actions?





# Questions?



**Additional questions may be submitted to the RFI mailbox:  
[usarmy.detroit.peo-gcs.mbx.stryker-rfi@mail.mil](mailto:usarmy.detroit.peo-gcs.mbx.stryker-rfi@mail.mil)**