

Confronting Expeditionary Warfare Capability Challenges Industry Day

Presented by:

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25 June 2013



Industry Day Agenda

- BAA Process Overview
 - White Paper Details
 - BAA Schedule
- Technical Session
- Break (10 min)
- Question Response Segment
- Adjourn



Rules of Engagement

- Questions accepted via index cards
 - Questions that do not require further research will be responded to during this conference
 - A consolidated list of all Q&As will be provided via Federal Business Opportunities website within 10 days.



BAA Objective

- Navy's primary objective for this BAA is to focus on improving the understanding of the technologies that enhance and accelerate military capabilities to confront expeditionary warfare capability challenges while meeting urgent/emergent operational needs
- Expeditionary Warfare Innovations Branch is currently placing emphasis on R&D related to:
 - Mine Warfare
 - Naval Special Warfare Enhancements
 - Expeditionary Prepositioning/Logistics
 - Navy Expeditionary Combat
 - Expeditionary Warfare Training



BAA Description

- FAR 2.101, 6.102(d), and 35.016
- “BAAs may be used by agencies to fulfill their requirements for scientific study and experimentation directed toward advancing the state-of-the-art or increasing knowledge or understanding rather than focusing on a specific system or hardware solution.”
- “Competitive selection of basic and applied research and that part of development not related to the development of a specific system or hardware procurement is a competitive procedure if award results from—
A broad agency announcement that is general in nature identifying areas of research interest, including criteria for selecting proposals, and soliciting the participation of all offerors capable of satisfying the Government’s needs; and a peer or scientific review.”
- “...proposals need not be evaluated against each other since they are not submitted in accordance with a common work statement.”
- “The primary basis for selecting proposals for acceptance shall be technical, importance to agency programs, and fund availability.”



Who Can Participate

- Industry
- Educational Institutions
- Nonprofit Organizations
- Small Businesses
 - Veteran-Owned Small Businesses
 - Service-Disabled Veteran-Owned Small Businesses
 - HUBZone Small Businesses
 - Small Disadvantaged Businesses
 - Women-Owned Small Businesses

Note: Foreign entities are not authorized to participate



BAA Approach

Two Phase Selection Process:

Phase I: White Papers

- Submitted by offerors in response to the BAA
- Provides the Navy initial assessment of the technical and operational feasibility of the concept
- Prevents unwarranted effort on the part of offerors in preparing full technical and cost proposals
- If evaluated unfavorably, offeror will be notified by the Contracting Officer
- If evaluated favorably, move on to Phase II

Phase II: Technical and Cost Proposals

- Submitted only at the request of the Contracting Officer via Request For Proposal (RFP)
- Volume I Technical Proposal – 50 page limit (excluding Resumes)
- Volume II Cost Proposal – no page limit
- Technical and Cost elements are negotiable before contract award



Phase I White Paper

Phase I White Paper Content (10 Pages):

- Cover Page (excluded from page limit)
- Executive Overview
- Technical Description
- Management Approach
- Resumes of key personnel (excluded from page limit)
- Schedule (excluded from page limit)
- Offeror's Capabilities and Experience
- Past Performance
- Cost estimate on a Fiscal Year basis (Oct 1st-Sept 31st)
- Data Rights Assertions on Proposed Technology
- Draft Statement of Work (SOW) including deliverables and key milestones (excluded from page limit)



Phase I White Paper (cont)

Items Excluded from Page Count:

- Cover Page
- Resumes of key personnel
- Schedule
- Draft SOW including deliverables and key milestones



Phase I White Paper (cont)

- White Papers and if requested a full proposals should be unclassified to the greatest extent possible; however Classified White Papers (up to and including SECRET) will be permitted
- Ongoing dialogue with Navy technical POC is acceptable during White Paper preparation
- 10 single sided page limit (excluding cover page, resumes, schedules, and draft SOW including key milestones and deliverables)
- Offerors may submit multiple White Papers. If an Offeror submits multiple White Papers, each should be submitted in response to a different topic or explore different technologies within one topic.



Phase I White Paper Evaluation

- Selection of White Papers submitted in response to this BAA will be based on a scientific and peer review process
- White Papers will be evaluated in accordance with an evaluation plan established before BAA released
 - Evaluation plan will not be provided with the BAA
- Evaluation will determine the relative merit of the technical approach of each White Paper
- Business and contractual aspects including but not limited to proposed cost estimates and budgetary constraints, will also be considered as part of the evaluation



Phase I White Paper Evaluation

- **White Papers may not be considered for in-depth evaluation for the following reasons:**
 - Not relevant to research interests
 - Tried in the past, or is in existing technology
 - High risk
 - Unaffordable
- **Evaluation based on the following (listed descending order of importance):**
 - Technical merit and approach
 - Experience and capabilities of offeror, and experience of the key personnel who are critical to program success
 - Past performance
 - Cost estimates
 - Data Rights Assertions



Phase II Proposal

Phase II – Full Technical and Cost Proposal

- Provided only if solicited by the Contracting Officer via an RFP
- Any such invitation is in no way an obligation on the part of the Government to award a contract
- The request for proposal will contain the terms and conditions and clauses to be incorporated in the potential contract
- Proposal validity should be 180 days
- The Government will treat White Papers and proposals the same as bid and proposal information



Phase II Proposal (cont)

Technical Proposal (Volume I) content:

- Further flesh out technical ideas
- Provide additional information not presented in the White Paper that the Government may want to consider
- Proposed work should correspond to proposed costs

Cost Proposal (Volume II) content:

- Cost Proposal estimates must be justified by a basis of estimate
- Cost Summary
- Work Breakdown Structure
- Cost by Fiscal Year (Oct – Sept)
- Identify direct and indirect costs & rates; travel; Subcontractor, material and support costs; other direct costs; and fees.



Key Highlights

- Feed back regarding this BAA should be submitted no later than 10 working days after this Industry Day
- Offerors may be required to perform, store, and process classified work up to and including SECRET Level
- Costs of preparing White Papers and/or Proposals are not an allowable direct charge to the Government or any of its contracts
- The Government desires a minimum of Government Purpose Rights in technical data delivered under any contract resulting from the two-phased selection process



Key Milestones and Decisions

MILESTONES / DECISIONS	TIME FRAME
BAA	Open for 1 Year
Offerors Submit White Papers	25 July 2013 →
Evaluation of White Paper	2 months
Government Decision to Pursue White Paper Topic	
Phase II Proposal Preparation	1 month
Evaluation of Proposals and Negotiations	3 months
Government Decision to Award Contract	

- The Government will attempt to achieve the aforementioned time frames
- The Government reserves the right to award contracts before this BAA closes



Notional BAA Schedule

EVENT	DATE
BAA Industry Day Announced	31 May 2013
Industry Day	25 June 2013
Publish BAA	25 July 2013
Initial Contract Award	2 Qtr FY 2014
BAA Closes	24 July 2014

- The Government reserves the right to extend or retract the BAA
- The Government will attempt to achieve the aforementioned schedule



Points of Contact

- Contracting (Primary): Contract Specialist Mr. Brad Watson (NAVSEA 02623W) (202) 781-5070, email: john.b.watson1@navy.mil
- Contracting (Secondary): Contracting Officer Ms. Debra Mackall (NAVSEA 02622) (202) 781-2921, email: debra.mackall@navy.mil
- Technical (SEA073N): Adam Outlaw (202) 781-2220, email: adam.outlaw@navy.mil



Expeditionary Warfare Division

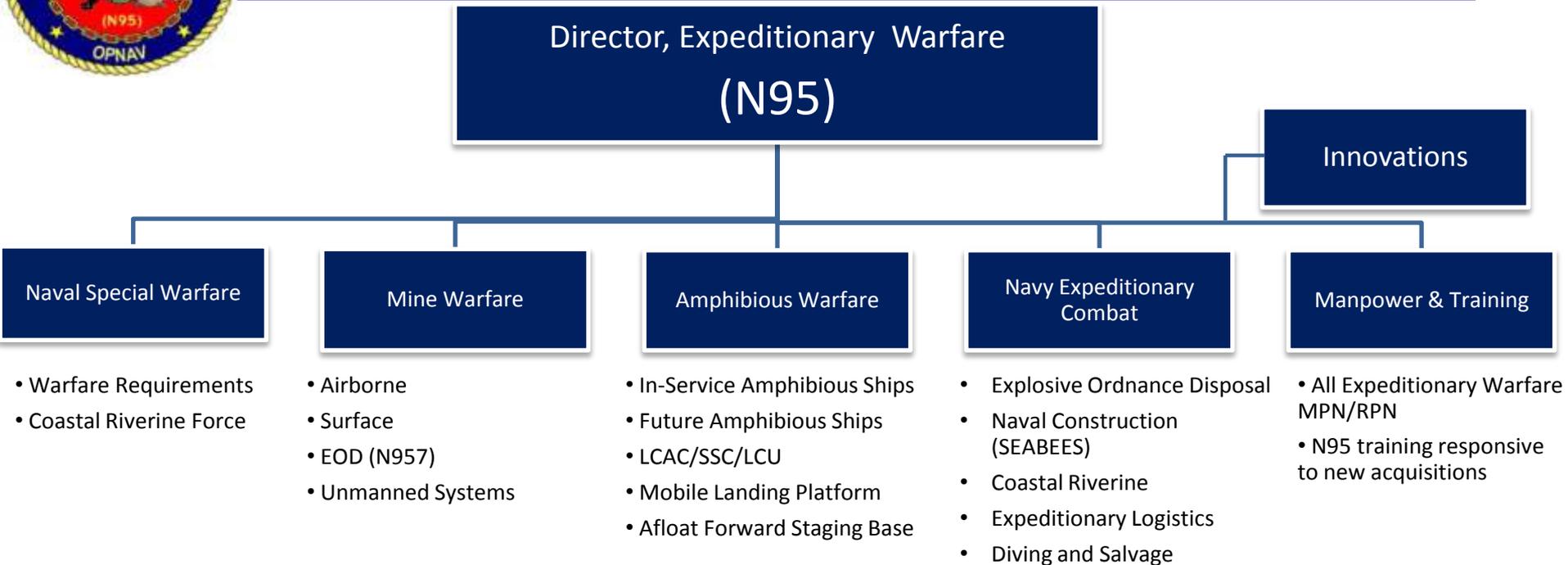


***Technical Session
25 June 2013***

*CDR Michael Elbert, USN
Branch Head, Expeditionary Warfare Innovations (N95I)
CNO OPNAV Staff, N9 Warfare Systems*



Overview



MAN, TRAIN, EQUIP, MAINTAIN, SUSTAIN, MODERNIZE



We are entering a Post-War Era

Naval Special Warfare

SMALL TACTICAL UAS AND COMMON TACTICAL COMMS



LEGACY TACTICAL COMMUNICATIONS



LEGACY COMBATANT CRAFT

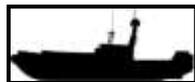


INLAND OPERATIONS

- Capability Driven Recapitalization
- Support NSW movement towards SFA
- Ensure NSW compatibility w/ Fleet assets for future sea-based deployment options
- Exploit Navy-SOF system commonality
- Improve tactical ISR capabilities
- Improve Command & Control



COMMON COMBATANT CRAFT



MARITIME OPERATIONS FROM MLP/AFSB



OIF/OEF Centric

Post-OIF/OEF Engagement

Mine Warfare



- Distributed and Netted
- Unmanned Operations
- Cooperative Behavior
- Computer Aided Detect/Classify
- Common Operational Picture
- Sea Warrior Transformation

Removing the Sailor from the minefield to increase clearance rates

- Slow / Heavy
- Large footprint
- Stovepiped
- Primarily CONUS-based
- Manpower Training Intensive



- Lethal
- Fast and Agile / Precise
- Modular / Organic
- Optimized Manpower Reqtqs

Dedicated Assets

Organic Assets

Amphibious Warfare



- Capability Driven Recapitalization
- Supports Larger/Heavier USMC Footprint
- Full Service Life Ship Modernization
- Supports Joint Strike Fighter Ops
- Supports MV-22 Osprey Ops
- Improved Command & Control
- Improved Self-Defense
- Increased Survivability



AVIATION INTEGRATION



CONNECTORS



CENTCOM FOCUS

PACOM FOCUS

Naval Expeditionary Combat

Naval Construction (SEABEES)



Explosive Ordnance Disposal



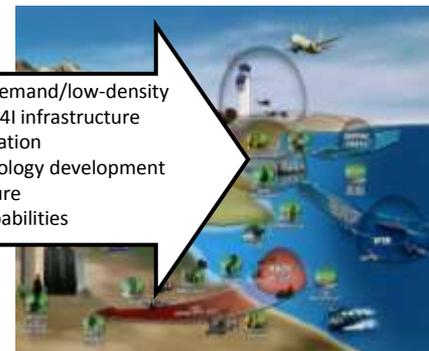
Coastal Riverine Forces



Expeditionary Logistics



- Investments in high-demand/low-density
- Common, upgraded C4I infrastructure
- Small boat standardization
- Continued EOD technology development
- Evolving Force Structure
- Robust non-lethal capabilities



NECC Forces link maritime/land domain in littoral battlespace

Mine Warfare

Current MCM Force

Mine Countermeasures (MCM) Triad

Airborne Mine Hunting and Sweeping



Airborne MCM



Surface MCM

Underwater MCM



Surface Mine Hunting, Sweeping, and Neutralization

Underwater Mine Hunting and Neutralization

- AVENGER-Class Minesweepers (MCM-#)
- MH-53E Squadron/Detachment
- EOD MCM Platoon



6* – Bahrain
 4 – Sasebo
 3 – San Diego
 *2 SD-based MCM augmenting 5th Fleet

HM14 – Norfolk
 2 MH-53E in Korea
 HM15 – Norfolk
 4 MH-53E in Bahrain

3 – San Diego
 4 – Norfolk
 2 – Rota
 1 – Bahrain
 1 – Guam
 1 – Sasebo



Mine Warfare

- **Technologies that support and/or improve the numerous elements of the Mine Warfare "Detect to engage" operational scenario including but not limited to improved detection sensors (granularity), automated target recognition, Computer-aided Detection/Computer-Aided classification (CAD/CAC), real time data transfer of HD sonar data, and OTH Communications (2 way) for large volumes of raw sonar data and C2 instructions to off board platform**
- **Technologies that extend the endurance of off board sensor platforms including but not limited to extended life power systems and/or forward deployed refueling/data transfer stations**

Naval Special Warfare Enhancements

Navy Support To *Naval Special Warfare Command*

Service Common Capabilities

- Expeditionary ISR
- Afloat Forward Staging Base (AFSB)
- Visual Augmentation Systems (VAS)
- Munitions
- Communications
- Small-arms and weapons mounts
- Navy EVBSS capability aboard Amphibious Ready Groups (ARG)

Coastal Riverine Force

- Riverine's primary materiel resourcing

Future Capabilities

- Integrate NSW into future Navy capabilities and concept development (UAS, UUV, LCS, JHSV)
- MK VI Patrol Boat (85')
- Navy/SOCOM joint resourcing efforts



Naval Special Warfare Enhancements

- **Technologies that improve multi-intelligence, multi-spectral sensors that provide greater granularity and discrimination for manned and unmanned surface and underwater mobile platforms to include unattended maritime sensor networks**
- **Technologies for lighter weight portable packs/generating systems for maneuver unit peoples**
- **Technologies that are smaller, more powerful (longer range/higher fidelity) day/night vision enhancement capabilities**
- **Technologies that are compact, multi-spectrum, single source antennae compatible with combatant craft tactical C2 systems**
- **Technologies that develop/enhance maritime to ground mobility concepts**

Amphibious Warfare



Amphibious Warfare



LHA/LHD



LPD 4/LPD 17



LSD



CH 46



AV-8B



MV 22



LCU



AAV



AAV

- Capability Driven Recapitalization
- Supports Larger/Heavier USMC Footprint
- Full Service Life Ship Modernization
- Supports Joint Strike Fighter Ops
- Supports MV-22 Osprey Ops
- Improved Command & Control
- Improved Self-Defense
- Increased Survivability

LHA 6/7 (Flt 0)



LPD 17



LHA 8 (Flt 1)



LX(R)



AVIATION INTEGRATION

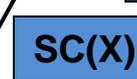


JSF



MV 22

SC(X)



ACV



LCAC-100



MLP-AFSB



MLP

Operations from 1- 5 miles off beach

Sea-Based Operations from 12nm+ miles



Expeditionary Prepositioning / Logistics

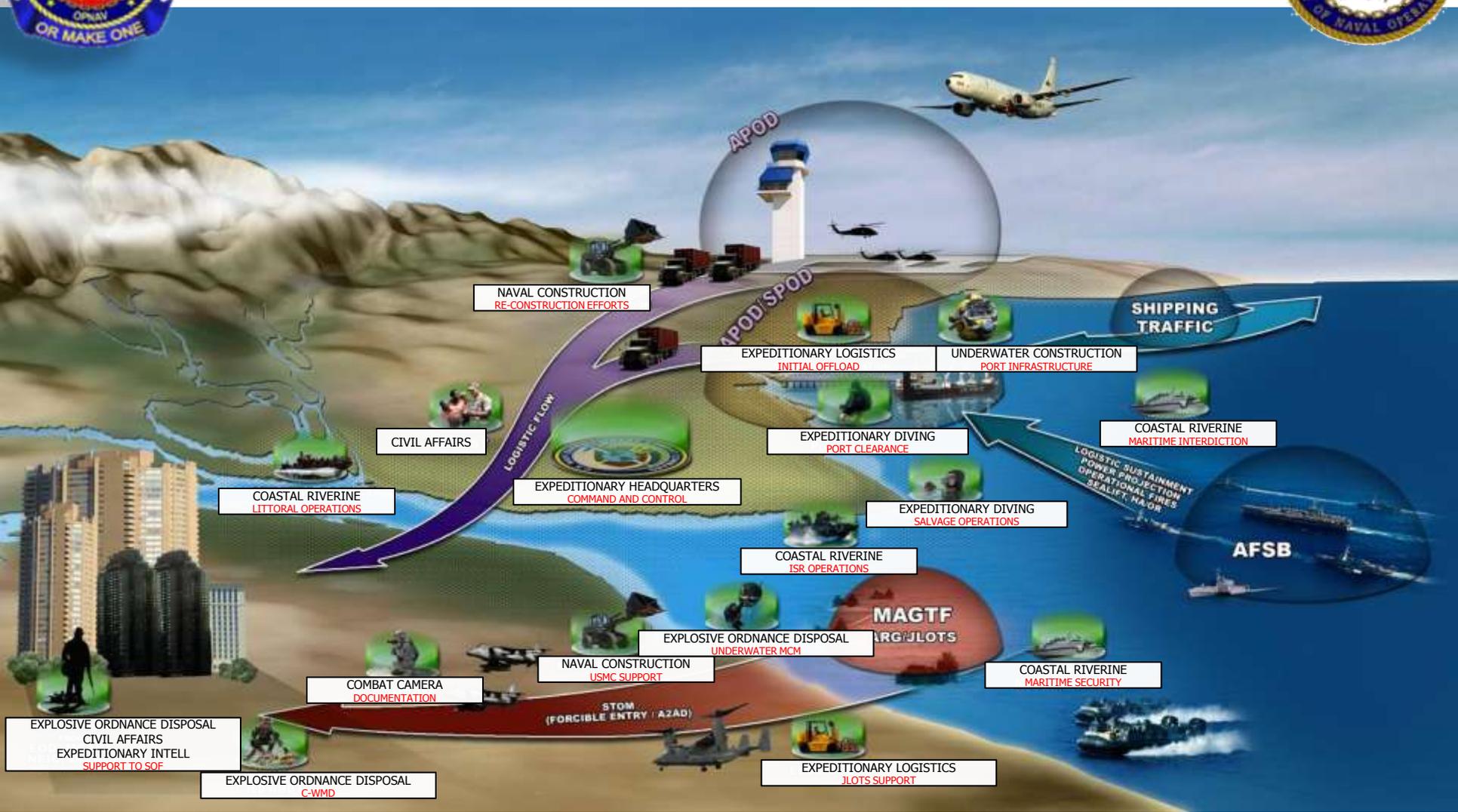
- **Technologies for packing that both reduce the cube and square of sustainment and facilitate unit distribution from the sea base to the individual user or weapon system**
- **Technology that is a robust, highly mobile automated information technology system with total asset visibility and assured receipt confirmation in order to provide an enterprise view of the entire logistics chain accessible to small units of distributed, highly mobile forces**

Expeditionary Combat Command



NECC Forces

Joint Value across the Range of Military Operations



Links maritime and land domains across the challenging littoral battlespace, effectively enabling the support of joint operations ashore from the global maritime commons.



Navy Expeditionary Combat

- **Technologies that improve the warfighter's ability to interact with target populations, identify threat activities, solve complex problems and adapt to situations faster than an adversary**



Manpower & Training



Expeditionary Warfare Training

- **Technologies that utilize dynamic tactics and reasoning to observe friendly force tactics, exploit weaknesses/repetition, inflection and urgency recognition, and near real-time interpretations to train expeditionary warfare personnel against an adaptive adversary**



Break Time



**Take a 10 minute break prior to
Question Response Segment**