

## 1. INTRODUCTION:

1.1 The United States Special Operations Command (USSOCOM) has established a Joint Acquisition Task Force (JATF) within the Special Operations Forces Acquisition, Technology, and Logistics (SOF AT&L) Center in order to accelerate the development, procurement, and integration of commercially-derived technologies to address current gaps and future offensive and defensive capabilities.

1.2 The USSOCOM SOF AT&L Center JATF seeks to award FAR and non-FAR Contracts and Agreements to nontraditional and traditional defense contractors to carry out prototype projects that are directly relevant to enhancing the mission effectiveness of the SOF Operator and the supporting platforms, systems, components, or material to be acquired or developed by the USSOCOM, or the improvement of platforms, systems, components, or materials in use by USSOCOM.

1.3 This Commercial Solutions Opening (CSO) will make awards to proposals for innovative, commercial technologies through a multi-phased, competitive process.

1.3.1 **Phase I:** Initially, solutions will be sought on a full-and-open basis under certain technology areas, or industry sectors, characterized by Areas of Interest (AOI). Initial submissions against these AOIs will be requested as Solution Briefs (SB) mainly in the form of a White Paper (WP). A team of Government personnel who are subject matter experts for the given AOI will evaluate each submission independently against standard criteria for advancement to Phase II. **The Government may elect to proceed directly to Phase III after a successful Phase I evaluation.**

1.3.2 **Phase II:** If a Phase II evaluation is necessary, the Government will host Phase II invitees at one of its facilities wherein each company will have a standard amount of time to pitch/demonstrate its proposed solution to the Government evaluation panel and hold any discussions necessary for evaluation. Discussions may continue outside of the pitch/demonstration session. Participation in Phase II will be entirely at the company's expense. Favorably evaluated pitches will receive a Request for Prototype Proposal (RPP) that marks the beginning of Phase III. **Note, Phase II is optional for this CSO process, and may not always be conducted, or may not be required for every successful Phase I submission.**

1.3.3 **Phase III:** The Government will only advance companies to Phase III if it intends to award a Contract or Agreement for its proposed solution. Companies will collaboratively build Statements of Work with the Government team, and negotiate Contract/Agreement Terms and Conditions for award.

1.4 There are two types of Areas of Interest (AOI), **General AOIs** and **Specific AOIs**.

1.4.1 **General AOIs** will be posted on the SOF AT&L JATF website indefinitely and submissions will be accepted continuously. General AOIs may not have funding set-aside or available to make an award, even if the proposed technology is favorably evaluated.

1.4.2 **Specific AOIs** will be posted and advertised intermittently when the Government has particular interest in a further defined problem set. The Specific AOIs will only be posted for a specified amount of time wherein submissions will be accepted. Additionally, Specific AOIs will usually have funding set-aside and available to immediately make awards for favorably evaluated proposals.

1.4.3 All AOIs will be posted on the SOF AT&L JATF CSO website.

## 2. GUIDELINES FOR SOLUTION BRIEFS, PITCHES, AND PROPOSALS:

2.1 The purpose of the Solution Brief is to identify innovative solutions and preclude effort on the part of the Company whose proposed work may not be of interest to the Government. Companies are encouraged to follow the instructions detailed below. Solution briefs should specifically identify the AOI on the CSO website to which it is responding. The Government aims to provide an evaluation response 30 days after receipt of a Solution Brief under a General AOI, and 30 days after the submission deadline for Solution Briefs in response to a Specific AOI.

2.2 Submissions will not be returned. The original of each submission received will be retained by the USSOCOM SOF AT&L JATF and all other non-required copies destroyed.

### 2.3 Guidelines for Solution Brief Submissions:

2.3.1 It is generally desired that active Research and Development (R&D) is underway for concepts submitted under this CSO. Active R&D includes analytical studies and laboratory studies to physically validate the analytical predictions of separate elements of the technology, as well as software engineering and development.

2.3.2 Costs of preparing and submitting solution briefs are at the Company's expense.

2.3.3 Unnecessarily elaborate brochures or proposals are not desired.

2.3.4 Use of a diagram(s) or figure(s) to depict the proposed solution is strongly encouraged.

2.3.5 Multiple solution briefs addressing different topic areas may be submitted by the same organization; however, each solution brief may only address one concept based on the stated Government General and Specific AOIs.

2.3.6 The period of performance for any solution brief or proposal submitted under this CSO should generally be no greater than 24 months.

2.3.7 Technical data with military application may require appropriate approval, authorization, or license for lawful exportation.

2.3.8 All solution briefs shall be unclassified. Solution briefs containing data that is not to be disclosed to the public for any purpose or used by the Government except for evaluation purposes shall include the following sentences on the cover page:

*"This solution brief includes data that shall not be disclosed outside the Government, except to contractor support services personnel for evaluation purposes, and shall not be duplicated, used, or disclosed -- in whole or in part -- for any purpose other than to evaluate this submission. If, however, an agreement is awarded to this Company as a result of -- or in connection with -- the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent agreed upon by both parties in the resulting agreement. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]"*

And each restricted data sheet should be marked as follows:

*“Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal.”*

2.3.9 Foreign-Owned businesses may be a submitter alone or through some form of teaming arrangement with one or more United States-owned businesses. However, the ability to obtain an agreement based upon a submission may depend upon the ability of the Foreign Owned business to obtain necessary export clearances and approvals to obtain AOI or SOI information.

2.3.10 Questions regarding the objectives or preparation of the solution brief should be addressed to: [JATF2@socom.mil](mailto:JATF2@socom.mil)

2.3.11 Submissions must be submitted electronically via the SOF AT&L JATF website:  
<https://www.socom.mil/SOF-ATL/Pages/baa.aspx>

**2.4 Solution Brief Preparation and Evaluation:** Submitter’s solution brief should not exceed five (5) pages using twelve (12)-point font. Alternatively, solution briefs may take the form of slides, which should not exceed ten (10) slides. These limits are not requirements, but strong recommendations.

2.4.1 Solution Brief Content:

- Title Page (does not count against page limit) - Company Name, Title, Date, Point of Contact Name, E-Mail Address, Phone, and Address
- Executive Summary (one page) - Provide an executive summary of the technology.
- Technology Concept: Describe the unique aspects of your technology and the proposed work as it relates to the AOI. Identify whether the effort includes the pilot or demonstration of existing commercial technology (identified as commercially ready and viable technology), or the development of technology for potential commercial or defense application. If development or adaptation is proposed, identify a suggested path to mature the technology.
- Company Viability: Provide a brief overview of the company. Provide a summary of current fundraising to date or a summary of the top line (gross sales/revenues). Provide a summary of product commercialization and go-to-market strategy.

2.4.2 Solution Brief Basis of Evaluation: Individual solution briefs will be evaluated without regard to other submissions received under this announcement against the following criteria:

- Technical Merit – the feasibility of the proposed solution to address the AOI
- Relevancy – how the proposed solution relates to the AOI
- Innovation – degree to which the proposed solution provides an innovative, unique and/or previously under-utilized approach
- Business Viability – strength of the company and commercial viability of the proposed solution. The Government may elect to use external market research in the evaluation of a company’s viability.

2.4.3 For Specific AOI submissions, additional technical evaluation criteria may be used. In these instances, the additional criteria will be posted with the Specific AOI on the SOF AT&L JATF CSO website.

2.4.4 After evaluation of a solution brief, the Government may elect to invite a Company to pitch and/or demonstrate their technology in person or request additional information from the Company.

**2.5 Pitch and/or Demonstration Content:** The pitch and/or demonstration should provide more details on the technical merit and business viability of the proposed solution submitted in the Solution Brief. Regardless of format, the pitch and/or demonstration must also address:

- Rough Order of Magnitude price and notional schedule.
- USSOCOM Utility and how this concept could be tested within a SOF military environment.
- Operational Impact. Detail who the operational users of the technology are expected to be.
- Prototype: State how this effort fits the CSO definition of a prototype.
- Data Rights and Intellectual Property Assertions.
- The Government may request additional information outside of the pitch/demonstration.

**2.6 Pitch and/or Demonstration Basis of Evaluation:** Individual pitch and/or demonstration will be evaluated without regard to other presentations under this announcement on the following factors:

- Technical Merit
- Relevancy to AOI
- Business Viability
- Innovation
- Cost
- Schedule
- Data Rights/Intellectual Property

2.7 The Government will aim to complete Phase II evaluations and Company notification within 30 calendar days of the pitch/demonstration and/or receipt of additional requested information. All companies will receive Phase II notification, however, only favorably evaluated pitches/demonstrations will enter Phase III of the CSO process and receive a Request for Prototype Proposal (RPP).

**2.8 Proposal Preparation:** RPPs will include preparation instructions for Prototype Proposals. During this Phase, companies will collaboratively develop Statements of Work (SOW) with the Government teams for their specific projects and negotiate Terms and Conditions into their Contracts or Agreements.

### **3. CONTRACT AWARD:**

3.1 Only Warranted Contracting Officers and Agreements Officers may obligate the Government and issues awards for Procurement Contracts or Other Transaction Agreements (OTA).

3.2 Awards made under this CSO will be either FAR-based Firm Fixed-Price contracts or Other Transaction Agreements (OTA) under 10 U.S.C 2371b for Prototypes Projects with potential follow-on non-competitive Production Agreements. Contract type will be determined during Phase III.

3.3 In the event an OTA is awarded under 10 U.S.C 2371b for a Prototype Project, a follow-on production agreement may be awarded to the Prototype Project recipient in a non-competitive manner based on completion of success criteria listed in the Prototype Project. Non-completion of all success criteria does not limit the possibility of the non-competitive follow-on production OTA, and the non-competitive production OTA may also be awarded before the overall completion of the Prototype Project.

3.4 To receive an award, Companies must be a registered entity in the System for Award Management (SAM). This system verifies identity and ensures that payment is sent to the right party. The link can be found here: <https://sam.gov/SAM/>

3.5 In general, to invoice and receive payment, Companies must register in Wide Area Work Flow (WAWF). The Contracting Officer/Agreements Officer will provide WAWF assistance during Phase III.

**4. NON-GOVERNMENT ADVISORS:** Non-Government advisors may be used in the evaluation of solution briefs and proposals and will have signed non-disclosure agreements (NDAs) with the Government. The Government understands that information provided in response to this CSO is presented in confidence and may contain trade secret or commercial or financial information, and it agrees to protect such information from unauthorized disclosure to the maximum extent permitted and as required by Law.

**5. CONTACT INFORMATION:** Be advised, only a Contracting Officer/Agreements Officer has the authority to enter into a binding agreement on behalf of the Government and has exclusive authority to change the terms of a contract or agreement. All inquiries need to be sent to [JATF2@socom.mil](mailto:JATF2@socom.mil)

#### **6. DEFINITIONS:**

**Innovative:** “Innovative” is defined as (1) Any technology, process, or method, including research and development, that is new as of the date of submission of a proposal; or (2) Any application that is new as of the date of submission of a proposal of a technology, process, or method existing as of such date.

**Non-traditional Defense contractor (NDC):** An entity that is not currently performing and has not performed, for at least the one-year period preceding the solicitation of sources by DoD for the procurement or transaction, any contract or subcontract for the DoD that is subject to full coverage under the cost accounting standards prescribed pursuant to section 1502 of title 41 and the regulations implementing such section (see 10 U.S.C. 2302(9)).

**Other Transaction Agreement (OTA):** Legally binding instruments not subject to the requirements of the Federal Acquisition Regulation (FAR) obligating the Government for a purpose IAW 10 USC 2371 and 2371b.

**Procurement contract.** A contract awarded pursuant to the Federal Acquisition Regulation.

**Prototype Project:** prototype project addresses a proof of concept, model, reverse engineering to address obsolescence, pilot, novel application of commercial technologies for defense purposes, agile development activity, creation, design, development, demonstration of technical or operational utility, or combinations of the foregoing. A process, including a business process, may be the subject of a prototype project.

Although assistance terms are generally not appropriate in OT agreements, ancillary work efforts that are necessary for completion of the prototype project, such as test site training or limited logistics support, may be included in prototype projects. A prototype may be physical, virtual, or conceptual in nature. A prototype project may be fully funded by DoD, jointly funded by multiple federal agencies, cost-shared, funded in whole or part by third parties, or involve a mutual commitment of resources other than an exchange of funds.