

**FUNDING OPPORTUNITY ANNOUNCEMENT (FOA) # FA8650-19-S-5010
DEFENSE PRODUCTION ACT (DPA) TITLE III EXPANSION OF
DOMESTIC PRODUCTION CAPABILITY AND CAPACITY
MATERIALS & MANUFACTURING DIRECTORATE**

CALL 006

**“Defense Production Act (DPA) Title III AN/SSQ-101B Sonobuoys
Production Capability Project”**

Overview Information

NAICS Code: The NAICS Code for this acquisition is 339999 (All Other Miscellaneous Manufacturing) and the small business size standard is 1,500 employees.

Federal Agency Name: Air Force Research Laboratory, AFRL/RXKMT

CALL Title: Defense Production Act (DPA) Title III AN/SSQ-101B Sonobuoys Production Capability Project

Funding Opportunity Announcement (FOA) Type: This is **CALL 006**

Funding Opportunity Agency Announcement Number: FA8650-19-S-5010

THIS WILL BE A ONE-STEP SOLICITATION: FOA with Calls - Refer to Funding Opportunity Announcement FA8650-19-S-5010 Section VII. FOA with Calls for more information regarding proposal submission information and proposal content and form. **Please note that any Roman Numeral Sections shown within this call references back to the FOA Announcement Section of same Roman Numeral.**

Project Topic Area: Sustainment of Critical Production (Efforts to create, maintain, protect, expand, or restore industrial base capabilities essential for national defense.)

THE GOVERNMENT SUSPENDS WHITE PAPER SUBMISSIONS RELATED TO AN/SSQ-101B SONOBUOYS EFFECTIVE ON THE DATE AND TIME THAT THIS CALL IS POSTED. WHITE PAPER SUBMISSIONS TIED TO AN/SSQ-101B SONOBUOYS WILL NOT BE REVIEWED. THE GOVERNMENT WILL PROVIDE NOTIFICATION WHEN SUSPENSION PERIOD IS LIFTED.

INTENT TO PROPOSE: Offerors that anticipate submitting a proposal are requested to submit an e-mail to Ms. Charlotte Chumack, Agreements Officer, at charlotte.chumack@us.af.mil containing the name of the recipient, the POC, and the recipient's intent to submit a proposal. This “Intent to Propose” is requested by **Friday, 3 April 2020, 12:00 PM Eastern Standard Time.**

PROPOSAL DUE DATE AND TIME: 29 April 2020, no later than 12:00 PM Eastern Standard Time

PROPOSAL Submission: Proposals must be submitted to the Contracting Point of Contact (POC): Charlotte Chumack, AFRL/RXKMT, 2130 8th St., Bldg. 45, Wright-Patterson AFB, OH 45433-7541.

Note: *Any proposal, modification or revision received at the Government Office designated in this FOA after the exact date and time specified for receipt of offers is "late" and will not be considered except at the Agreement Officer's (AO) discretion. It should be noted that this installation observes strict security procedures to enter the facility. These security procedures are NOT considered an interruption of normal Government processes, and proposals received after the stated date and time as a result of security delays will be considered "late." Furthermore, note that if offerors utilize commercial carriers in the delivery of proposals, they may not honor time-of-day delivery guarantees on military installations. Be advised, if the U.S. Postal Service is used, this building only receives U.S. Postal Mail twice a week and delivery by such means may not meet the proposal due date and time. Early proposal submission is encouraged. Proposals should be addressed to the Contracting Point of Contact (POC) stated in the Submission section.*

Type of Contract / Instrument: The Government intends to utilize the Department of Defense Grant and Agreement Regulations (DoDGARs)-based Cooperative Agreement for any awards made off of this Call. However, the Government may consider award of a Technology Investment Agreement if it is a better fit for the requirement.

Estimated Program Cost: Total program cost \$12 million Government funding, plus up to \$12 million recipient(s) cost share. If a Cooperative Agreement (not a TIA) is proposed, cost share is not required, but will be viewed favorably. Program budget is subject to funding availability. This is a funding profile, it is an estimate and is subject to change.

Anticipated Number of Awards: The Government anticipates a single award for this Call. The Government reserves the right to make multiple awards, a single award, or no award based on technical solutions proposed and funding availability.

Communication Between Prospective Offerors and Government

Representatives: All exchanges with offerors after the Call is issued shall go through the Agreements Officer. After Call release, questions and answers will be posted if warranted.

Discussions with any of the points of contact shall not constitute a commitment by the Government to subsequently fund or award any proposed effort. Only Contracting/Grants/Agreements Officers are legally authorized to commit the Government.

Address technical questions to the Technical POC:

Johnathan Cullum, DPA Title III AN/SSQ-101B Sonobuoys Production Capability Project, DPA Title III Program Manager, 2977 Hobson Way, Bldg. 653, Wright-Patterson AFB, OH 45433, 937-656-4271, johnathan.cullum@us.af.mil.

Address contracting questions to the Agreements/Contracting POC:

Agreements Officer – Ms. Charlotte Chumack, AFRL/RXKMS, 2130 8th St., Bldg. 45, Wright-Patterson AFB, OH 45433-7541, (937) 713-9876, charlotte.chumack@us.af.mil.

CALL FULL TEXT ANNOUNCEMENT:**I. Program Description:****1. Project Topic Areas:**

The DPA Title III Program has derived three broad Topic Areas for potential projects. The Topic Areas are: Sustainment of Critical Production, Commercialization of Research and Development Investments, and Scaling of Emerging Technologies. This Call fits within the Topic Area expanded on below:

- a. Sustainment of Critical Production:** Efforts to create, maintain, protect, expand, or restore industrial base capabilities essential for national defense.

Brief Project Summary: The objective of this project is to establish domestic, economically viable, cost effective production capabilities for the manufacturing of qualified AN/SSQ-101B sonobuoys.

Overview:

- Produce Production Representative Models for performance demonstration.
 - Conduct Contractor Demonstration Testing that successfully demonstrates the sonobuoy performance.
- Produce a sufficient number of AN/SSQ-101B units suitable for successful completion of Performance Verification and Validation testing (PV&V).
- Develop and implement a comprehensive plan detailing all necessary engineering, equipment, facility expansion, sub-recipient requirements, materials, labor hours, and processes required to build AN/SSQ-101B sonobuoy production capacity in a cost effective manner.

- Develop detailed plans for manufacturing, testing, or other approaches that would enhance higher production rates and/or improve quality and lower unit cost.
- Evaluate AN/SSQ-101B sonobuoy production risk.

2. Within Scope Modifications: See FOA.

3. Deliverable Items: The following reporting requirements are applicable to this Call:

Deliverable Item	Submittal Required	Applicable Phase
Final Report	Draft Final report due 30 days after completion of the TPoP, Final Report due 90 days after completion of TPoP	3
Phase Summary Report	30 days after each Phase completion	1,2
Funds & Man-hour Expenditure Report	Quarterly	1,2,3
Recipient's Progress, Status & Mgt Report	Quarterly	1,2,3
Strategic Business Plan	6 months ARA* and annually thereafter	1,2,3
Property Control List	Quarterly / As Required	1,2,3
Presentation Material	Quarterly / As Required	1,2,3
Marketing Plan	9 months ARA and annually thereafter	1,2,3
Copy of Recipient's Billing Voucher	As Required	1,2,3
Full Sonobuoy Package Design Data and Calculations	14 Days Prior to Design Reviews	1
Air Safety Certification Data	90 days prior to Air Safety Certification Testing	2
HERO and EMI Design Data	90 days prior to HERO testing	2
ESD Design Data	90 days prior to ESD Testing	2
Lithium Battery Design Data	90 days prior to Lithium Battery Testing	2
Hazardous Materials/Handling/Disassembly Safety	30 days prior to Verification/Validation submission	2
Test Plan	10 days prior to testing	1,2
Test Report for Engineering Tests	14 days after conduct of Engineering Test	1
Failure Summary and Analysis Report	21 days after Failed Hardware	1,2
Manufacturing Maturity Plan	30 days after MRA completion	3
Sonobuoys as detailed in SOO	Delivered as required to the address defined in SOO Attachment 14	1,2

* After Receipt of Agreement or Award (ARA)

4. Schedule / Period of Performance: The Government estimates a Total Period of Performance (POP) of 45 months for this Call. This timeframe consists of an estimated Technical Period of Performance (TPOP) of 42 months with three months allotted for generating the final report. The offeror shall specify the period of performance for each phase with their proposal.

5. Other Requirements:

- a. **Program Security classification:** Unclassified.

- b. **OPSEC:** Standard requirement is included in the SOO for this Call
- c. **Export Control:** Information involved in this project **will** be subject to Export Control. Recipients shall comply with all U.S. export control laws and regulations, including the International Traffic in Arms Regulations (ITAR), 22 CFR Parts 120 through 131, and the Export Administration Regulations (EAR), 15 CFR Parts 710 through 774, in the performance of this agreement. **Reference FOA Appendix II Sample TIA. Although the proposed effort is a Cooperative Agreement, the TIA is a sampling of terms that may be present in any resulting Cooperative Agreement. The Article “Export-Controlled Data Restrictions” is contained in this solicitation. This article shall be contained in ALL resulting agreements.**

6. Other Information:

- a. **Government Furnished Property (GFP):** Not anticipated
- b. **Government Furnished Information and/or Software:** Not Anticipated. NOTE: Additional information regarding technical information for the Call is only available by requesting an Unclassified Distribution D Supplemental Package (via email only). The Supplemental Package can be requested by contacting the Technical Point of Contact, Johnathan Cullum, johnathan.cullum@us.af.mil and the Agreements Officer, Charlotte Chumack, charlotte.chumack@us.af.mil. The request should include your company name, a company Point Of Contact, address, and a copy of a current/valid DD Form 2345 “Military Critical Technology Data Agreement.” **This Supplemental Package with the full text technical description will be necessary to understand the effort and provide a good technical and cost proposal for each.**
- c. **Base Support/Network Access:** Contractor Demonstration Testing (CDT) will be performed at US and Canadian Forces Maritime Experimental and Test Ranges (CFMETR)
- d. **Data Rights Desired:**
 - (1) **Technical Data:** Government Purpose Rights desired. Recipients may bring IP to the individual projects
 - (2) **Non-Commercial Software (NCS):** Not Applicable (N/A)
 - (3) **NCS Documentation:** N/A
 - (4) **Commercial Computer Software Rights:** N/A
- e. **Human or Animal Subject Use:** Not anticipated
- f. **Hazardous Materials:** Not anticipated
- g. **Radioactive Materials:** Not anticipated
- h. **Ozone Depleting Substances:** Not anticipated
- i. **On-base Testing:** Contractor Demonstration Testing (CDT) will be performed at US and Canadian Forces Maritime Experimental and Test Ranges (CFMETR)
- j. **Military Equipment Valuation:** N/A

- k. **Recipient Acquired Property:** Anticipated; Acquired plant equipment will be tagged and maintained by the recipient with the expectation that the government may transfer the equipment to the recipient at some point during a potential no-cost monitoring phase.
- l. **Option(s):** No options are anticipated.
- m. **No Cost Monitoring Phase:** A No Cost Monitoring Phase (NCMP) may be added after the end of the technical effort. A NCMP allows a continued partnership that provides the government with additional business, marketing, and business viability insight with the Recipient. At the end of a NCMP, if applicable, an equipment disposition strategy for any GFP and/or CAP will be developed and implemented. In this arrangement the Government may choose to transfer any, all, or no equipment for this effort, as needed to continue Recipient's viability as a Merchant Supplier. These aspects are described in FOA Appendix II Sample TIA, and will be contained in any resulting Cooperative Agreement, as a TIA and Cooperative Agreement are very similar.
- n. **Government Testing:** In order to establish the recipient as a qualified AN/SSQ-101B sonobuoy manufacturer, the hardware design must be properly vetted. Government Demonstration Testing (GDT) will be conducted to demonstrate that the sonobuoy meets the specified performance parameters in lab and open ocean environments. Additionally, Government Performance Verification and Validation (PV&V) testing is required as part of this project in order to confirm that the hardware will operate acceptably in the field.

II. Award Information

1. **Anticipated Award Date:** The entire acquisition process will take approximately 165 calendar days, but the actual duration may vary.
2. **Anticipated funding:** *Funding is an estimate only and not a contractual obligation for funding. All funding is subject to change due to Government discretion and availability. Potential offerors should be aware that due to unanticipated budget fluctuations funding in any or all areas may change with little or no notice. The Government has an anticipated budget of \$12M, plus up to \$12M recipient(s) cost share. If a Cooperative Agreement (not a TIA) is proposed, cost share is not required, but will be viewed favorably.*
3. **Award:** The Government intends to award a DoDGARs agreement known as a Cooperative Agreement. Cooperative Agreements are governed by the DoDGARs and 2 CFR 200. A sample Technology Investment Agreement (TIA), along with other sample documents, is attached to this Call. See Appendix II for the sample TIA. Although the proposed effort is a Cooperative Agreement, the TIA is a sampling of terms that may be present in any resulting Cooperative Agreement. Any clarifications/exceptions to the Cooperative Agreement articles, as

presented in the sample Cooperative Agreement, must be stated at the time of proposal submission. However, the Government may consider award of a Technology Investment Agreement if it is a better fit for the requirement.

III. Eligibility Information

1. **Eligible Offeror:** See FOA.

2. **Proposed Cost Sharing or Matching:**

Proposals will be evaluated on the realism of the proposed cost, to include proposed cost sharing (if any). Cost sharing proposed by an Offeror will be viewed favorably by the Government. Cost share includes cash and in-kind such as equipment, facilities, manpower, or testing, such as sonobuoy demonstration testing. Cost share must be priced in the proposal and included in the total award value. Each phase should be separately priced.

Ensure any cost sharing is proposed IAW 2 C.F.R. 200: 200.306 and Appendix I.C.2 and DoDGARs 34.13.

3. **Other:**

a. Foreign participation: Per Defense Production Act of 1950, execution of the project requires a domestic source as lead. Foreign Participation is not allowed at a Prime Recipient level for this effort.

Foreign Nationals (FNs) (including individuals from countries other than the United States who are working for a company considered a "domestic source" as defined in the Defense Production Act of 1950) can be employed by the Prime Recipient or Sub-awardee; however, FNs will be limited to Public Domain information unless the Recipient has obtained the proper License of Technical Assistance Agreement that authorizes disclosure of Classified Military Information (CMI) and/or Controlled Unclassified Information (CUI) to foreign entities pursuant to the Department of State's ITAR or Department of Commerce's EAR.

Public Domain information is defined as information that is releasable to the general public and sometimes referred to as open source material. Examples include but are not limited to newspapers, magazines and information posted on the internet.

b. Offerors may be ineligible for award if all requirements of the FOA and this Call are not met by proposal due date.

IV, V. and VI Sections: Not Applicable to Calls

VII. FOA with Calls (One-Step Process)

1. Call Announcement Information (Also referred to as a Call):

a. **Overview:** See FOA.

b. **Requirements:**

Domestic Source Requirement: The proposal submitter must provide proof of meeting the Domestic Source requirement IAW DPA Law or the proposal will not be reviewed.

2. FOA with Calls (One-Step Process) Proposal Submission Information:

a. **General Instructions:**

- (1) Offerors shall submit a technical and cost proposal within timeframe shown in **Proposal Due Date and Time Section** (Overview Information, page 2). After receipt, proposals will be evaluated in accordance with the award criteria stated below. Proposals will be categorized and potentially selected for negotiations. The Government intends to evaluate proposals and award some, all or none of the proposals received without negotiation/discussion; however, the Government reserves the right to negotiate with those offeror(s) whose proposal is selected for funding.
- (2) Proposals must reference the announcement number FA8650-19-S-5010; the Call, the relevant Topic Area shown in **Project Topic Area Section** (Overview Information, page 1); and, if applicable, the project title.

3. FOA with Calls (One-Step Process) Proposal Content & Form:

Note: Refer to Funding Opportunity Announcement FA8650-19-S-5010 Section VII. FOA with Calls for more information regarding proposal submission information and proposal content and form.

a, b, d and e: See FOA for Guidance

c. Domestic Source Proof: Include proof of domestic source. This will not count toward the page limit.

f. Proposal Instructions and Reminders: The paragraphs below identify general instructions and reminders for proposal submission.

(1). General Instructions: Offerors should apply the restrictive notice prescribed in the provisions of DoDGARs 37.420. Also, Disclosure of Information will be in accordance with DoDGARs 37.420.

i thru v.: See FOA

(2). Other Reminders: See FOA

Costs shall be broken out by each project phase in the cost proposal.

Costs for all testing shall be provided as individual line items in the cost proposal.

NOTE: Government share cannot be used to pay for Government costs/expenses, e.g. PV&V testing.

g. Technical / Management Proposal:

(1). Page Limitations: The following describes the page limitations on the proposal submittal for this Call:

- | | |
|---------------------------------|-----------------------|
| i. Technical Discussion: | up to 35 pages |
| ii. Summary Business Plan: | up to 25 pages |
| iii. Statement of Work: | up to 10 pages |
| iv. Tech Proposal Total: | up to 70 pages |

(2) thru (6), (8) & (9): See FOA

(7) Summary Business Plan: In addition to the information outlined in the Funding Opportunity Announcement (FOA) Number FA8650-19-S-5010, issued on 12 July 2019, include the following information in the Summary Business Plan:

1. Provide complete company ownership structure, including all holding companies or intermediary operating companies. If applicable, identify all foreign ownership/investments in your company. Foreign ownership/investments are any non-US citizens or non-US based organizations, possessing any type of financial investment, passive or active, in your company.

Note: The table of contents, cover page, and Domestic Source Proof will not be included in the page count referenced above.

Note: The Government will check the proposal and SOW for conformance to the stated requirements. Any pages in excess of the stated page limitation after the format check will not be considered.

h. Cost /Business Proposal: See FOA

(3) Cost proposals Page Limitations: See FOA

i. Proposal Content Summary: You may be ineligible for award if all requirements of this solicitation are not met on the proposal due date.

VIII. FOA with Calls (One-Step Process) Proposal Review Information

Note: Offeror must provide proof of meeting the Domestic Source requirement IAW DPA Law or the proposal will not be reviewed.

1. Proposal Evaluation Criteria:

- a. See FOA.
- b. The selection of one or more sources for award will be based on an evaluation of the recipient's technical and cost proposals to determine the overall merit of the proposal in response to the Call, SOO and funding availability.
- c. The evaluation criteria are comprised of five factors ranked in descending order of importance:
 - (1) Manufacturing Capability and Experience
 - (2) Quality of Technical Approach
 - (3) Business Viability
 - (4) Merchant Supplier Orientation
 - (5) Cost/Price
- d. These criteria will be used to evaluate the proposal once it is determined that the offeror has met all of the FOA Project Requirements.
- e. See FOA.
- f. Risk is to be assessed as part of each of the above criteria.
- g. See FOA.
- h. The offeror must provide proof of meeting the domestic source requirement IAW DPA Law or the proposal will not be evaluated.

i. The evaluation criteria are expanded upon below:

- (1) Manufacturing Capability and Experience – Proposals will be evaluated on the recipient's degree of capability and experience in manufacturing AN/SSQ-101B sonobuoys. Evidence may include, but is not limited to, intellectual property, documented manufacturing capability and experience, technical specifications, and dossiers of key personnel.
- (2) Quality of Technical Approach – Proposals will be evaluated on the recipient's credibility and how reasonable their approach is for establishing/expanding a production capability for AN/SSQ-101B sonobuoys, also to include whether the proposed approach identifies major technical risks and clearly defines feasible mitigation efforts.
- (3) Business Viability – Proposals will be evaluated on the recipient's business, technical and financial credibility, demonstrated experience, willingness and a credible business plan to become or remain a competitive, economically viable, responsive, supplier of AN/SSQ-101B sonobuoys for government and commercial markets.
- (4) Merchant Supplier Orientation – Proposals will be evaluated on the extent to which the recipient demonstrates a commitment to being, or explanation of resources to be employed in establishing acceptance as, a merchant supplier for AN/SSQ-101B sonobuoys.
- (5) Cost/Price – Proposals will be evaluated on the realism of the proposed cost, to include proposed cost sharing (if any) Cost sharing proposed by an Offeror will be viewed favorably by the Government.

IX. FOA with Calls (One-Step Process) Proposal Selection Information

1. Categories: Based on the evaluation, proposals will be categorized as Selectable or Not Selectable (see definitions below). The selection of one or more sources for award will be based on the evaluation, as well as importance to agency programs and funding availability.

- (1) **Selectable:** Proposals are recommended for acceptance if sufficient funding is available.
- (2) **Not Selectable:** Even if sufficient funding existed, the proposal should not be funded.

Note: The Government reserves the right to award some, all or none of the proposals. When the Government elects to award only a part of a proposal, the selected part may be categorized as Selectable, though the proposal as a whole may not merit such a categorization.

Note: Prior to award of a potentially successful offer, the Agreements Officer will make a determination regarding budget reasonableness.

X. Award Administration Information (FOA with Calls)

1 thru 8: See FOA.

9. Ombudsman: The Ombudsman article 5.020 entitled "Ombudsman" shall be contained in any Agreement resulting from this Solicitation.

Please note the following Ombudsman information.

The AFRL Ombudsman is AFRL/PK Director
Alternate Ombudsman is AFRL/PK Deputy Director
1864 Fourth St.
Wright-Patterson AFB OH 45433-7130
(937) 904-9700
email: AFRL.PK.OfficeAccount@us.af.mil

10. Proposal Reminders: a thru j - see FOA

FOA Appendices: See FOA for Appendices I thru V

Attached for this CALL:

Appendix VI Statement of Objectives (SOO), Defense Production Act (DPA) Title III AN/SSQ-101B Sonobuoys Production Capability Project, dated 10 March 2020