# Welcome to the Comprehensive Force Protection Initiative (CFPI) Industry Day

# Fixed Site Protection

## 16 May 2006

# CFPI Fixed Site Protection Industry Day Agenda

| | |
|---|---|
| 0800/1330 | Check-In |
| 0830/1400 | Opening Remarks |
| 0845/1415 | CFPI Capability Needs |
| 0945/1515 | BAA Procedures |
| 1015/1545 | Break |
| 1030/1600 | Answers to E-Mailed Questions |
| 1130/1700 | Closing Remarks |

# CFPI Fixed Site Protection Industry Day Ground Rules

- To Ensure Uniform Information Flow to Industry, All BAA Related Inquiries Must Go Through the Contracting Officer
- The Government Will Not Answer Verbal Questions, Cards Are Available to Submit Written Questions, Answers Will Be Posted to the CFPI Website.
- The Government Will Not Reimburse Interested Parties for Any Costs Associated with Industry Day, White Papers, Demos, or Proposals.
- No Statement Made at Industry Day Changes the BAA As Published.
- Industry Day Will Be Presented in Two Identical Sessions 8:00 a.m. and 1:30 p.m.
- CFPI Industry Day and BAA Are a Coordinated Effort Between:
  TRADOC MANSCEN – Combat Developer
  C-RAM Program Office – Materiel Developer
  USASMDC/ARSTRAT – Contracting & Acquisition Management Office

# CFPI Fixed Site Protection Industry Day

## Capability Needs

## Mr. Vern Lowrey

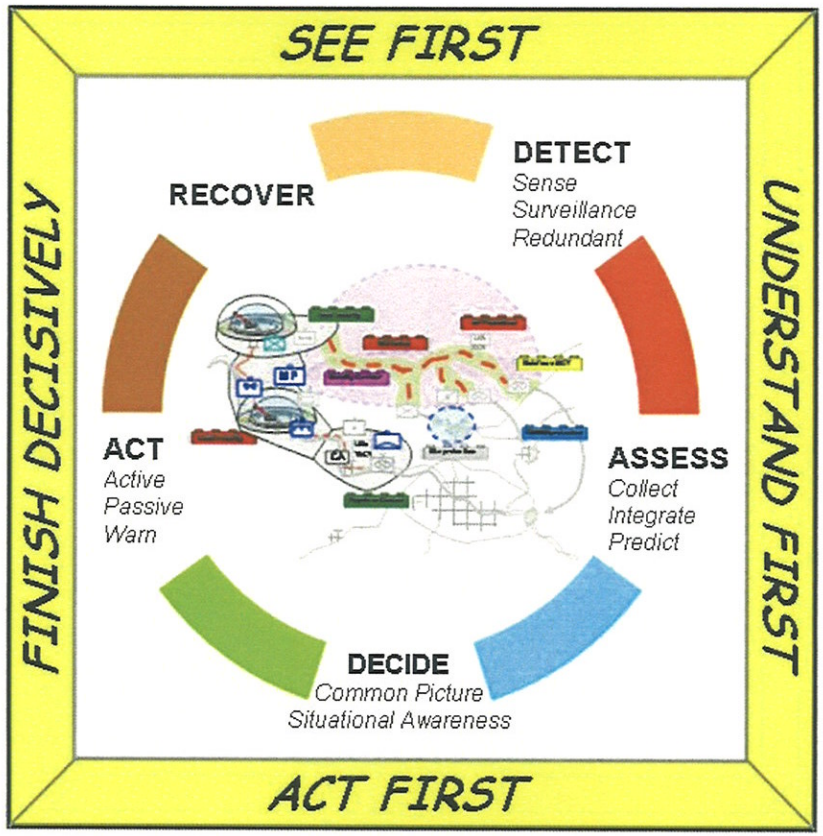
# CFPI Background

- Multiple Force Protection Initiatives On-Going
- Wounded in Action (WIA) and Killed in Action (KIA) Continue
- Enemy Tactics, Techniques and Procedures (TTP) and
  Lethal Mechanisms Continue to Evolve
- Previous "Fixes" Not Sufficient
- Use Holistic Approach
- Renew Look for Potential Candidates

# Problem Statement

Forces face a significant threat from insurgents employing a variety of tactics. Insurgents are becoming more aggressive with attacks against fixed sites. Attacks are complex and executed on multiple avenues of approach using a combination of weapons and tactics. The lack of a perimeter sensor and the ability to command and control prior to and during attacks and to allow reaction forces to respond to decisions based on sensor feeds are possible issues contributing to this situation.

# Protection Model




Provide an integrated, multi-layered $360^0$ real-time, hemispherical capability to *detect, assess/predict, decide, act (proactive & reactive), recover* against air, ground, CBRNE threats at fixed sites.

# Fixed Site Protection Gaps

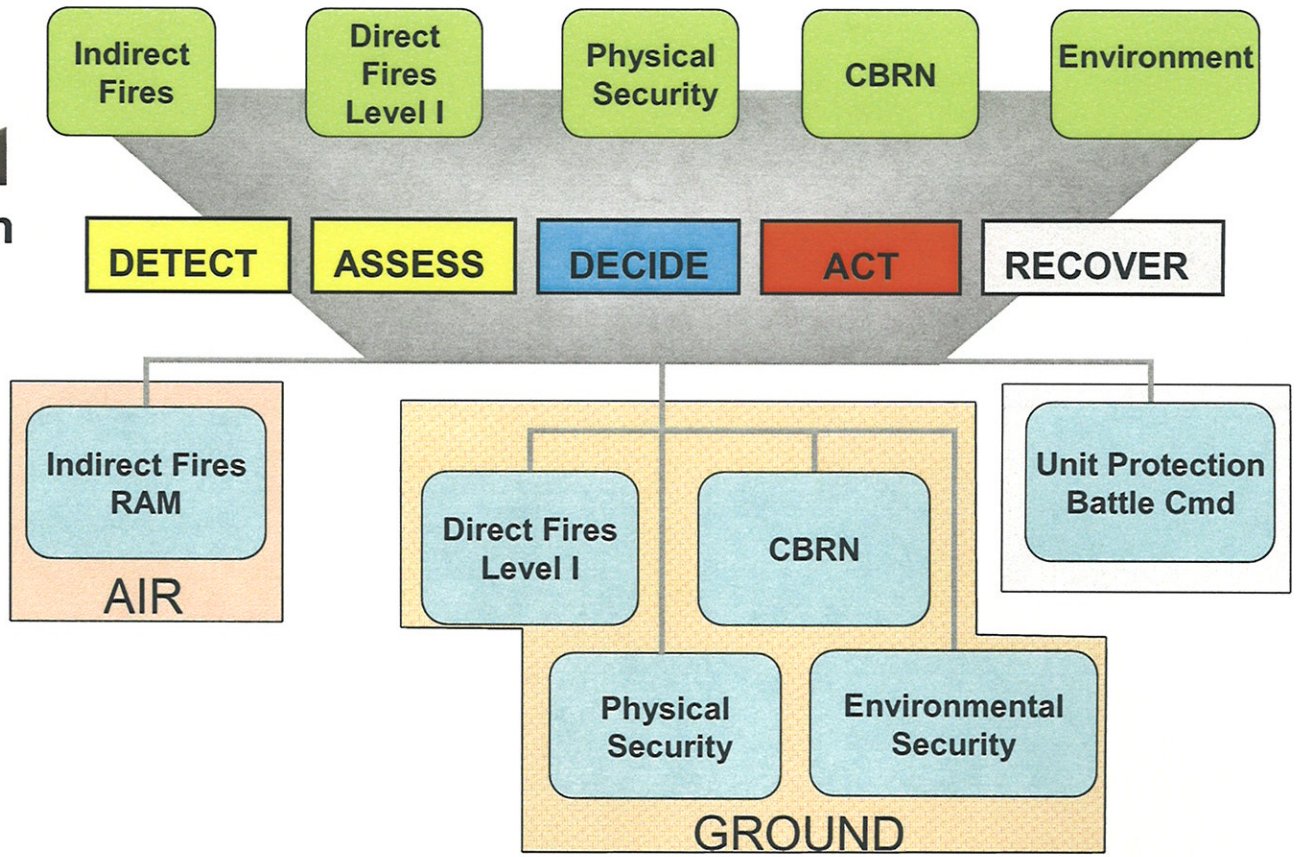
**Primary Sources for Current Gap Analysis**

- TRADOC DCSINT (+) Foreign Capabilities Challenges Relative to Joint Operating Concepts
- Operational Needs Statements
- TF Modularity Capability Needs Analysis
- Operational Lessons:
  - Army OIF "Quick Look"
  - 3rd ID Lessons Learned
  - JFCOM OIF "Quick Look"
  - CALL DEC 03 OIF Lessons
  - Learned Conference Outbrief
  - COCOM Required Capabilities
  - Gap Assessment
  - Informed Military Judgment:
  - G8/G3
  - CALL
  - CAC (C
  - Operati

Threats

**Unit Protection TASKS**

GAPs



# Fixed Site Protection Capability Needs

**Provide an integrated, multi-layered 360 degree, real-time, hemispherical capability to *detect, assess, predict, decide, act (both proactive and reactive), recover* against air, ground, and CBRNE threats at fixed sites.**

- Battle Command
- Ground/Direct Fire
- Indirect Fire/Air
- Chemical, Biological, Radiological, Nuclear (CBRN)
- Intrusions, Physical Security, Civil Military, Environmental

# Fixed Site Protection Capability Needs

## BATTLE COMMAND

- Integrated networked battle command system with an integrated common operating picture (COP). COP will include blue forces, threats and hazards, control measures, geometry of graphics/overlays, and assets available.

- Integrated intelligence, surveillance and reconnaissance (ISR) capabilities to include long-range acoustic, thermal, visual and seismic sensors both manned and unmanned.

- Ability of a commander to "fight" the systems

- Ability to conduct predictive analyses and staff planning functions

# Fixed Site Protection Capability Needs

## GROUND/DIRECT FIRE

- Scaleable and integrated perimeter protection measures against ground threats.
- Positively differentiate, identify, and mark hostile forces under all conditions.
- Locate and bring accurate fires or direct ground forces against snipers and level 1 threats.
- Protect personnel and critical infrastructure against the effects of direct fires (RPG and 12.5mm and below).

# Fixed Site Protection Capability Needs

## INDIRECT FIRE / AIR

- Detect incoming rockets, artillery, and mortars (RAM) fire and quickly warn personnel in danger.
- Identify, intercept, and neutralize hostile RAM fire.
- Track the incoming RAM fire to determine the location of the hostile firing unit and bring accurate and lethal counter-battery fire.
- Protect critical infrastructure from the effects of all incoming RAM fires.

# Fixed Site Protection Capability Needs

## CHEMICAL, BIOLOGICAL, RADIOLOGICAL, NUCLEAR (CBRN)

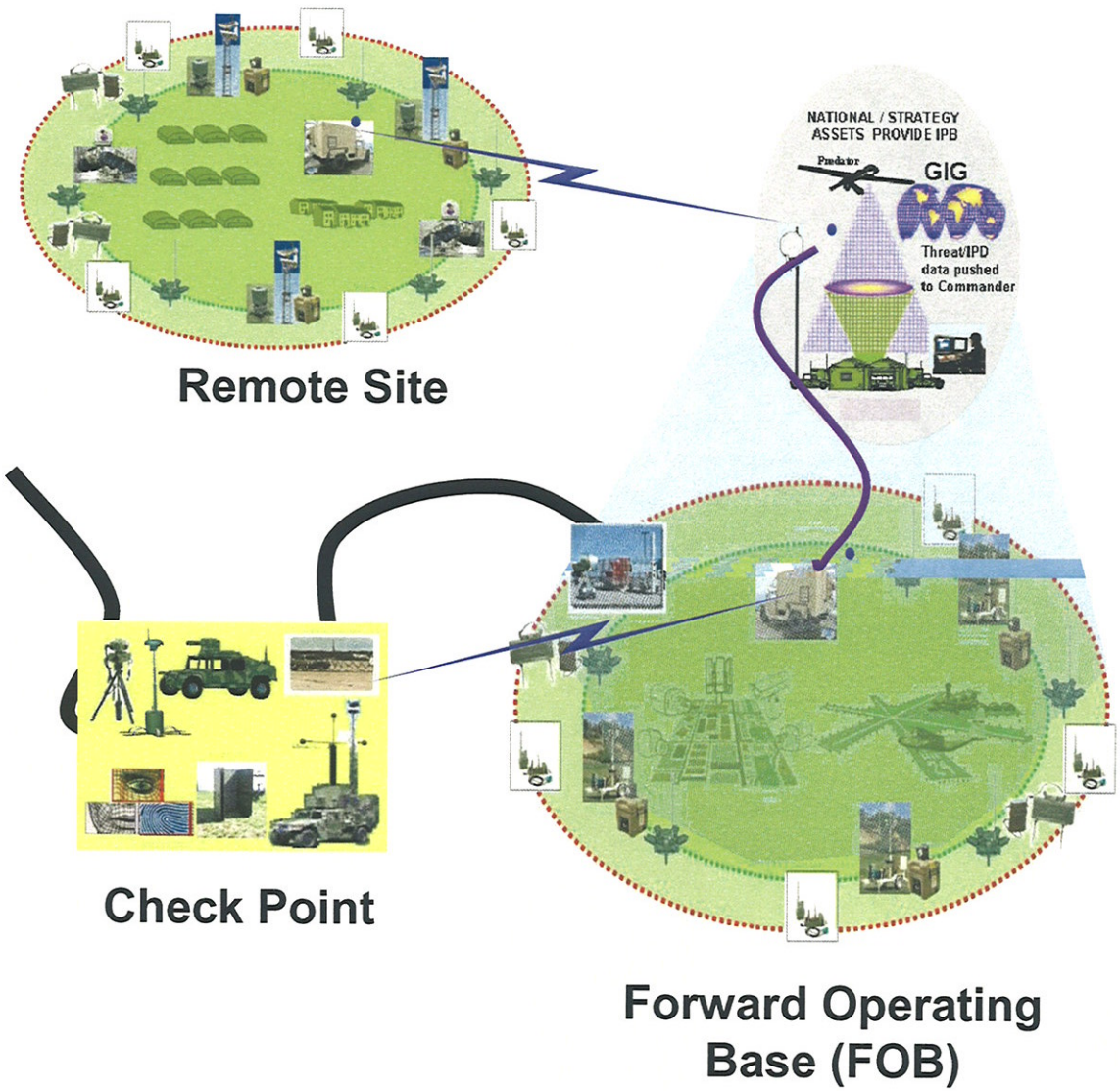
- Standoff detection of Chemical, Biological, Radiological, Nuclear (CBRN)/Toxic Industrial Materials (TIM) vapors and hazards from safe distances.
- Point detection, identification and quantification of CBRN/TIM contamination at low-levels.
- Rapid and accurate sharing of CBRN information and warning soldiers of imminent hazards.
- Protect critical infrastructure and occupants from CBRN contamination.
- Perform equipment, facility and mass personnel decontamination.

# Fixed Site Protection Capability Needs

## INTRUSIONS/PHYSICAL SECURITY/ CIVIL MILITARY/ ENVIRONMENTAL

- Prevent unauthorized intrusions into fixed sites by personnel or vehicles.
- Non-lethal capability to prevent unnecessary escalation of violence.
- Protect critical infrastructure against any physical security threat including sabotage and theft.
- Communicate with, contain and protect the civilian populace.
- Detect sub-surface activities

# Comprehensive Force Protection Initiative (CFPI)
# (Notional Operational View)



# CFPI Fixed Site Protection Industry Day

## BAA Procedures

## Mrs. Paula Parker

# CFPI Fixed Site Protection BAA Procedures

- Objective: Identify Technology Solutions in Support of CFPI which are Capable of Acquisition/Fielding in 12 Months.

- Phases/Strategy:
  - Industry Day – 16 May 06
  - Submission of White Papers – 30 May 06
  - Subject to White Paper Evaluation, Potential Invitation to Demonstrate Technology/Product – Fall 06
  - If Requested, Proposal Submission – TBD

- Although the BAA Allows for a Proposal at any Time, to Expedite Government Evaluation Process and Save You Proposal Expenses, Please Do Not Submit a Proposal Unless It Is Requested

# CFPI Fixed Site Protection
# BAA Procedures

- White Papers Provide a Summary of the Proposed Technical Concept Including:
  - Rationale and Objectives
  - Methodology
  - Expected Results
  - Operational Implications and Contribution to CFPI

- Addresses the Following Key Attributes:
  - Operational Effectiveness
  - Integration
  - Transportability
  - Sustainment
  - Affordability
  - System Maturity

# CFPI Fixed Site Protection BAA Procedures

- White Paper Format:
  - •12 Pages (8.5"x11") with 2 Additional Pages for Technical Drawings If Required
  - •Single Spaced, 12 Pitch or equivalent, 1" Margins
  - •Page Count Includes the CFPI Quad Chart (See Website)
  - •Ensure That Proprietary Information is Properly Marked
  - •4 Hard Copies and Electronic MS Word Compatible

- Separate but Related Area of Interest
  - •Fixed Site Protection Enhancement Technology Available in 12-36 Months
  - •Separate 4 Page Document
  - •Same Format as White Paper

# Possible Contracting Methods

- Direct award based on proposal submitted (if proposal is requested following evaluation of white paper and possible demonstration)

- Formal competitive solicitation

- Sole-source award

CAMO - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Search Favorites

Address http://www.smdc.army.mil/contracts/cram.html Go Links

Counter-Rocket Artillery, Mortar (C-RAM)

CFPI Quad Template 8 May 06

Hotel Registration Information 3 May 06

Revised Broad Agency Announcement (BAA) 10 May 06

Revised Industry Day Announcement 10 May 06

SADBU

USASMDC/ARSTRAT

CAMO

http://www.smdc.army.mil/contracts/cram.html

Start 2 Windows Expl... 2 Microsoft Offi... CFPI Fixed Site In... Presentation1 CFPI Fixed Site In... Microsoft Offi... CAMO - Microso... 3:51 PM

Internet

# CFPI Fixed Site Protection BAA Procedures

- Contact Information:
  - E-Mail: MD.Batts@smdc.army.mil

  - Mailing Address for White Papers:
    USASMDC
    PO Box 1500
    ATTN: SMDC-RDCM-SN (M.D. Batts)
    Huntsville, AL 35807-3801

  - Fax Number: (256) 955-4240

# CFPI Fixed Site Protection Industry Day

# Break

# CFPI Fixed Site Protection Industry Day

# Answers to E-Mailed Questions

# Mr. Vern Lowrey

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 1:** Is the United States Army Space and Missile Defense Command (USASMDC) looking for an independent systems integrator with no inherent hardware solutions to fulfill this contract requirement and does USASMDC intend to make multiple contract awards?"

**Answer: Not at this time. The Government will decide on how any selected systems will be eventually integrated if required.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 2:** If the Comprehensive Force Protection Initiative is ever procured, would it be a new requirement for the Department of the Army?

**Answer: It depends on various other factors -- therefore, this is TBD.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 4:** You mention that the desire is to detect, assess, decide and act at "tactically significant stand-off distances." Can you please provide us a distance (or range of distances) which defines this parameter?

**Answer: Beyond 10 KMs.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 5:** Will any contracting opportunities that come under this program be open to non-participants in "Industry Day?"

**Answer: Yes. Industry Day is only to provide information about the BAA process. White papers will be reviewed and future CFPI efforts will be determined based on that review.**

a) How will eligibility for bidding on CFPI be determined?

**Answer: Through review of white papers submitted.**

b) How is your program related to the USAF's IBDSS ("Integrated Base Defense Security System") program?

**Answer: This is a separate effort for the Army. Joint systems such as the IBDSS may be considered as part of the CFPI review process.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 5 (Cont.)**

c) Is Industry Day a vehicle for the government to get information from industry or is it looking to inform industry about its plans under CFPI?

**Answer: Industry Day is only to provide information about the BAA process.**

d) If the Government is looking for input from industry, how will proprietary data be protected?

**Answer: Industry white paper information will be protected through appropriate government security and acquisition regulations.**

e) You have done an excellent job of providing information on the CFPI program. Can you provide more detail on the agenda for Industry Day?

**Answer: No**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 6:** Could you please advise as to whether this solicitation will be released as a Cost Plus Fixed Fee (CPFF), Time and Materials (T&M) or Firm Fixed Price (FFP), etc. and if there is any insight as to approximately when the solicitation will be released.

**Answer: For those who are not familiar with Broad Agency Announcements (BAA), the following: The Broad Agency Announcement is the solicitation and the type of contract will depend upon other factors (e.g., type of effort, etc).**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 7:**
a) It appears that the BAA is open to not only individual solutions but that integrated point, linear and area solutions are sought as well. Are we correct?

**Answer: That is correct**

b) Is the main focus of the BAA in the area force protection domain a complete solution that integrates many technologies to protect a site - or are you looking to make many awards in individual enabling technologies that can be plugged into an existing system?

**Answer: We are not looking at awards at the present time, only recommendations. We have not decided on which approach to use. Both described are applicable at the present time.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 7 (Cont.):**
c) In responding to quick reaction requirements from a variety of our customers that use the BAA approach, some of them have encouraged that companies only send in one white paper/quad charts per topic area and others encourage us to send in multiple white papers/quad charts per topic area. Which of these options do you prefer?

**Answer: No preference.**

d) We are aware that SMDC contracts is frequently called upon by others in the Army to issue solicitations and manage competitive acquisitions. If this is the case, who is the actual customer from which the requirements and funding are derived?

**Answer: TRADOC is the customer.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 7 (Cont.):**
e) If SMDC is the actual customer for this, which organization will be the day-to-day OPR?

**Answer: Not applicable**

f) Is there any Congressional mandate for this program?

**Answer: No**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 8:** I am an Israeli Air Force Lt. Gen. (Ret.), and I have initiated a system of systems which correlates to your directive in the CFPI.
Can I ask one of my partners to participate in my name – and collaborate with a US company on the subject?

**Answer: If there is a US firm that represents this firm that US firm can participate. This is similar to the Fort Knox demo where a foreign firm worked through its US office.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 9:**
a) Is the July Demo the same as the C-RAM integration confirmation event planned for July? If not, can you give more details on this July Demo?

**Answer: We cannot provide details about any upcoming demonstrations at this time.**

b) Do the White papers alone, assuming acceptance, get you into the YPG C-RAM Demo in Sept? If not, what does?

**Answer: No, white paper submission alone does not mean that the Government will include that system/technology in the demonstration. The Government will review all white papers submitted, and based on its review, decide which will be included in the demonstration.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 9 (cont.):**
c) The BAA says "Reponses should define costing to address 10 fixed sites with perimeter of 20 kilometers." Is this 20 km per site or 20 km total? Are the sites collocated?

**Answer: 20KM total, separate sites**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**Technical/Contracting Question 10:**
AS&E requests a two week extension to the May 30 deadline for White Papers relevant to the subject Solicitation.

**Answer: Our deadline remains at 30 May 2006 and an extension is not possible.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**General Question 1:**
May I have the link to the CFPI Internet Site and if possible a copy of the materials that are going to be presented should they not be included on the site?

**Answer: Yes. The website is**
**www.smdc.army.mil/contracts/contracts.html Look for BAA and from there select CRAM.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**General Question 2:**
Will you be posting the charts from the Industry day and a list of attendees (i.e. potential partners) on your website?

**Answer: TBD at a later date.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

**General Question 3:**
How important is attendance at the industry day next week to the process? Can we submit a white paper if we do not attend the industry day?

On another note; under PART I (White Paper Prep and Submission), Paragraph 2 (Integration) TASS is mentioned. Is that what we know as eTASS in the C-RAM context?

**Answer: It is not required to attend the industry day in order to submit a white paper. The industry day is only to clarify the BAA process, eTASS is an enhanced version of TASS.**

# CFPI Fixed Site Protection
# Industry Day
# Answers to E-Mailed Questions

- Question cards are available for your use.

# Thank You
# for Participating
# in the
# Comprehensive Force Protection Initiative (CFPI)
# Fixed Site Protection
# Industry Day
# 16 May 2006