



# U.S. ARMY COMBAT CAPABILITIES DEVELOPMENT COMMAND – GROUND VEHICLE SYSTEMS CENTER

OTA 201  
“Consortia”  
The Concept, You Decide  
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## OBJECTIVES



- **Understand the options available to execute OTAs**
- **Be able to go home and explain options to execution**
- **Gain understanding and confidence in OTAs**
- **Try to Answer Some Random Questions**

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# AGENDA



- **What is an OTA (101)**
- **Purpose (101)**
- **How**
- **Consortia/Consortiums**
  - # of Consortia
  - How Divided
  - Service
  - Costs
- **Random Q&A**
  - Open Items from last time

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# READY??

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## WHAT IS AN OTHER TRANSACTION?



### Three Types of OTs

- 10 USC 2371 / Research & Development
- **10 USC 2371(b) / Prototype**
- Production / Follow on to the Prototype

"Other Transactions" for prototype projects are acquisition instruments that are not subject to the Federal Acquisition Regulation (FAR), its supplements, or laws that are limited in applicability to procurement contracts.

- Legally binding instrument
- Flexible tool that enables DoD to access new technology providers

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## PURPOSE / SCOPE AUTHORITY



**Purpose – Code Section 10 USC 2371b authorizes the DoD to:**

...carry out prototype projects that are directly relevant to enhancing the mission effectiveness of military personnel and the supporting platforms, systems, components, or materials proposed to be acquired or developed by the Department of Defense, or to improvement of platforms, systems, components, or materials in use by the armed forces.

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## HOW



### 3 Basic ways to execute

#### What's your preference?

#### ➤ Consortium Based (We do the “Heavy Lifting” for you)

- ~ 20-25 Existing
- Solicit Your own based on Technology Areas

#### ➤ Non Consortium Based

- Using your existing man-power for entire process

#### ➤ Stand Alone

- Limits Production options
- “Advanced”

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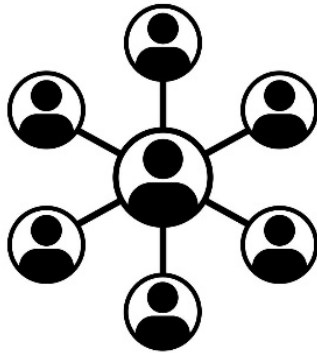


## CONSORTIUM OTA'S



### What is a Consortium?

- **Definition:** an association of two or more individuals, companies, organizations or governments (or any combination of these entities) with the objective of participating in a common activity or **pooling their resources** to achieve a common goal.







# SOME EXISTING CONSORTIA



**~20-25 OTA Consortia within DoD**

- Aviation Propulsion
- Consortia for Command, Control, Communication, in Cyber (C5)
- Consortium for Energy, Environment, Demilitarization (CEED)
- Countering Weapons of Mass Destruction
- Ground Vehicle Systems (GVS)\*
- Detroit Arsenal Automotive (DA2)\*
- Medical CBRN Defense Consortium
- Medical Technology Enterprise Consortium
- National Armaments Consortium
- National Security Technology Accelerator (NSTXL)
- Defense Ordinance Technology Consortium
- Undersea Technology Consortium

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# SERVICE FROM CONSORTIA



- Market Intel
  - Keep Metrics
- Industry Engagements
  - Boots on the Ground
  - Competitive Events
    - Outside the Wire Facilities
- Prize Competitions
  - Clearance Data Base (for USG)
  - Price / Cost Analysis
    - Conformity Inspections
- Solicitation Distribution
  - Informing Industry
  - Relationship Developer

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# COST OF CONSORTIUM



Varies

- Membership Fee for Contractors
- Fee to Army (Heavy Lifting)
  - Put on Competitive Events
  - Problem Statements
  - Conformity Inspections
  - Pricing analysis/report
  - Outside the wire facilities

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## RANDOM QUESTIONS



- **How do we get leadership to encourage develop workforce through non DOD venues? (Not sure I understand)**
- **Which Government team is needed?**
  - Who is the actual decision makers in an OTA negotiations/deal?
- **Defining the Problem?**
- **Why requirements for CDRL's can they be removed and call them deliverables?**
- **Why OTA's over FAR based?**
- **When using 2373 is for experimental and test purposes ONLY? Expansion of the statue**
- **Knowing what type of Funding you plan on using is very important!**

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