

DLA OTA Whitepaper Application

Basic Company Information

Company name	
Company Address	
Website	
Point of Contact Name	
Email address	
Number of customers	
Number of employees	
Annual Company Revenue	

If you have taken foreign investment, please list any international investors (w/ country):

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Company core competencies:

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Do you plan to team with or subcontract to another firm to execute this effort? Please describe.

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Company Posture

Non-Traditional DoD Contractor Status¹:

Small business status²:

Non-Profit Status³:

Are you proposing a government-cost share arrangement:

If yes, please describe any cost-sharing arrangements you propose.

Have you previously worked with a federal entity?

If yes, please list the federal entities with which you have worked.

ITAR Compliant:

CAGE Code, please provide if you already have one. If not, please begin the process⁴

¹ “Nontraditional Defense Contractor” is defined in section 2302(9) of title 10, United States Code as an entity that is not currently performing and has not performed, for at least the one-year period preceding the solicitation of sources by the Department of Defense for the procurement or transaction, any contract or subcontract for the Department of Defense 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. This includes all small business concerns under the criteria and size standards in Title 13, Code of Federal Regulations, part 121 (13 CFR 121)

² “Small Business” is defined under section 3 of the Small Business Act (15 U.S.C. 632)

³ “Nonprofit Research Institution” means a nonprofit institution, as defined in 15 U.S.C. 3703: An organization owned and operated exclusively for scientific or educational purposes, no part of the net earnings of which inures to the benefit of any private shareholder or individual.

⁴ <https://cage.dla.mil/>

Solution Concept

On the following pages, you will provide information about your proposed solution and address the evaluation criteria from the Program Procedures. You can find the full procedures here:

<https://www.dla.mil/HQ/InformationOperations/Accelerate/>

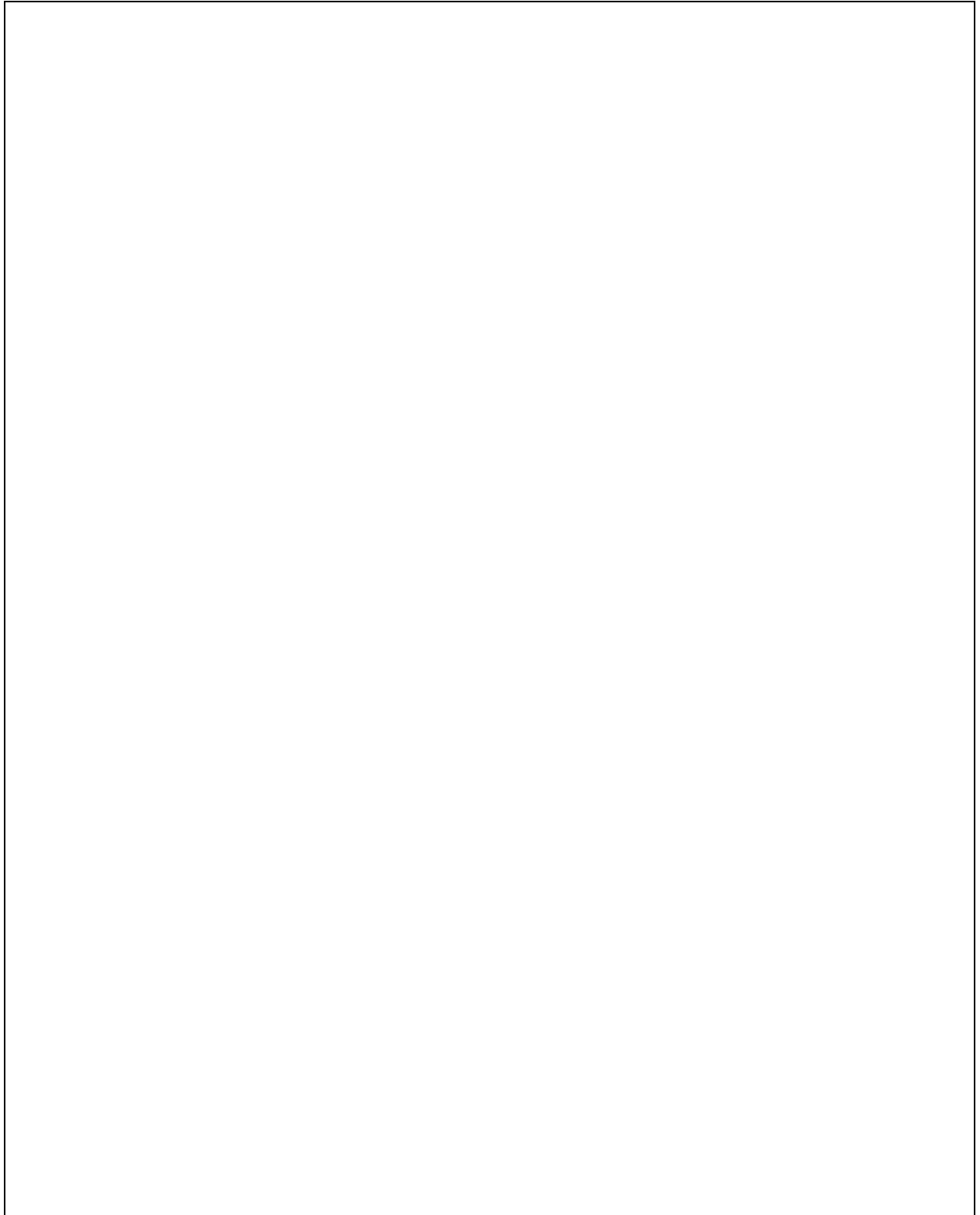
You may attach a one-page visual aid to your application if it is necessary to clarify the written information provided in your response. The government will not, however, evaluate this visual separately. Do not attempt to provide new information beyond the limits in the form. The aid is for architecture diagrams, pictures of hardware, process flows, etc. You may also include a maximum of two resumes of key personnel to address the feasibility evaluation criterion (see below).

IP Considerations

Please provide a brief description of any IP constraints or considerations of which the government should be aware.

Solution Overview

Please provide a ~1.25-page overview of your proposed solution. Note: we have also provided space for you to speak to each evaluation criterion individually, below. For transparency, we have shown you the government evaluation rubric. We will score your submission for each criterion based on this overview section and the supplemental sections dedicated to each criterion.



Desirability - Provide a brief description of how your solution meets the desirability evaluation criterion. (Supplements solution overview).

The output of the technical consulting work gives the government a clear understanding of the roadmap towards implementation that includes, at a minimum, the financial and technical requirements necessary to scale a prototype implementation to production. Offerors will NOT be evaluated on the desirability of the software being tested and evaluated in the environment. Rather, desirability goes to offer’s ability to create a novel, transparent and comprehensive process.

Criteria Examples:

- Scalability
- Ease of use
- Safety
- Effectiveness
- Maintenance & sustainment considerations

Scoring Rubric (Government Use Only)

1	2	3	4	5
Offer does not provide an adequate description	DoD beneficiaries unlikely to adopt solution	DoD beneficiaries might adopt this solution with significant design changes	DoD beneficiaries would likely adopt this solution	DoD beneficiaries would almost certainly adopt this solution as stated

Viability - Provide a brief description of how your solution meets the viability evaluation criterion. (Supplements solution overview).

This criterion measures whether DoD could easily adopt the prototype. Ways to prove this include: experience with DoD Secure Technical Implementation Guides (“STIG”s), Security Requirements Guides (“SRG”s), and going through the authority to operate (“ATO”) process. The level of familiarity with these and other DoD technical requirements would dictate the overall viability score.

Criteria Examples:

- Past certification / approval by relevant governing authorities
- Existing partnerships with government organizations
- Domestic vs. international production
- Domestic vs. international ownership and financing
- Meets NIST cybersecurity guidelines

Scoring Rubric (Government Use Only)

1	2	3	4	5
Offer does not provide an adequate description	Solution unlikely to meet DoD constraints, regardless of changes	Solution requires significant alterations to meet DoD constraints	Solution requires minor alterations to meet DoD constraints	DoD could almost immediately deploy this solution as stated

Feasibility - Provide a brief description of how your solution meets the feasibility evaluation criterion. If your company has deployed a similar solution elsewhere, we advise that you describe that here. (Supplements solution overview).

This criterion measures whether the technology exists or is likely to be developed in the scope of this prototype effort. Fundamentally, this criterion allows you to demonstrate technical mastery of cloud management and software implementation. Ways to prove this include: successful cloud deployments/similar efforts; a list of commercial customers with existing cloud deployments; relationships and certifications with Amazon, Google and Microsoft clouds.

Criteria Examples:

- Existing prototypes
- Commercial equivalents
- Demonstrated Effectiveness
- Relevant studies published in reputable scientific journals or by government entities

Scoring Rubric (Government Use Only)

1	2	3	4	5
Offeror does not provide an adequate description of the technology	Offered technology unlikely to mature meaningfully during prototype period	Offered technology could possibly mature meaningfully during prototype period	Offered technology is extremely likely to mature meaningfully during prototype period	DoD could almost immediately deploy this technology

Responsiveness - Describe of how your solution is responsive to the problem statement—how your solution solves for the described beneficiaries. The government reserves the right to award any submission (as described in the Program Procedures). However, for the purposes of this effort, the government will ONLY consider CLEARLY responsive submissions. Non-responsive submissions may receive further consideration later, as dictated by available funding and priorities. (Supplements solution overview).

Scoring Rubric (Government Use Only)

1	2
Offer failed to address the solicited problem	Offer successfully addressed the solicited problem

Time-to-Impact - Describe the time and effort required to implement the solution before DoD can derive value. (Supplements solution overview).

Scoring Rubric (Government Use Only)

1	2	3	4	5
The time horizon for DoD to derive value is remote or unknown	DoD can derive value sometime after a final prototype	DoD can derive value upon completion of the final prototype	DoD can derive value throughout the course of prototype development	DoD can derive value immediately, even in prototype form

ROM Cost

Please provide a ~1-page Rough Order Magnitude (general cost estimate) for executing the proposed solution. As applicable, please break cost into three development milestones. Please be as specific as possible on key cost drivers: labor, materials, negotiated IP, licensing, hosting, etc.