



Non-Standard Ammunition Industry Day 19 October 2011

Mr. Ben Harris
Deputy Product Director

Distribution Statement A:
Approved for Public Release; distribution
is unlimited. Dated: 16 May 2011



WELCOME

Agenda



- **0900 PD NSA - Overview**
- **0915-1030 Army Contracting Command
Rock Island - Acquisition Strategy
Overview**
- **1030-1045 Break**
- **1045-1130 PD NSA -Technical Overview**
- **1130-1200 DCMA Safety & Inspection at
Source**

Non-Standard Ammunition (NSA) Mission



Directed by the Army to execute all Non-Standard (Non-NATO) Ammunition procurements. Also directed to work closely with all of the Services to coordinate support and execute their Non-Standard Ammunition requirements



NSA Procurement



- **Currently PD NSA has several procurement options:**
 - **Two current Firm Fixed Price contracts through FY 2012- mostly for Coalition Partners**
 - **Five Blanket Purchase Agreements through Jan 2016-mostly for US Army & other Department of Defense Services**

Acquisition Management

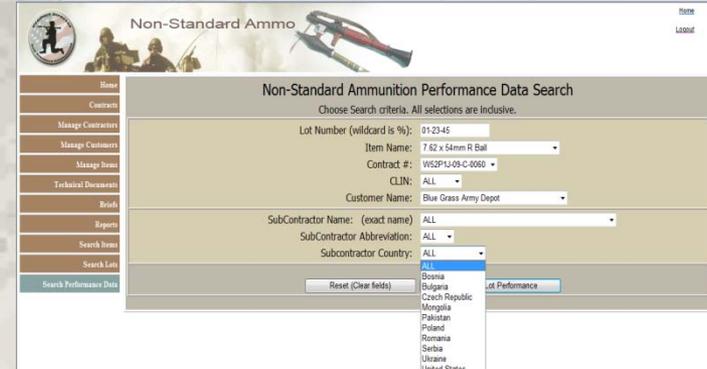
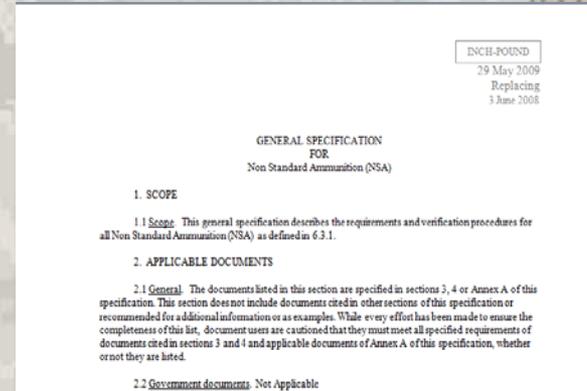


- **Establish Acquisition Strategy and Implement Acquisition Processes**
- **Implement IPTs With all Prime Contractors to Improve Communication**
 - Weekly Overarching IPTs followed by Technical IPTs
- **Establish Relations and Coordinate with like PMs**
 - Dialogue with other Non-Standard offices; Non-Standard Weapons
 - Coordinate with other PMs: PM Armored Security Vehicle, PM Light Armored Vehicle, PM Towed Artillery Systems

Technical Management



- **General Specification for NSA developed from standard specifications while incorporating Eastern European practices**
 - Requires suppliers to demonstrate their quality processes and their test procedures
 - Requires statistically valid testing to assure product performance and quality
- **Family Specifications in development**
- **<http://www.aschq.army.mil/ac/aaisdus/NonStandardAmmunition.aspx>**
 - **Small Caliber**
 - **Mortars**
 - **Shoulder Fired and Spin Stabilized Grenade Ammunition**



Quality Assurance

- Require prime contractor to be ISO certified or compliant and flow down quality requirements to producers
- Review and approve Lot Acceptance Test (LAT) data and performance parameters for adherence to technical requirements for each ammunition item
- Validate and approve Prime Contractor supplied Technical Data Packages through LAT participation
- Coordinate with DCMA to execute Government Source Inspection (GSI) of all shipments using Quality Assurance Representative (QAR)



Verifying Compliance to Quality Standards Prior to Delivering to Theater

Summary



- **PD NSA is the organization directed by the US Army to execute Non-Standard Ammunition Procurements**
- **The NSA team looks forward to this critical competition to provide safe, reliable, quality ammunition to our Coalition partners**
- **PD NSA seeks industry feedback throughout this two day conference**



Questions?



UNCLASSIFIED

U.S. Army Contracting Command - Rock Island (ACC-RI)



Acquisition Strategy

Kim M. Jones

Procuring Contracting Officer

19 October 2011

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



NonStandard Ammunition Acquisition

- Fulfill NSA requirements in support of Foreign Governments and International Organizations around the world determined eligible for the transfer of military defense articles within the scope of the solicitation
- Requirements processed through Foreign Military Sales with varied Fund Types
- System Integrator Approach for procurement of NSA and delivery of the NSA to final destination/customer

UNCLASSIFIED

2



UNCLASSIFIED



ACC - Rock Island

Acquisition Strategy

- Full and Open Competition
- Indefinite Delivery Indefinite Quantity Contracts – FAR 16.504
 - Up to Three Awards
 - Five -Year Contract Length
 - Firm Fixed Ceiling Price Contract with Price Ranges
 - Offerors will be required to submit proposals for all NSA listed in the RFP
 - Include provision to compete variants of NSA within the families in the RFP
 - Minimum Guaranteed Quantity (MGQ) – TBD
 - Anticipate requirements for Afghanistan and Iraq
- Best Value Source Selection – FAR 15.101-1

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



Requirements

- 111 items identified on requirements list
 - 15 types of Small Cal
 - 21 types of Medium Cal
 - 14 types of Large Cal
 - 20 types of Mortar
 - 4 types of Aviation Rockets
 - 13 types of Grenades
 - 24 types of other ammunition and ammunition related items

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



Requirements (cont)

- Items must be new production or new surplus. New Surplus is defined as produced within the last ten (10) years of the date of delivery for small caliber items 12.7mm or less and within the last five (5) years of the date of delivery for items greater than 12.7mm.
 - Compliance demonstrated by lot history, surveillance history, storage history
- Procurement of complete cartridges. No subcomponents. No directed load, assemble and pack or directed subcomponent suppliers.
- NSA being supplied must fulfill all operability and safety requirements related to the specific intended weapon system
- Post-Award Meeting within 30 days of IDIQ award

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



Deliverables

- Technical Data – 15 days after award of Delivery Order (DO)
 - LAT notification – 60 days prior to LAT for USG planning purposes
- End User Certificate (EUC) and supporting documentation – 10 business days of award
- Status Report & Flight Status Report – first report 10 business days of award & follow on reports weekly during performance of delivery order(s)
- Lot History Folder upon inspection and acceptance
- Sample copy of Contractor's Item Information and Certification Statement – 10 business days after award

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



Reports

- Weekly Status Report
 - Provides detailed information on each delivery by CLIN
 - Separate tab or file for each DO
 - Template to be provided in solicitation
- Weekly Flight Status Report
 - Provides detailed information on each proposed and actual delivery by aircraft/vessel
 - Separate tab or file for each DO
 - Template to be provided in solicitation

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



Inspection and Acceptance

- Inspection
 - Performed by DCMA at source for all items
 - Contractor submits Initial and Formal written notifications of inspection dates to Contracting and DCMA
 - Technical Data must be approved by PD NSA and the PCO and prior to inspection
 - Item Information and Certification Statement (IICS) required for FOB Destination only. Required information will be included in the RFP.
 - DCMA signs IICS upon successful inspection. Process to be included in the RFP.
- Acceptance
 - Wide Area Work Flow (WAWF) executed at Origin by cognizant DCMA QAR
 - Based on completed IICS and lot history file
 - Completed IICS includes DCMA GSI signature and signatures at destination noting receipt and kind, count and condition of packaging, marking and palletization of the items

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



DFARS 252.204-7008, Requirements for Contracts involving Export-Controlled Items

- Performance involves defense items, defined in the Arms Export Control Act, 22 U.S.C. 2778(J)(4)(A), and subject to regulation under the International Traffic in Arms Regulations, 22 CFR PARTS 120-130 (ITAR).
- Activities subject to the regulation include, but are not limited to, Brokering. IAW the ITAR, any U.S. person, wherever located and any foreign person located in the United States or otherwise subject to the jurisdiction of the United States, who engages in the business of brokering activities with respect to the manufacture, export, import or transfer of any defense article or defense service subject to control or any foreign defense article or defense service is required to register with the U.S. Department of State, Directorate of Defense Trade Controls.
- Offerors are cautioned that even pre-proposal activities necessary to respond to the subject solicitation may meet the definition of brokering activities requiring registration and licensing.

UNCLASSIFIED



UNCLASSIFIED

ACC - Rock Island



Pricing Scheme

- Pricing
 - MGQ: Submit FFP for NSA and separate price for transportation
 - Award will include CLINs that include the combined price of the hardware and the transportation
 - Submit Firm Fixed Ceiling Prices for assigned ranges for ordering periods 1-3 for the price of all NSA included in the solicitation
 - Prices for Years 4 and 5 will be obtained during the Delivery Order Phase
 - Notwithstanding there being no ceiling prices for years 4 and 5, any NSA requirements competed during those years will be limited to the pool of IDIQ awardees

UNCLASSIFIED

10



UNCLASSIFIED

ACC - Rock Island



Pricing Scheme (cont)

- Transportation
 - Transportation will be priced separate from the ammo item(s)
 - FOB Destination and FOB Origin
 - FOB Destination for OCONUS sourced
 - FOB Origin for CONUS sourced
 - Specific delivery requirements will be identified in the Delivery Order execution phase.
 - For example delivery to Afghanistan is via Air only into Kabul International Airport

UNCLASSIFIED

11



UNCLASSIFIED



ACC - Rock Island

Anticipated Evaluation Factors

- Management Approach
 - Supply Chain Management
 - Program Management Plan
 - Anticipate use of the MGQ for evaluation purposes
- Technical Approach
- Past Performance
 - Level of Relevancy
 - Performance Confidence Assessment
- Price
 - Firm Fixed Ceiling Prices for ordering periods 1-3 for all NSA in solicitation
 - Firm Fixed Price and Transportation Cost for award of the MGQ
- NOTE: Govt will reserve the right to incorporate any specific portion or all of the contractor's proposal into any resultant contract.

UNCLASSIFIED

12



UNCLASSIFIED

ACC - Rock Island



Delivery Order Phase

Compete orders IAW Fair Opportunities to compete provisions in FAR Part 16.505

- letter identifying the NSA, quantity, weapon system, customer, delivery requirements, final destination and any unique country requirements is sent to the contractor(s)
- Offerors submit a proposal identifying the firm fixed unit prices (not to exceed the ceiling) of the hardware and the unit price of the transportation to final destination for the defined list of NSA
- Govt will reserve right to make a single or multiple award of DOs.
- Award DO iaw stated criteria
 - price and contract performance will always be considered; and technical and other factors MAY also be considered

UNCLASSIFIED

13



UNCLASSIFIED

ACC - Rock Island



Industry Input with Implementation Plan

- Pricing of transportation separately and at the Delivery Order phase
- Need for range pricing
- Escalation indices/factors
- Family technical specifications
- Draft Safety SOW

UNCLASSIFIED

14



UNCLASSIFIED

ACC - Rock Island



Questions

- One on One Sessions begin this afternoon
- Submit any questions/comments on this acquisition by COB 02 November via email to Kim M. Jones, kim.m.jones1.civ@mail.mil
- NOTE: Briefing charts, responses to questions and all information related to this Industry Day will be posted to <http://www.aschq.army.mil/ac/aaisdus/NonStandardAmmunition.aspx>

UNCLASSIFIED

15



Non-Standard Ammunition Industry Day 19-20 October 2011

John Resch
Non-Standard Ammunition



Agenda

- **Technical Requirements**
- **General Specification**
- **Family Specifications**



Technical Requirements

- **Contract Requirements**
 - Technical Data
 - Lot History File
- **Packaging Requirements**



Contract Requirements



- **Technical Data will be submitted to PCO for Government review**
 - Technical Data must be approved prior to LAT
 - PD NSA will review within timely manner
 - Official response from PCO
- **Changes to Approved Technical Data Affecting Form, Fit, or Function of Item Requires Resubmission for Government Review and Approval**
- **Provide Lot History File when presenting product for inspection**

Prime Contractor is responsible for technical data submissions

Technical Data



Technical Data is the product specific technical drawings and Quality Assurance (QA) requirements to which the ammunition and associated packaging is produced and accepted for each applicable Contract Line Item Number (CLIN)

- **Governing Documents:**
 - **Contract Scope of Work**
 - **General Specification**
 - **Family Specifications**
 - **Approved Technical Data Package**

Technical Data



Technical Data, as a minimum, shall be in English and must contain the following elements:

Top assembly drawing, representing the end item configuration with all component assemblies annotated

- a. Drawing number**
- b. Revision number**
- c. Revision date**
- d. Document control signature**
- e. Interface dimensions**
- f. Applicable notes**
- g. Fuze drawings, when applicable**

List of component assemblies

- a. Revision number**
- b. Revision date**
- c. Component drawing(s) (if available)**

Technical Data



Product specification to which the item is produced should include the following information:

- a. Performance criteria
- b. Lot acceptance test methods
- c. Lot acceptance test sample size(s) and accept/reject criteria
- d. Compliance/verification criteria
- e. In process inspection tests that are not tested during end item lot acceptance testing
- f. Safety or reliability tests that are critical/key performance elements i.e. fuze arming

Technical Data



Packaging and marking drawings:

- a. Details of the exterior packaging and palletization
- b. Details of the Interior packaging
- c. Location and depiction of the required markings
i.e. as defined in SOW
- d. Revision number with date and configuration control
signature

Lot History File



- **Required Contents**
 - Identification of Approved Technical Data
 - Ammunition Data Card
 - Initial Acceptance Reports
 - Surveillance Reports
 - Storage History
 - Weapon Interface Results
 - Function, Casualty, and Metal Parts Security Results
 - Packaging Inspection Results
 - Marking Inspection Results

General Specification



Requirements

- **Technical Data Requirements**
 - Ammunition built to approved technical requirements
- **Compliance to Technical Requirements and Storage History**
 - Evidence of compliance to technical requirements & storage history/surveillance history
- **Serviceability**
 - Serviceable, issuable without qualification
 - Of good condition, without visible signs of degradation of ammunition or deterioration of packaging

General Specification



Requirements (cont.)

- **Weapon Interface**
 - Conforms to weapon interface as identified in Technical Data

- **Function, Casualty, and Metal Parts Security**
 - Functions without casualty or damage to identified weapon, maintains metal parts security

- **Packaging**
 - Packaging and packing IAW Paragraph 5 of the General Specification and Section D of the Contract

- **Marking**
 - Marking IAW Paragraph 5 of the General Specification and Section D of the Contract

General Specification



Verification Procedures

- **Technical Verification**
 - Verify ammunition is built to approved, documented technical requirements and is of a homogenous lot

- **Verification of Evidence of Compliance**
 - Supporting data to show compliance to technical requirements, storage and surveillance history
 - Approved Item Technical Data
 - Ammunition Data Card or equivalent – Producer, date of manufacture, date of original acceptance, component lots
 - Initial Acceptance Reports – Quantity and method of acceptance
 - Surveillance Reports that show periodic inspections for stored items
 - Storage History that defines duration and storage conditions

- **Serviceability Verification**
 - Random sample visually inspected for defects and compliance

General Specification



Verification Procedures (cont.)

- **Weapon Interface**
 - Random sample checked for profile, alignment, and interface to identified weapon system

- **Function, Casualty, and Metal Parts Security**
 - Random sample functioned from identified weapon system and checked for function, casualty, and metal parts security

- **Packaging**
 - Random sample visually inspected for defects

- **Marking**
 - Random sample visually inspected for marking defects

General Specification



Reducing or Eliminating Verification Procedures

- **Submit request with supporting documentation to PCO for reduction or elimination of verification procedures**
- **Criteria**
 - Evidence of continuous controlled storage
 - Evidence of conformance to and in accordance with applicable technical data that satisfy requirements of product verification

General Specification



■ Packaging

- Provide protection for multiple handling, redistribution and shipment by any mode of transportation
- Meet or exceed the requirements found in Part 6 of the “United Nations Recommendations on the Transport of Dangerous Goods Model Regulations” 15th Revised Edition (or later)
- Packaging and marking specifications are identified in procurement documentation (Contract Section D)

Family Specifications



- **Were developed to enhance quality of the NSA through family specific performance requirements. Family specifications are:**
 - **Small Caliber ammunition**
 - **Mortar ammunition**
 - **Shoulder fired and Spin Stabilized Grenades**
- **New Technical Requirements Found in family Specifications:**
 - **Operational Temperature Range**
 - **Sequential Rough Handling**

Family Specifications



- **Small Caliber Family Requirements**
 - Bullet Integrity
 - Tracer Performance
 - Tip Identification
 - Head Stamp

- **Items Covered:**
 - 9 x 18mm, 5.45 x 39mm, 7.62 x 39mm, 7.62 x 54mm R
 - 12.7 x 108mm

Family Specifications



- **Example performance requirements for 7.62 x 39mm ammunition:**
 - **Velocity (> 710 m/s)**
 - **Pressure (< 3200 kgf/cm²)**
 - **Accuracy (< 20 cm)**
 - **Weapon Function**

Family Specifications



Mortar Ammunition Family Requirements

■ Mortars

- Shelf life
- Fuze
 - Identification
 - Description

■ Mortars Covered

- 60mm, 82mm, 120mm
 - All Variants (High Explosive, Smoke, Illumination)

Family Specifications



- **Example performance requirements for 82 mm mortar ammunition:**
 - **Velocity > 250 m/s**
 - **Pressure < 665 kgf/cm²**
 - **Range > 3000 meters**
 - **Lethal Fragmentation Radius > 15 meters**
 - **Illumination > 500,000 Candlepower (Cd)**

Family Specifications



- **Shoulder fired and Spin stabilized Grenade Family Requirements:**

- **Grenades**
 - Shelf life
 - Fuze
 - Identification
 - Function
 - Safety

- **Grenades Covered**
 - Grenades for GP25/30 Under-barrel Grenade Launcher, and RPG-7V Launcher

Family Specifications



- **Example performance requirements for VOG-25 shoulder fired grenade:**
 - Velocity (> 70 m/s)
 - Pressure (< 85 MPa)
 - Range (> 400 meters)
 - Fragmentation Radius (> 5 meters)

Questions



- **Compliance to the General Specification, Family Specifications and submission of quality technical data is responsibility of the Prime Contractor!**

...Questions?



DCMA

Non Standard Ammunition Safety Statement of Work

Presented By:

Dave Brunello

19 October 2011

- **Contract Safety/Safety Occupational Health audit**
 - **Noncompliance due to inadequate flow down/miscommunication**
 - **Lack of site hazard training for DCMA QA personnel**
 - **DCMA GSI locations not consistent**
 - **Inadequate prime control of subcontractor**
- **Recommendations:**
 - **DCMA should refrain from GSI where absent of DCMA Safety reviews**
 - **DCMA Safety professionals partner with procuring commands to improve the Safety Statement of Work (SOW)**

- **Identify all prime & sub locations where GSI is performed**
- **Flow down requirements to subcontractors (GSI locations)**
- **Demonstrate & maintain a Safety Program**
 - **Assures the Protective Safety of US Government personnel**
 - **Ingress/Egress routes and GSI locations**
 - **Designate individual to administer the program**
 - **Maintain records of safety inspections, oversight, safety analyses**
 - **Report A&E mishap and accidents**

- **Contractor shall provide US Government personnel a safe & healthy work/inspection environment**
- **Each GSI location, ingress/egress must be verified by Prime Contractor prior to use**
- **Site Plans**
 - **Quantity/Distance separation between GSI locations, ingress/egress, and surrounding A&E operations and storage**
 - **Inhabited Building Distance IAW DOD 6055.9 tables for HC 1.1-1.6 or equivalent level of protection (building design, barriers)**
 - **Locations shall not be utilized to store other non-DOD related A&E items unless identified in the plan**

- **DCMA personnel shall not be exposed to A&E manufacturing, assembly, test, waste or destruction.**
- **Contractor non compliance to the SOW shall be subject to withdrawal of US Government personnel and require relocation of A&E material to an acceptable location for GSI**

Questions?