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Administrative Remarks

- Registration 1300 to 1330
 - Tables Outside Room
- One on One Sessions
 - Sign Up at Registration Desk
 - First Come - First Served
 - Begin After Presentation
 - Held in this Room
 - 10 Minutes Maximum
 - Single Group Only
 - Next Group Should be Ready at End of Prior Session
 - Order will be Announced



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Administrative Remarks

- Rest Rooms
 - Training Room 15
 - Downstairs to the Left of Elevators
- Breaks
 - 10 Minutes Prior to M855A1 Briefing
- Written Questions
 - Will be Collected at the End of the Briefings and May be Answered at That Time.



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Opening Remarks

- PM MAS – Mr William Sanville, Deputy Project Manager
- Welcome – Mr Randy Slusser, RICC
- M855A1 Briefing – Mr John Middleton, ARDEC



UNCLASSIFIED

U.S. Army Contracting Command *Rock Island Contracting Center*



Small Caliber Second Source Industry Day

Randy Slusser

Charlie Cording

September 14, 2010





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Agenda

- Opening Remarks
- Purpose
- PM MAS Goals
- Disclaimer
- Acquisition Strategy
- Anticipated Requirements
- Quality Assurance
- M855A1 Presentation
- General Information
- Questions/Summary



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Purpose

The purpose of today's industry day is to provide potential offerors with the current acquisition strategy, general information and anticipated requirements within the solicitation.



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PM MAS Goals

- PM MAS Small Caliber Ammunition (SCA) Goals
 - Maintain Lake City Army Ammunition Plant (LCAAP) as the Primary Source for SCA
 - Maintain Use of 2nd Source to Reduce Risk
 - Strengthen the National Technology Industrial Base (NTIB)



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Disclaimer

- All items in planning stages
- Milestones and other time frames are estimates
- Numbers/Quantities are speculative estimates
- Do not rely on information presented today in formulating your proposal
- The Government is NOT bound by any of the quantities presented today
- No Government Personnel except for the Contracting Officer can make any commitments for the Government



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Acquisition Strategy

- Milestones
 - 14 Sep 10 Industry Day #1
 - 28 Sep 10 Industry Comments/Questions Due
 - 23 Sep 11 Anticipated Award Date



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Acquisition Strategy

- Overview
 - Firm Fixed Price Contract(s) with EPA
 - Base year with four evaluated options
 - Anticipated Period of Performance will be 5 years (FY11-FY15).
 - The contractor will be required to complete deliveries within 24 months of the Government placing an order on contract.
 - Best Value
 - Ammunition must be built to U.S. Military TDPs



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Acquisition Strategy

- In accordance with FAR Part 6.302-3 Industrial Mobilization, this procurement is restricted to U.S. and Canadian Firms - the National Technology and Industrial Base (NTIB).
- This acquisition will contain provisions to require all items/components to be acquired within the NTIB with the exception of tracer bullets/projectiles and magnesium powder used in tracers.
- Contractor(s) will be allowed to obtain tracer bullets/projectiles and magnesium powder from OCONUS suppliers; those bullets/projectiles would then be assembled, in the NTIB, into cartridges by the NTIB producer.
- Use of U.S. Flag vessels for tracer bullets/projectiles must be IAW DFARS 252.247-7023.



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Acquisition Strategy

- Approval to use Lake City Army Ammunition Plant (LCAAP) as a place of performance, and/or approval to use Government Property and Equipment on LCAAP will not be granted by the Government for use of this acquisition.
- However, any Armament Retooling Manufacturing Support (ARMS) related equipment on LCAAP is acceptable for use on this acquisition as long as the appropriate ARMS approvals have been granted.



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Acquisition Strategy

This acquisition is to compete the following items:

DODIC	NSN	Nomenclature
AA33*	1305-01-457-4589	Ctg.-5.56mm M855 Ball(10-Rd. Clip)
A059	1305-01-155-5459	Ctg.-5.56mm M855 Ball(10-Rd. Clip)
A062	1305-01-258-8692	Ctg.-5.56mm M855 Ball w/M27 Link (SAW)
A064	1305-01-252-0153	Ctg.-5.56mm (4) M855 Ball/(1) M856 Tracer w/M27 Link
A080	1305-00-182-3217	Ctg.-5.56mm M200 Blank(20-Rd. Carton)
AB56	1305-01-559-3332	Ctg.-5.56mm M855A1 Ball(Linked)
AB57	1305-01-559-3333	Ctg.-5.56mm M855A1 Ball(10-Rd. Clip)
AB58	1305-01-559-3335	Ctg.-5.56mm M855A1 Ball(10-Rd. Clip)
A131	1305-01-569-2912	Ctg.-7.62mm (4) M80 Ball/(1) M62 Tracer w/M13 Link
A143	1305-01-569-2917	Ctg.-7.62mm M80 Ball w/M13 Link
A555	1305-00-028-6574	Ctg.-.50 CAL M33 Ball Linked
A557	1305-01-370-2594	Ctg.-.50 CAL (4) M33 Ball/(1) M17 Tracer Linked

* Note: The AA33 TDP may be revised for a new packaging design. If the TDP is revised, a new NSN will result.



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Acquisition Strategy

- Evaluation/Award Scenarios
 - The Government may award a single contract for all three caliber families or separate contracts for individual caliber families if that represents the best value to the Government.
 - Individual family offerors will be combined at the discretion of the Government for evaluation against the offeror for all three caliber families.



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Acquisition Strategy

- Capacity/Quantities
 - The estimated maximum per family for the base year and exercised option years are stated below. Should awards be made for individual families, the estimated maximums per family below would apply.
 - The following estimated family maximum quantities apply in the base year:
 - 5.56mm: 40,336,000
 - 7.62mm: 6,336,000
 - Caliber .50: 3,328,000
 - The following estimated family maximum quantities apply in the exercised option years:
 - 5.56mm: 121M
 - 7.62mm: 19M
 - Caliber.50: 10M
 - Should a single Contractor be awarded all three families, they will be required to have the capability to deliver up to 650,000,000 cartridges for the contract period of performance, with 50,000,000 estimated in the base year and no more than 150,000,000 estimated per exercised option year.



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Acquisition Strategy

- Evaluated Option
 - Exercising an option is always at the Government's discretion. Offerors should not assume that if a base award is received, that the option will be exercised in subsequent option years.
 - When determining whether to exercise an evaluated option, the Government will do an analysis IAW FAR 17.207



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Acquisition Strategy

- Evaluated Options
 - Base award + Four (4) Evaluated Options
 - Base Award: FY 11 (Contract Award)
 - Option Period One: FY 12 (1 Oct 11-30 Sep 12)
 - Option Period Two: FY 13 (1 Oct 12-30 Sep 13)
 - Option Period Three: FY 14 (1 Oct 13-30 Sep 14)
 - Option Period Four: FY 15 (1 Oct 14-30 Sep 15)



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Acquisition Strategy

- Evaluated Options
 - The Government foresees exercising the four options in the identified option periods.
 - However, if the Government has exercised all option quantities in a given option period, the Government reserves the right to exercise unused option quantities from previous option periods or to exercise options in succeeding option periods.



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Acquisition Strategy

Push/Pull Example

Please note: These prices/quantities for example purposes only.

Price Matrix			
	Option 1	Option 2	Option 3
Quantity	100,000	100,000	100,000
Unit Price	\$ 1.00	\$ 2.00	\$ 3.00

Option Year 1

The Option Year 1 quantity of 100,000 cartridges is awarded at the Option Year 1 unit price of \$1.00. An additional 20,000 cartridges is needed.

The clause would allow 20,000 cartridges to be pulled from Option Year 2 and awarded at the Option Year 1 unit price of \$1.00.

	Quantity	Unit Price
Option Year 1 Quantity	100,000	\$ 1.00
Pulled Option Year 2 Quantity	20,000	\$ 1.00
Total Quantity Awarded for Option Year 1	120,000	



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Acquisition Strategy

Push/Pull Example

Option Year 2

No award is made in Option Year 2

20,000 cartridges were pulled into Option Year 1 and are deducted from the total Option Year 2 quantity

The clause would allow the remaining 80,000 cartridges to be pushed into Option Year 3 and are deducted from the total Option Year 2 quantity

	Quantity	Unit Price
Option Year 2 Quantity	100,000	
Pulled into Option Year 1	(20,000)	\$ 1.00
Balance Available Option Year 2	80,000	
Pushed into Option Year 3	(80,000)	\$ 3.00
Balance Available Option Year 2	0	

Option Year 3

The Option Year 3 quantity of 100,000 is awarded at the Option Year 3 unit price of \$3.00. An additional 80,000 quantity is needed.

The remaining 80,000 cartridges on Option Year 2 are pushed from Option Year 2 to Option Year 3 and awarded at the Option Year 3 unit price of \$3.00

	Quantity	Unit Price
Option Year 3 Quantity	100,000	\$ 3.00
Pushed Option Year 2 Quantity	80,000	\$ 3.00
Total Quantity Awarded for Option Year 3	180,000	



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Anticipated Requirements

- EPA
 - There will be an EPA for Copper
 - EPA will reflect actual fluctuations in material prices
 - EPA adjustments will be made at the time additional quantities are awarded.
 - The EPA clause will be in the draft solicitation.



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Quality Assurance

- Standard Compliance Requirements
 - Quality Management System (QMS)
 - Configuration Management
 - Critical Characteristics Control
 - Process Control
 - Acceptance Inspection Equipment (AIE)
 - First Article Acceptance Test (FAAT)
 - Lot Acceptance Requirement
 - Ammunition Data Card
 - Rework & Repair



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M855A1

- M855A1 Presentation



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General Information

- The Technical Data Package (TDP) will be provided after issuance of the draft RFP, upon request to the Contracting Officer. Drawings for the TDP are Distribution D and available to only those firms registered with the US/Canada Joint Certification Program (JCP). For information on becoming certified, see www.dlis.dla.mil/jcp
- Restricted technical data will not be forwarded to a contractor who has not been certified. A copy of the certified DD 2345 is required with written request to the Contracting Officer in order to receive the drawings.



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General Information

- All contractors who provide goods/services to the Department of Defense (DoD) must be registered in the Central Contractors Register (CCR). If you are not registered in CCR, you cannot be awarded a DoD contract. The website for registering in the CCR is <http://www.ccr.gov/>
- You may also contact the CCR Registration Assistance Center at 1-888-227-2423, customer service, and request the registration form and assistance packet for completion.



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Summary

- Questions should be submitted on the forms provided to the following address: randall.slusser@us.army.mil and lane.graw@us.army.mil.
- All information regarding the Small Caliber Second Source solicitation W52P1J-10-R-0203, including the draft solicitation, questions, and answers will be posted under the Small Caliber Second Source heading at: <http://www.aschq.army.mil/ac/aaisdus/Sow.aspx>
- It will be the responsibility of the contractors to check this website for the latest information regarding this acquisition



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Questions?

- Based on today's presentation, industry is invited to provide comments/questions on the upcoming solicitation.
- The comments/questions should be submitted via the Q & A form on the website by 28 September 2010 and directed to the Contracting Officer at randall.slusser@us.army.mil and the Contract Specialist at lane.graw@us.army.mil.
- Industry should provide rationale for any comments/concerns.