

POWER TO THE SOLUTION-MAKERS

OVERCOMING OVERREGULATION



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Defining The Problem / Requirement

Objective of Procurement Stage	The purpose of the Requirements definition / or Problem Definition Stage is to define an actionable set of goals, metrics, products and/or lines of effort to be procured. The alternative methods described below can assist in defining and refining the requirement or problem set prior to publication and solicitation.		
Available Authorities	Authority	Authority Title	Description
	15 USC 3724	Crowdsourcing and Citizen Science	Citizen science and crowdsourcing can be used to enable the formulation of research questions as well as create and refine project designs.
	15 USC 3715	Use of Partnership Intermediaries	Through Intermediary organized design thinking workshops, Agencies can define and refine their problem sets.
	Office of the Undersecretary of Defense for Acquisition & Sustainment - Other Transactions Guide - Nov 2018	Alternative Problem Definition and Refinement Methods: A. Innovation Workshop B. Design Sprint	A. A multi-day engagement focused on defining problems in a business, process, or technology with specific attention to the overall user experience (UX). B. A methodology for solving problems through designing, prototyping, and testing ideas with users.
Free Tools & Resources	Citizenscience.gov	https://www.citizenscience.gov/#	
	Office of the Undersecretary of Defense for Acquisition & Sustainment - Other Transactions Guide - Nov 2018	https://www.dau.edu/guidebooks/Shared%20Documents/Other%20Transactions%20(OT)%20Guide.pdf	

Market Research / Market Intelligence

Objective of Procurement Stage	The purpose of the Market Research Stage (Which is a continuous activity throughout the procurement lifecycle) is to conduct appropriate market research to arrive at the most suitable approach to acquiring, distributing, and supporting supplies and services. In addition to traditional methods of performing Market Research, the following authorities and methods can assist the acquisition professional in their activities:		
Available Authorities	15 USC 3724	Crowdsourcing and Citizen Science	Citizen science and crowdsourcing can be used to collect and analyze data or interpret the results of data.
	15 USC 3715	Use of Partnership Intermediaries	Intermediaries can be leveraged to research potential suppliers and technologies on behalf of the Government
	FAR Part 10	Reverse Industry Day	Reverse Industry Days (RID) provide Government acquisition professionals with an opportunity to learn about the issues that are most important to industry
		Acquisition Innovation Roundtable	Working group of government and industry leaders to make improvements in targeted business areas.
	Office of the Undersecretary of Defense for Acquisition & Sustainment - Other Transactions Guide - Nov 2018	Alternative Market Research Methods: A. Rodeo B. Hackathon C. Tech Demonstration	A. A forum for enthusiasts where participants demonstrate capability in an industry. B. A competitive event in which people work in groups on projects (generally software), with the goal of creating functioning products by the end of the event. C. A forum where a prototype, rough example, or an otherwise incomplete version of a conceivable product or future system, is demonstrated as a proof of concept with the primary purpose of showcasing the possible applications, feasibility, performance and method of an idea for a new technology.
Free Tools & Resources	Citizenscience.gov	https://www.citizenscience.gov/#	
	Challenge.gov	https://www.challenge.gov/	
	Govshop	https://govshop.publicspendforum.net/	
	Federal Acquisition Institute (FAI).gov - Periodic Table of Acquisition Innovations	https://www.fai.gov/periodic-table/	

Publicizing Requirements

Objective of Procurement Stage	The purpose of requirements / opportunity publication stage is to create maximize exposure of the problem set/ requirement to relevant technology, service, or supply providers to provide for maximum competition and meet the statutory/regulatory requirements for notice. In addition to publishing under the Governmentwide Point of Entry (GPE - Beta.Sam.Gov / Grants.gov), the following authorities/methods/resources may be leveraged by acquisition professionals to maximize awareness:		
Available Authorities	15 USC 3724	Crowdsourcing and Citizen Science	Citizen Science and crowdsourcing can be used to publicize areas of interest to potential industry and academic partners.
	15 USC 3715	Use of Partnership Intermediaries	Intermediaries can be used to publicize areas of interest to potential industry and academic partners.
	Various	Use of Established Consortia	There are a number of existing Consortia that have pre-negotiated terms with various Agencies. Under these Agreements, potential providers are organized by technology, product, or service area.
		Procurement Technical Assistance Program	Distribution through the Procurement Technical Assistance Centers (PTACs)
Free Tools & Resources	Citizenscience.gov	https://www.citizenscience.gov/#	
	Govshop Opportunities	https://govshop.publicspendforum.net/opportunities/	
	MITRE - Acquisition in the Digital Age (AiDA)	https://aida.mitre.org/	
	Association of Procurement Technical Assistance Centers	https://www.ptac-us.org/	



CONNECTING TO
CREATE WHAT'S NEXT

Solicitation and Evaluation

Objective of Procurement Stage	The objective of the Solicitation & Evaluation Stage is to establish a method and scheme to receive bids and select awardees. In addition to traditional methods of solicitation and evaluation identified in FAR Parts 12, 13, 14, and 15, the following authorities and methods are available to the acquisition professional:			
Available Authorities	15 USC 3724	Crowdsourcing and Citizen Science	Citizen Science and crowdsourcing can be used to conduct scientific experiments, develop technology applications and solve problems.	
	FAR Part 35.016	Broad Agency Announcement	Acquisition of basic and applied research and that part of development not related to the development of a specific system or hardware procurement	
	Various	Use of Established Consortia Agreements to solicit under pre-negotiated terms: A. Request for Project Proposal (RPP) B. Request for White Paper (RWP) C. Annual Plan Call for Technology Solutions		There are a number of existing Consortia that have pre-negotiated terms with various Agencies. These agreements contain streamlined solicitation, evaluation and award procedures which allow for reduced lead time and documentation.
		FAR 15.102	Oral Presentations	Oral presentations allow the Government to hear directly from the vendor and their technical experts about their solutions and create a dialogue.
		Office of the Undersecretary of Defense for Acquisition & Sustainment - Other Transactions Guide - Nov 2018	A. Pitch Event B. Hackathon C. Rodeo	A. An event in which individuals or companies pitch a solution or product to a panel of judges which may result in funding or procurement of their product. B. A competitive event in which people work in groups on projects (generally software), with the goal of creating functioning products by the end of the event. C. A forum for enthusiasts in which participants demonstrate capability in an industry. Participants may receive prizes if they meet standard criteria.
	15 USC 3719 10 USC 2374a	Alternative Solicitation Methods: A. Shark-Tank B. Hackathon C. Innovation Workshop		Prize Competitions can be used to reward the development of solutions for a particular, well-defined problem.
	Small Business Innovation Research (SBIR) Program and Small Business Technology Transfer (STTR) Program - Phases I and II			Established to strengthen the role of innovative small business concerns in Federally-funded research and development (R&D).
	Small Business Innovation Development Act of 1982 (P.L. 97-219)	SBIR Phase III		Phase III refers to work that derives from, extends, or completes an effort made under prior SBIR/STTR funding agreements, but is funded by sources other than the SBIR/STTR programs.
	A. Section 879 FY2017 NDAA B. Section 880 FY2017 NDAA / GSAM Part 57	A. Defense Commercial Solutions Opening Pilot Program B. Pilot Programs for Authority to Acquire Innovative Commercial Items Using General Solicitation Competitive Procedures		Merit-based solicitation method to acquire innovative commercial items, technologies or services that directly fulfill requirements, close capability gaps, or provide potential technological advances.
		Free Tools & Resources	Challenge.gov	https://www.challenge.gov/
Defense Innovation Unit (DIU) CSO Guide	https://apps.dtic.mil/docs/citations/AD1022451			
GSA Procurement Innovation Resource Center CSO Guide	https://www.gsa.gov/cdnstatic/PIRC%20CSO%20Guide%2062518.pdf			
OSD Memo - 26 Jun 2018	https://www.acq.osd.mil/dpap/policy/policyvault/USA001228-18-DPAP.pdf			
DHS CSO Guide	https://www.dhs.gov/sites/default/files/publications/The%20Commercial%20Solutions%20Opening%20Pilot%20Program%20Guide_%2006-13-2018_0.pdf			
MITRE - Challenge-Based Acquisition: 5th Edition	https://www.mitre.org/publications/technical-papers/challenge-based-acquisition-5th-edition			
Small Business Innovation Research Program	https://www.sbir.gov/			

Award

Objective of Procurement Stage	The purpose of the Award stage is to establish a legally-binding agreement between the Government and one or more awardees at a fair & reasonable price. In addition to standard instruments such as Grants, Cooperative Agreements, and Procurement Contracts, the following authorities and instruments are also available:			
Available Authorities	10 USC 2373	Procurement for Experimental Purposes Other Transaction Authority	To procure ordnance, signal, chemical activity, transportation, energy, medical, space-flight, telecommunications, and aeronautical supplies, including parts and accessories, and designs thereof, necessary for experimental or test purposes.	
	A. 10 USC 2371 B. 6 USC 391(a)(1) C. 6 USC 596(1) D. 49 USC 114(j) E. 49 USC 5312(a)-(d) F. 42 USC 16538 G. 42 USC 247d-7e(5)(A) H. 42 USC 284n(b)(1) I. 42 USC 285b-3 J. 42 USC 287a(e)(3)(C) K. 49 USC 106(j)(6) L. 51 USC 20113(e) M. 42 USC 7256(g)	Research & Development Other Transaction Authorities: A. Department of Defense (DOD) B. Department of Homeland Security (DHS) C. Domestic Nuclear Detection Office (DNDO) D. Transportation Security Administration (TSA) E. Department of Transportation (DOT) F. Advanced Research Projects Agency-Energy (ARPA-E) G. Biomedical Advanced Research and Development Authority (BARDA) H-J. National Institutes of Health (NIH) K. Federal Aviation Administration (FAA) L. National Aeronautics and Space administration (NASA) M. Department of Energy (DOE)	Agencies, subject to varying statutory provisions, may enter into transactions other than grants, cooperative agreements, or procurement contracts in carrying out basic, applied, and advanced research projects.	
		A. 10 USC 2371b B. 6 USC 391(a)(2) C. 6 USC 596(1) D. 49 USC 114(j) E. 49 USC 5312(e) F. 42 USC 16538 G. 42 USC 285b-3 H. 49 USC 106(j)(6) I. 51 USC 20113(e) J. 42 USC 7256(g)	Prototype, Demonstration, and Deployment Other Transaction Authorities A. Department of Defense (DOD) B. Department of Homeland Security (DHS) C. Domestic Nuclear Detection Office (DNDO) D. Transportation Security Administration (TSA) E. Department of Transportation (DOT) F. Advanced Research Projects Agency-Energy (ARPA-E) G. National Institutes of Health (NIH) H. Federal Aviation Administration (FAA) I. National Aeronautics and Space administration (NASA) J. Department of Energy (DOE)	Agencies, subject to varying statutory provisions, may enter into transactions other than grants, cooperative agreements, or procurement contracts in carrying out prototyping, demonstration, or deployment of technology efforts.
		A. 10 USC 2371b(f) B. 6 USC 596(1) C. 49 USC 114(j) D. 49 USC 106(j)(6) E. 51 USC 20113(e)	Production Other Transaction Authority A. Department of Defense (DOD) B. Domestic Nuclear Detection Office (DNDO) C. Transportation Security Administration (TSA) D. Federal Aviation Administration (FAA) E. National Aeronautics and Space administration (NASA)	Agencies, subject to varying statutory provisions, may enter into transactions other than grants, cooperative agreements, or procurement contracts to produce end products and services.
	15 USC 3719 10 USC 2374a	Prize Competitions Prizes for Advanced Technology Achievements	Prize Competitions can be used to reward the development of solutions for a particular, well-defined problem.	
Free Tools & Resources	Challenge.gov	https://www.challenge.gov/		
	Defense Acquisition University Contracting Cone	https://aaf.dau.edu/aaf/contracting-cone/		
	Strategic Institute for Innovation in Government Contracting	https://www.strategicinstitute.org/		
	MITRE - Acquisition in the Digital Age (AiDA)	https://aida.mitre.org/		
	Office of the Undersecretary of Defense for Acquisition & Sustainment - Other Transactions Guide - Nov 2018	https://www.dau.edu/guidebooks/Shared%20Documents/Other%20Transactions%20(OT)%20Guide.pdf		