

# TRADEWIND ACCELERANTS: CALLS FOR INDUSTRY SOLUTIONS

## PURPOSE

The JAIC is seeking commercial solutions to solve problems identified in this Call to Industry. The JAIC and its partners intend to subsequently review proposed solutions in order to select solution providers with the highest value to present and/or demonstrate their capability in a one-on-one setting with Government Stakeholders.

## INTRODUCTION

This Call to Industry identifies the multi-phased competitive process, which may result in the award of one, some, or several prototype projects. The objective of this Call is to attract and identify best-of-breed solutions to solve the problem sets identified.

This Call identifies multiple problem sets and interested solution providers are highly encouraged to frequently check [tradewindai.com](http://tradewindai.com) to see if any additional problem sets have been added to this Call. The JAIC is targeting adding new problem sets monthly.

This is an open Call and solutions may be submitted at any time while this Call is published. Please pay attention to review deadlines, if any, identified with the problem sets associated with this Call.

This Call is considered to have high potential for further efforts that may be accomplished via Other Transaction Authority (OTA) for Prototype Projects pursuant to 10 USC 2371b. As such, the procedures outlined in this Call is considered to satisfy the reasonable effort to obtain competition in accordance with 10 USC 2371b (b)(2).

## HOW TO PARTICIPATE

### Phases of Activity



Not all solution providers will participate in all phases or obtain an agreement with the Government. The Government may skip or combine phases as necessary to collect and evaluate information as it relates to proposed solutions. Further, the Government may go back to earlier Phases with clarifications and additional requests as necessary to identify successful

solutions that will meet intended prototype objectives. Finally, the Government may initiate steps toward a prototype project award at any Phase.

Solution providers that are not chosen for subsequent Phase(s) will be notified in writing as soon as practicable. Solutions providers selected for any Phase(s), subsequent Phases or a return to earlier Phase(s), will be notified via email with further details and instructions.

## 1. Phase 1: Vulcan Scout Card Submission

**Use of Vulcan.** The Government will be using the Vulcan Technology Platform to collect, receive, share, and assess solutions in Phase 1. Interested solution providers will need to register in Vulcan at [www.Vulcan-SOF.com](http://www.Vulcan-SOF.com). For new Vulcan users, immediate registration and review of the “Creating a Vulcan Scout Card” video on Vulcan TV once access is provided is highly recommended. For support on Vulcan technical issues contact [contact@Vulcan-sof.com](mailto:contact@Vulcan-sof.com).

**What do I submit in Phase 1?** Interested solution providers should submit a Vulcan Scout card for the applicable problem set it has a solution. The purpose of this phase is to provide an opportunity for interested solution providers to introduce their solution(s) to the Government. Vendors interested in submitting solutions for more than one problem set should submit separate Scout Cards for each problem set. Vulcan Scout Card guidelines, deadlines, and submission links are provided with the individual problem sets as they are published.

**How Do I get to Phase 2?** The purpose of Phase 1 is to quickly identify solutions that have high potential to address the operational gap in order invite a manageable number of participants to Phase 2 for submission of Solution Briefs. Government reviewers will possibly be assessing 100+ Vulcan Scout Cards- and will be using the below rubric to quickly categorize solutions that have the strongest likelihood of solving the problem based on the limited information provided in the Scout Card. The challenge for solution providers is to succinctly summarize the value-proposition of the proposed solution as it related to the problem enough for the reviewer to want to learn more via a Phase 2 Solution Brief.

### Phase 1 Rubric:

	<b>Red – Solution does not appear to address the problem; Do not hold or proceed to next phase</b>
	<b>Yellow – Solution may address the problem; Hold for further evaluation at a later time and could proceed to next phase</b>
	<b>Green – Solution appears to address the problem; proceed to next phase</b>

## 2. Phase 2: Solution Briefs

**What do I submit in Phase 2?** Solution providers with favorably evaluated Vulcan Scout Cards will be asked to submit a solution brief that provides additional descriptions and information about the solution. Solution Briefs may be written (i.e. white paper or power point slides) or verbal (audio or video). We strongly recommend that Solution Briefs not exceed 5 written pages using 12-point font, 15 briefing slides, or 10-minute audio/video. These limits are not requirements but are strongly recommended. Please note for audio/video files- the onus is on the solution provider to ensure this media is accessible for listening/viewing. Here is the

suggested minimum content for the Solution Brief. The Government may provide additional instruction to solution providers in the request to Submit a Solution Brief.

- Executive Summary: A brief description of the proposed solution.
- Solution Details: Describe the unique aspects of your solution and/or technology as it relates to the operational gap. Also identify which aspects of your solution are considered proprietary. Diagrams or graphics depicting to best communicate any aspect of the proposed solution are strongly encouraged.
- Value to the Government: It is the solution provider's responsibility to demonstrate why it is offering the best solution and what value-add this solution will bring to the Department of Defense. This is the provider's chance to convince the Government as to why it should invest in your solution as a prototype project. Providers are reminded this is not a sales pitch and should stay on message to demonstrating why the proposed solution will address the problem statement. As an example, the Solution Brief may take a deeper dive how the solution would be used by an operational user or what processes will be used for the agile development of this item and/or what benefits the solution would provide.

**Q&A Event:** Those invited to Phase 2 will have the opportunity to participate in a Question & Answer (Q&A) session with select Government stakeholders prior to submission of Solution Briefs. Solution providers will have an opportunity to ask questions, and the Government will answer questions in real time. The information provided during this Activity will be driven by solution provider questions. Solution providers are encouraged to prepare questions ahead of the scheduled event. Please note the Government does not intend to distribute meeting minutes or provide any follow up information from this event for those unable to attend. Participation is highly encouraged. Instructions to participate in this event will be provided separately to Phase 2 invitees.

**How Do I get to Phase 3?** The purpose of Phase 2 is to identify solutions that have a high potential of project success enough to invite for a live interview and/or demonstration. The challenge for solution providers in Phase 2 is to create enough interest from Government Solution Brief reviewers to want to see the proposed solution live ("show me the solution can work"). Evaluation criteria will be outlined in the Phase 2 invitation.

### 3. Phase 3: Show & Tell

**What do I do in Phase 3?** The purpose of this phase is for solution providers to do a "show & tell" of their solution where the Government is looking to discover and engage with solution providers in a one-on-one environment. Solution providers should be prepared to answer technical and non-technical questions about your proposed solutions. This may include, but is not limited to: intellectual property, rough order of magnitude costs, responsible AI, and cybersecurity. Any organizational descriptions and introductory company remarks should be kept to a bare minimum or not at all during the Show & Tell. Additional information related to logistics and coordination of the one-on-one environment (i.e. time, date, and location, etc.) will be provided separate from this Call and sent directly to solution providers selected for this Phase. The one-on-one forum will include a Q&A portion, and discussions may continue outside of the Show & Tell event.

**How Do I get to Phase 4?** The purpose of Phase 3 is to identify solutions that have demonstrated a capability, increasing confidence in potential prototype success. Evaluation criteria will be outlined in the Phase 3 invitation. Favorably evaluated solutions as a result of this Phase may immediately proceed to negotiations under Phase 4.

#### 4. Phase 4: Project Award(s)

The Government intends to award one or more prototype projects for each problem set. Successfully negotiated projects are intended to be awarded as Other Transaction Agreements under 10 U.S.C. 2371b for Prototypes Projects with potential follow-on non-competitive Production Agreements or FAR-based contracts. Multiple awards may be made to pursue dissimilar solutions should they all address the problem set and funds are available. Project negotiations may include: developing standard and unique project terms and conditions, understanding technical and price details to implement the solution(s) as a prototype project, and determining price reasonableness.

The Government will correspond with solution providers individually during this Phase to answer questions related to proposed solutions being favorably considered for a prototype project award. Such interactions may result in multiple exchanges and/or written submissions to address Government questions.

## TERMS OF PARTICIPATION

Participation in any Phase depicts agreement with the following.

- Only US owned companies are eligible
- The Government will not reimburse interested respondents for costs of preparation of submissions, pricing information, or any other activity during the competitive selection process.
- Unnecessarily elaborate brochures or marketing materials are not desired.
- All information in Phases 1 and 2 submissions must be unclassified and non-proprietary. Submissions under those phases in response to this Call announcement indicates confirmation that the submission provided is unclassified and does not contain proprietary information.
- Submitted materials may be considered by the Government for a prototype award up to one (1) year after submission for same or similar requirements.

## QUESTIONS

Questions may be submitted about the overall process, as well as individual opportunities. Please submit any administrative or procedural questions regarding this process to [submissions@tradewindai.com](mailto:submissions@tradewindai.com).

If your question is relative to a specific opportunity, you must include the Tradewind Opportunity ID (TW-22-00X) in the subject line, if not your email may not be read! A specific link for each opportunity will be included with every problem statement and includes a pre-scripted Subject line in the email link for your convenience.

## NOTICES

### **Follow-On Production**

The potential for follow-on production for projects awarded from this announcement will be in accordance with 10.U.S.C. 2371b (f). Upon a determination that the competitively awarded prototype project(s) has been successfully completed, and subject to the availability of funds, the prototype project(s) may result in the award of a follow-on production contract or transaction without the use of competitive procedures. Follow-on production may include supplies and services to support deployment of the successful prototype solution throughout the solution lifecycle, such as training, sustainment, minor engineering for small enhancements or troubleshooting, and logistics management (as appropriate).

Please note determination of a successful prototype solution and entering into a follow-on production activity does not prohibit the Government from adding additional phases to the prototype agreement for the purpose of incrementally scaling or incrementally developing the prototype solution further. The Government reserves the right to enter into a follow-on production agreement upon successful completion of any prototype phase identified and continue prototyping concurrently.

### **Use of Contractor Support**

Non-Government advisors (to include support from non-profit organizations) may be used in the evaluation of White Papers and proposals and will have signed Non-Disclosure Agreements (NDAs) with the Government. The Government understands that information provided in this Announcement is presented in confidence and may contain trade secret or commercial or financial information and agrees to protect such information from unauthorized disclosure to the maximum extent permitted and as required by law. A respondent's participation in any part of the selection process under this announcement indicates concurrence with the aforementioned use of contractor support personnel.