

LR-ASM BAA 08-41
Questions and Answers
11 June 2008

(Including Q&A from the LR-ASM Industry Day, 6 May 2008.)

Please submit additional questions regarding
the LR-ASM BAA to BAA08-41@darpa.mil.

Q: Are proposals that look at the complete system of interest (i.e. an integrated EW suite with an innovative maneuvering terminal vehicle), or is the program focused only on missile propulsion technology?

A: The primary objective of the program is to develop and demonstrate an integrated weapon system capable of achieving the defined operational capabilities. This requires a complete system approach, with optimization of propulsion system capability versus maturity as one component. ONR has a secondary interest in development of critical enabling sub-components for enhanced performance.

Q: Does the demonstration necessarily have to end in a missile flight, or could it be a captive carry seeker coupled with survivability studies?

A: A high fidelity fully integrated demonstration of the developed weapon capability is desired, subject to appropriate cost-value consideration and technical execution (i.e. test range) limitations. The specific objectives of the demonstration should be based on the unique risks associated with your technical approach. Increased maturity of particular components will increase the acceptance of external data or analytical extension (i.e. a weapon that is a close derivative of a currently operational missile may focus the demonstration on unique terminal capabilities without necessarily duplicating flight envelope characteristics that are well documented). It is recommended that proposers start from as robust a demonstration as possible and provide justification for reductions in fidelity as necessary or warranted for best value.

Q: What is the expected budget? Is there an approximate budget value per phase?

A: The budget will be based on the quality of proposals and available funding. Expected budget is commensurate with full integrated system development and a high fidelity demonstration executed at an accelerated pace.

Q: Does industry have access to technical data packages for Tomahawk Block III, Tomahawk Block IV, and/or Standard Missile variants?

A: The government does not have sufficient data rights to release technical data packages for all Tomahawk and Standard missile variants. DARPA is actively pursuing agreements to release such data as is possible in support of this BAA, and expects to provide Level II technical data packages for Tomahawk Block III and a to

be determined Standard variant shortly. Utilization of this data and teaming arrangements that allow innovative terminal capabilities to leverage these in service propulsion systems are strongly encouraged.

Q: What portion of test activities will be Government Furnished Equipment (GFE), such as the range, chase vehicles, and/or target barge?

A: Proposals should fully identify any GFE required for system development or demonstration as part of an integrated execution plan. GFE availability, agreements, and costs should be detailed as thoroughly as possible in the proposals.

Q: How many awards are expected in Phase 1 and/or Phase 2?

A: Multiple awards are possible. The number of awards will be based on the quality of proposals, available funding, and portfolio management.

Q: Are there a minimum number of assets desired at the outcome of Phase 2?

A: No.

Q: What is the cost scope, e.g. design versus testing and certification?

A: Proposals should encompass development and demonstration costs, and internal testing as necessary to support risk reduction and safe demonstration of the technology. The ability to support rapid transition to Navy acquisition following program completion is desired, and the demonstrated system should be designed to fully comply with all certification and acquisition-level testing. While consideration of certification risk reduction is encouraged in planning proposed test approaches, costs in excess of those required to support the demonstration objective are not expected to be included in proposed costs.

Q: Are multiple delivery sites permitted for the classified annex?

A: Yes.

Q: Could you share the Presidents Budget Program Element for which the funds for this program will be coming from?

A: No.

Q: Is there a DD-254 for the LR-ASM BAA?

A: No, a DD-254 will not be issued at this time. Final DD-254(s) will be issued with contract award(s). Classification guidance for proposal development and submission should follow the DARPA New Start security classification guide provided in Annex C to the BAA, as well as any other applicable security classification guides.

A DD Form 254 is a contractual document (contained in Part J of standard contracts). The LR-ASM BAA is a solicitation to request proposals, regardless of

classification level, from a wide variety of entities. If a contract, or contracts, results from this solicitation, DD Forms 254 and program-specific classification guides will be provided with these contracts.

The classified annexes to the BAA were provided as background information to those BAA responders who requested the information and who were determined by DARPA to possess facility clearances and protection capabilities equal to the security level of the annexes. All of these recipients have valid security agreements with the U.S. Government obligating them to protect classified information in accordance with the NISPOM. There is no prohibition contained in the NISPOM which precludes classified information provided to a contractor from being shared with properly cleared individuals within that contractor's organization, to include properly cleared teaming partners/consultants, who have a valid need-to-know.

For information that the contractor develops for the purpose of responding to this BAA, which they feel should be classified, the provisions of Paragraph 4-105 (quoted below) of the NISPOM apply. The information is protected and marked at the level that the contractor feels is appropriate and submitted to the government for a security determination. The DARPA New Start Security Classification Guide provided with the LR-ASM BAA offers guidance in this respect.

If information that is classified by another government agency is included in a response to the BAA, permission from the information owner must be obtained before it is provided to DARPA.

If this direction conflicts with industry interpretation of NISPOM or other guidance, please send specific citations to DARPA at BAA08-41@darpa.mil.

"4-105. Contractor Developed Information.

Whenever a contractor develops an unsolicited proposal or originates information not in the performance of a classified contract, the following rules shall apply:

- a. If the information was previously identified as classified, it shall be classified in accordance with an appropriate Contract Security Classification Specification, classification guide, or source document and marked as required by this Chapter.
- b. If the information was not previously classified, but the contractor believes the information may, or should, be classified, the contractor should protect the information as though classified at the appropriate level and submit it to the agency that has an interest in the subject matter for a classification determination. In such a case, the following marking, or one that clearly conveys the same meaning, may be used:

CLASSIFICATION DETERMINATION PENDING- Protect as though classified (TOP SECRET, SECRET, or CONFIDENTIAL).

This marking shall appear conspicuously at least once on the material but no further markings are necessary until a classification determination is received. In addition, contractors are not precluded from marking such material as company-private or proprietary information. Pending a final classification determination, the contractor should protect the information. It should be noted however, that E.O. 12356 prohibits classification of information over which the Government has no jurisdiction. To be eligible for classification, the information must (1) Incorporate classified information to which the contractor was given prior access, or (2) The Government must first acquire a proprietary interest in the information."

Q: Are you contemplating allowing foreign companies to participate as long as US companies are prime?

A: Due to security requirements, only U.S. contractors who are capable of receiving, processing, and storing export controlled and classified information associated with this effort are eligible to participate as prime contractors. Foreign participants and/or individuals may participate as subcontractors or consultants to the extent that such participants comply with any necessary non-disclosure agreements, security regulations, export control laws, ITAR regulations, and other governing statutes applicable under the circumstances. Since DARPA does not intend to directly provide data to any international participants, proposers are reminded that implementation of applicable agreements and licenses is the responsibility of the proposer.

Q: We notice that schedule is not an evaluation factor, yet has been discussed during industry days and in the body of the BAA. How will schedule be evaluated?

A: Assessment of the proposed schedule is incorporated into the evaluation criteria. Specific references within the BAA are at 5.1.2 (Technical Approach), Concept sub-bullet one, Development Plan sub-bullet two, and Test & Demonstration Approach sub-bullet one.

Q: Can you expand on the need for a technology nugget and completing a demo in 36 months? We believe the 36 month timeframe implies fairly mature technologies (~18 month development time)?

A: The desire for an integrated demonstration within 36 months after contract award should balance selected technology risk and maturity. The government is not concerned with a particular "technology nugget," but instead is focused on demonstration of the desired operational capability. It is recommended that you balance technology development risk with the capability to provide robust mission performance, incorporating higher risk technologies as they are necessary to meet design goals.

Q: Paragraph 4.2.3 of the draft BAA provided at Industry Day requires the contractor to provide significant amounts of cost data (both prime contractor and subcontractor data) in the Technical and Management Proposal. Due to the proprietary nature of this data and given the limited number of pages allocated to the technical volume, it is recommended that the requirement to provide this important data be moved to the cost volume.

A: The final version of the BAA clarifies that the Technical and Management Proposal contain summary data only.

Q: Paragraph 4.2.3 of the draft BAA provided at Industry Day requires the contractor to provide a work breakdown structure (WBS) and an Integrated Master Schedule within the Technical and Management Proposal. Given the limited number of pages allocated to the technical volume, it is recommended that a stipulation be provided that these items not be included within the page count of the technical volume or the requirement to provide these important documents be moved to the cost volume.

A: The final version of the BAA clarifies that the WBS and IMS do not count against the Volume I page count.

Q: Do you consider a Table of Contents, List of Figures, Glossary of Terms, and a Compliance Matrix and Cross Reference Matrix part of the excluded page count in Volume I, Section I, Administrative?

A: No. Volume I, Section I contains only the cover sheet and transmittal letter.

Q: If a proposer submits a Classified Addendum as response to Volume I; is it part of the overall 50-page total or are the classified and unclassified portions 50 pages each?

A: A classified addendum may be up to 50 pages in addition to the page limit for the unclassified Volume I.

Q: Paragraph 4.2.3 Section II, Summary of Proposal, sub-section B states "Phase I deliverables should include at a minimum a System Requirement Report, Preliminary Design Report (with WBS, IMS and cost to level 4)..." Can you define the level 4 costing requirement and confirm that this requirement is intended for response in Volume I Technical and Management Proposal?

A: The level 4 costing requirement is intended for Phase 1 deliverables, not the Volume I Technical and Management Proposal. "Level 4" defines the level of detail required in the Work Breakdown Structure (1.1.1.1 XXXXX), and typically shows the sub-component/part detail of the system. The Integrated Master Schedule and cost tracking should be tied to the WBS such that each level 4 element has associated schedule and cost detail. The level 4 detail is required as a deliverable at the end of phase I. Level 3 detail is sufficient to support the proposal in Volume I Section III.

Q: In Paragraph 4.2.3 Section III, Detailed Proposal Information, sub-paragraph H, a cost breakout is requested, along with payable milestones. The instructions then state, "Milestones must not include proprietary information." Please clarify if you consider cost information to be proprietary.

A: The milestone definition and description must not include proprietary information.

Q: The last paragraph of Paragraph 4.2.3 Section III, Detailed Proposal Information states: "The IMS and cost proposal numbering should be completed to at least level 3 and in detail sufficient to highlight the significant points discussed throughout the proposal and within the WBS budget allocation." Please define the requirements stated for "cost proposal numbering to level 3" and, "within the WBS budget allocation."

A: The cost proposal should be tied to each WBS element, which for the proposal should be to at least level 3, typically the component detail of the system. If significant emphasis or cost drivers within the proposal occur at a further level of detail, the WBS, cost, and schedule should be defined to that same level. "The WBS budget allocation" simply refers to the direct linkage of the cost proposal to the WBS elements.

Q: In Paragraph 2.0, Award Information, the second paragraph states: "The government reserves the right to fund proposals in phases with options for continued work at the end of one or more of the phases." The proposer is also instructed to propose phases and options to the guidance of Paragraph 2.1, Period of Performance. If the government elects to fund in proposal phases; will the government fund to the proposer's proposed structure or to a phase structure that will be specified by the government?

A: Proposers are encouraged to propose schedule and phasing that is most advantageous for the efficient completion of the proposed scope. Information provided in Sections 1.0 and 2.1 is guidance and not government specification. The government reserves the right to insert additional phases and options or otherwise alter the schedule within final contract negotiations.