



Army's Perspective on OTAs

Successes, Challenges and Lessons Learned

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ACC-DTA Acquisition Services Contracting Division Locations





Overview of R&D Services Branch

- Mission Portfolio
 - Broad range of R&D services and engineering services – both FAR and non-FAR based;
 - Service support for Ground Vehicle System Center (GVSC) and GVSC labs;
 - Professional and equipment related services (TS3 Equipment Related Services and GSA OASIS);
 - **Prototype project utilizing Other Transaction Agreements (OTA); and**
 - Cooperative Agreements, Broad Agency Announcement (BAA), Small Business Innovative Research (SBIR) projects



Changing the Way – OTA Structure

- Consortium Based OTAs
 - Detroit Arsenal Innovation (DAI) OTA
 - Ability to accurately track dollars obligated to both non-traditional and traditional contractors
 - More insight for accurate data for reporting purposes
- Standalone OTAs
 - Standardization of baseline Terms and Conditions
 - Streamlines the process and equal starting point for negotiating



Overcoming OTA Challenges

- OTA Execution
 - The notion that OTAs are “faster” than traditional FAR-based contract execution
 - “Faster” since the Government doesn’t follow stringent regulation
 - The myth that Government contracting “is slow”
 - Continuing to maintain due diligence in internal reviews of OTA documentation



OTA Lessons Learned

- What Have We Learned?
 - Flexibility in our execution and streamlining processes;
 - Changing how the Contracting workforce critically thinks projects through the process;
 - Collaboration at the onset is key; and
 - Transition from prototype to production



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Thank you!