

OT Huddle Takeaways on CSOs

DAU hosted representatives from the Defense Innovation Unit (DIU) to discuss their pioneering and successful Commercial Solutions Opening (CSO) process. To see the slide deck (including graphical depictions of the process, information about the current ICAP Fellows, and descriptions of some really interesting CSO OT projects), click under “Attachments” [here](#).

A few quick takeaways from the presentation:

- The Defense Innovation Unit (DIU) strengthens our national security by accelerating the adoption of commercial technology throughout the military and strengthening our allied and national security innovation bases.
- DIU partners with organizations across the Department of Defense (DoD), from the services and components to combatant commands and defense agencies, to rapidly prototype and field advanced commercial solutions that address national security challenges. With offices in Silicon Valley, Boston, Austin, Chicago and the Pentagon, DIU connects its DoD partners with leading technology companies across the country.
- DIU is the only DoD organization focused exclusively on fielding and scaling commercial technology across the U.S. military at commercial speeds. It is focused on six technology areas where the commercial sector is operating at the leading edge: artificial intelligence, autonomy, cyber and telecom, energy, human systems, and space.
- The initial step is problem **curation**, that is, developing an appropriate problem statement. “Requirement” is a four-letter word to the extent that the Government prescribes a solution that doesn’t take full advantage of industry’s capabilities.
- During curation, DIU has a team of different specialties that walk through the problem statement, look at deliverables and decide what they want and need.
- The second step is **diligence** performed by DIU’s commercial engagement team. These are industry experts who confirm there is a commercial market for the problem they are trying to solve.
- The third step is the **CSO**. This entails soliciting digital proposals in short (5 pages or 15 slides) response to a problem statement (about 10 days), the evaluating proposals and inviting a short list of bidders to present Shark-Tank like pitches, and then selecting awardees and negotiating agreements (these latter steps have a goal of 60-90 days).
- During the CSO process companies are asked early-on how much it will cost, what the schedule is, about constraints on data rights and company ownership so as to facilitate a smooth negotiation of terms and conditions.
- The next steps are **prototyping** and **transitioning** successful prototypes.
- Any DoD entity can reach out to DIU for assistance.
- Immersive Commercial Acquisition Program (ICAP)
 - Recognizing the need to keep pace with commercial product cycles and adopt commercial procurement best practices, the Defense Acquisition University (DAU) and DIU have joined forces to develop and implement the Immersive Commercial Acquisition Program (ICAP). Under ICAP, DoD acquisition personnel will work on Service-aligned projects, alongside a DIU contracting officer and project team as well as commercial solution providers on a variety of projects. ICAP participants will also take virtual classes on Other Transactional (OT) authorities through DAU’s OT Credentials Program.

- For more info on ICAP, visit: <https://www.diu.mil/work-with-us/immersive-commercial-acquisition-program-icap>.
- If you are interested in applying for the FY23-34 ICAP cohort, please visit this website and monitor DIU's social media for updates. The application portal will open in the Spring of 2023.
- Also, please share ICAP application announcements with your network!



For additional questions about DIU and its processes, please contact info@diu.mil.

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