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# Army Perspective and Use of Commercial Solutions Opening (CSOs)

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# “Toolbox” of Solicitation/Award Mechanisms

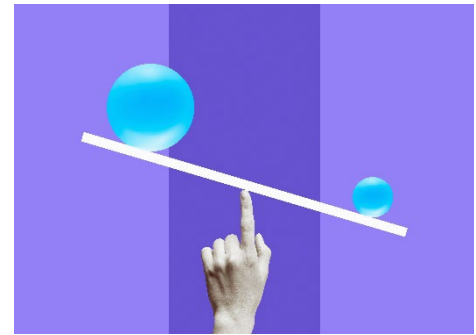
- ✓ Traditional RFPs/RFQs
- ✓ Broad Agency Announcements (BAAs)
- ✓ Commercial Solutions Openings (CSOs)
- ✓ “Calls” for Other Transaction (OT) Proposals/Consortium OTs/Other







# Pros and Cons of a CSO



## Benefits/Pros of a CSO:

- Enables rapid selection of innovative commercial solutions
- Ability to use streamlined procedures for commercial technologies provides opportunity for acquisition programs to deliver capability quickly
- Shorter evaluation timelines for solution briefs significantly reduce procurement lead times (based on technical merit)

## Constraints/Cons of a CSO:

- Contracting and Contractor personnel may not have the experience / training / knowledge
- Data rights and licenses of commercial technology increases burden on USG to ensure specialized rights are well understood
- Limited to fixed-price or fixed-price incentive contract arrangements
- Large awards require approvals
- Other methods to award OTs might be more advantageous

*CSOs allow the Government to **be opportunistic and leverage what is going on in the commercial marketplace** to find solutions to Army problems!*





# Army Contracting Command Initiatives using CSOs

## Federal COVID Response




- Three Phase Process Used with the CSO
  - Phase 1 – Solution Briefs
  - Phase 2 – Presentations/Pitches
  - Phase 3 – Request for Commercial Solution Proposal
- The process is used to solicit proposals and negotiate price and T&Cs bilaterally
  - In-line with pharma industry's normal practice
- Used to procure initial quantities of COVID-19 therapeutics
  - Met the “innovation” standard
  - Funding was obligated competitively, at speed (within 60 days) with substantial negotiated savings





# Army Corps of Engineers/ERDC Initiatives using CSOs

- Opportunities with a focus on “*Installations of the Future*”
- ERDC invited innovative commercial solutions in five areas of interest including data ingestion and management, smart installation, master planning modernization, and more.
- One specific opportunity area example: 
- Smart Installation and Community Dashboard Pilot – Fort Benning GA
- Results:
  - Single FAR contract awarded for \$3.75M



24 August 2021

ERDCWERX, in collaboration with the U.S. Army Engineer Research and Development Center (ERDC), conducted a Capability Assessment for the development and demonstration of a smart installation and community dashboard pilot system at Fort Benning, Georgia. Once operational, this will be a tool for the installation commander and installation operations center. This capability assessment was conducted in support of the ERDC Commercial Solutions Opening (CSO) with a focus on “Installations of the Future” solutions. The estimated government funding profile is \$3,750,000 for a total solution.

ERDCWERX [info@erdcwrx.org](mailto:info@erdcwrx.org)

#### Event Outcomes

- ERDCWERX received 11 submissions.
- Submissions were forwarded to the ERDC's Construction Engineering Research Laboratory (CERL) for review and downselect.
- ERDC initiated negotiation with selected parties.

[erdcwrx.org](http://erdcwrx.org)





 **U.S. ARMY**

# Questions

