


 **U.S. ARMY**



ARMY CONTRACTING COMMAND

CONTRACTING FOR VICTORY.

ACC-RSA

AMCOM COMMERCIAL SOLUTIONS OPENING

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Commercial Solutions Opening (CSO)

Commercial Solutions Opening (CSO) is an acquisition tool to increase AMCOM innovation (HQs, OIB, ACLC)

- AMCOM is exploring the concept of CSO, it's benefits for army acquisition innovation, and how it aligns with ACC-RSA business rules, and the Federal Acquisition Regulations (FAR).
- Section 803 of the FY22 NDAA authorized permanent DoD authority to use CSO. It's a source selection strategy to acquire innovative commercial items, technologies, or services that directly fulfill requirements, close capability gaps, or provide potential technological advances.

CSO Serves as a Modernized Tool to Engage Industry and Acquire Innovation – Leverage Existing Law & Policy for Army End-State Improvements





AMCOM FY24 CSO

- Requiring organization publishes a list of technological capability gaps across its formation (in sam.gov) on an annual basis (e.g., we are looking for SCM risk management tools, we want to procure manufacturing tech in our OIB that speeds up safe production / assists in composite modeling and repairs).
- Organization sets up a defined format and POCs to receive proposals **BUT** is under no obligation to buy any proposals received.
- Tool allows us to acquire innovation against our documented capability gaps.
- AMCOM publicizes CSO during travel, industry engagements, and updates publication annually based on industry feedback / lessons learned.






AMCOM FY24 CSO

Areas of Interest:

- ✓ **AMCOM published CSO available on SAM.gov (Notice ID: W58RGZ24P0001)**
 - AMCOM seeking proposals against the following AOI(s):

Areas of Interest

*Vendors Must be OEMs / Equivalent

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- (1) Agile / Flexible Facilities
 - (2) Manufacturing / Maintenance Digital Enterprise Technologies
 - (3) Advanced Manufacturing
 - (4) Model Based / Digital Twin
 - (5) Industrial and Maintenance Automation
 - (6) Advanced Analytics
 - (7) Technology, Tools, and Programs that Support Sustainment Workforce Development
 - (8) Workplace / Workforce Health and Safety
 - (9) Energy, Environmental & Utility Innovation
 - (10) Platform, Fleet, and Enterprise Decision-Making Tools
 - (11) Supply Chain Technology / Risk Management Capabilities
 - (12) Maintenance and Manufacturing Tools, Technology, and Capabilities
 - (13) Care of Supplies in Storage (COSIS) / Equipment ISO Readiness
 - (14) Operational Security Technologies

Industry is Invited to Bring Innovative Products & Services to the Army





Commercial Solutions Opening (CSO)

Organizations Utilizing CSOs

✓ Wide-variety of Defense Organizations utilizing CSOs on SAM.gov:



- **DARPA** (HR001122SC001) Proposals are solicited for transitioning innovative solutions derived from DARPA R&D-funded technologies into capabilities that fulfill requirements, close capability gaps, or provide new technological advancements as of the submission date to this CSO.



- **Air Force** (FA2280-23-S-C001-001) Agile Combat Employment (ACE) Aviation Support Equipment Challenge - The United States Air Force (USAF) is seeking an innovative suite of aviation maintenance and support equipment to address an important aspect of Agile Combat Employment (ACE), a scheme of maneuver that shifts operations from centralized, physical infrastructures to a network of smaller, dispersed locations, providing flexibility for friendly forces and complicating circumstances for adversaries.



- **TACOM (RRAD)** (W911RQ-23-S-C001) – CSO Solicitation for support of the Army's Modernization of its Organic Industrial Base (OIB): competitively procure innovative commercial items, technologies, and services. "US Army must modernize the OIB, particularly in the areas of Agile / flexible facilities, connected digital enterprise, advanced manufacturing, Digital Twin, automation, and cyber security".

Under section 803 of the National Defense Authorization Act (NDAA) for Fiscal Year (FY) 2022 (Pub. L. 117-807) contracting officers may **acquire innovative commercial items, technologies, or services** using a competitive procedure called a Commercial Solutions Opening (CSO). Under a CSO, the Department of Defense may competitively select proposals received in response to a general solicitation, similar to a broad agency announcement, based on a **review of proposals** by scientific, technological, or other subject-matter expert peers. **Use of a CSO** in accordance with Class Deviation 2022-O0007 is **considered to be a competitive procedure** for the purposes of 10 U.S.C. chapter 221 and FAR 6.102. Finally, Contracting Officers shall treat items, technologies, and services acquired using a CSO as commercial items. Contracts or agreements under this authority shall be **fixed-price**, including fixed-price incentive fee contracts.

**CSO = Industry Engagement Tool Gap
> Proposal > Go / No-Go**





ACC-RSA CSO Guidance – APBI Approach

- ✓ **CSO – Increasing Utilization Across DoD / Army – we Know our Gaps, and are Inviting Your Solutions (Existing, no Developmental Funding of Solutions)**
- ✓ **Direct Approach to Offer Innovative Goods & Services to Army**
- ✓ **Must be OEM (own Product / IP)**
- ✓ **Reduced Industry Administrative Burden – FFP for Goods & Services**
- ✓ **3 Phases: 1- CSO Proposal, 2 – Formal Discussions, 3- Final FFP**
- ✓ **Iterative With Industry – Inform us About key Areas We’ve Missed (AOIs) – Where the Process is Working / not Working**
- ✓ **The Proposal is an Invitation – Requiring Activities Will not Meet With Vendors to Discuss Requirements Outside of CSO Submission Proposals**

