



Introducing the Army Open Solicitation

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PEO ENTERPRISE



Background

ACC-APG has issued the Army Open Solicitation (AOS) which utilizes multiple solicitation authorities to include Commercial Solutions Openings and Broad Agency Announcements and is available to fulfill Army requirements using both FAR and non-FAR based awards

The AOS is aligned with recent DoD and Executive Order Guidance on the use of CSOs and OTs



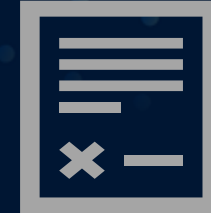


Multiple Methods/Authorities



Solicitation Methods

Commercial Solutions Opening
Broad Agency Announcement



Award Authorities

FAR Based Contract
10 U.S.C. §4021 – Research OTs
U.S.C. §4022 – Prototypes OTs
10 U.S.C. §4023 Experiential OTs
Employee Stock Ownership Pilot (ESOP) Program



Why do we need an Army Wide Open Solicitation?



Reason 1- Primary Focus for Industry



Reason 2- Reduce Redundancies for Contracting Teams



Reason 3- Consolidated Repository of Solution Briefs accessible across the Army.

When To Use

When an Open Solicitation is Appropriate

Capability Gap or Problem Statement

When the requirement is defined by broad objectives and you are seeking unique, creative, or innovative solutions from industry

When an Open Solicitation is Not Appropriate

Specific Requirement

When the requirement is mature, and an innovative approach is not anticipated.

Two Methods

Active Capability Gap

The ACG method invites solutions from industry through continuously open submission process

Calls for Solutions

The Calls for Solutions method allows Army organizations to issue specific calls to industry to address gaps for known areas of need

Active Capability Gap Method



**INDUSTRY SUBMITS SOLUTION
BRIEFS TO ANY ARMY MISSION
AREA FOR EVALUATION**



**INDIVIDUAL MAILBOXES ARE
LISTED FOR EACH EXAMPLE
AREA.**



**THE GOVERNMENT HAS 90
DAYS TO RESPOND**



**SOLUTION BRIEFS LIVE IN
REPOSITORY AND MAY BE
ACCESSED BY ANY ARMY
AGENCY FOR FURTHER
EVALUATION**

Example Areas

Intelligence,
Electronic Warfare
and Sensors

Army Enterprise
Business Solutions

Tactical
Communications

Soldier Equipment

Simulation
Training and
Instrumentation

Ground Combat
Systems

Missiles and Space

Aviation

Supply Chain and
Logistics

Installation
Support and
Innovation

Advanced
Manufacturing



Calls for Solutions Method



**CALLS FOR SOLUTIONS
ARE WORKED BY THE
INDIVIDUAL
CONTRACTING AND
PROGRAM TEAMS
ACROSS THE ARMY**



**EACH CALL FOR
SOLUTION WILL INCLUDE
THE SPECIFIC
EVALUATION
METHODOLOGY AND
PROBLEM STATEMENT**



**ACC TEAMS WILL UPDATE
THE AOS [SAM.GOV](https://sam.gov)
LISTING TO PUBLISH NEW
OPPORTUNITIES**



**CALLS FOR SOLUTIONS
CAN BE COMPLETELY
TAILORABLE**

AOS is live on SAM.gov



<https://sam.gov/opp/2368c920fbdf4ec9aff56f571690c859/view>