

**SECTION A - JOINT LIGHT TACTICAL VEHICLE (JLTV)  
ENGINEERING AND MANUFACTURING DEVELOPMENT (EMD) PHASE  
DRAFT RFP: W56HZV-11-R-0329**

While not incorporated into the Executive Summary, additional JLTV information is contained at the JLTV webpage at [http://contracting.tacom.army.mil/majorsys/jltv\\_emd/jltv\\_emd.htm](http://contracting.tacom.army.mil/majorsys/jltv_emd/jltv_emd.htm)

**JLTV PROGRAM OVERVIEW**

The JLTV Family of Vehicles (FoV) is a new start materiel solution intended to fill capability gaps identified by the Combat Developer in the Functional Systems Analysis and Functional Needs Analysis. The approved Initial Capabilities Document, dated 22 November 2006, describes the modernization, recapitalization, and transformation requirements for modernizing the light tactical vehicle fleet from the present to 2020 and beyond to support current and emerging National Military Strategy (NMS). Based upon the Technology Development phase results, the Analysis of Alternatives concluded that the JLTV program is the best option to fulfill the capability gaps. The Capabilities Development Document (CDD) requires the JLTV program to develop two mission role variants (MRVs), a two seat MRV and a four seat MRV, to regain transportability and restore balance in the "Iron Triangle" of protection, payload and performance.

**EMD PHASE OVERVIEW**

The JLTV FoV will consist of six total vehicle configurations and a companion trailer as follows:

1. Utility/Shelter Carrier (JLTV-UTL), two seat
2. Close Combat Weapons Carrier (JLTV-CCWC), four seat
3. General Purpose (JLTV-GP), four seat

To achieve the remaining configurations (below), the Contractor shall use the JLTV-GP and the Mission Packages defined in Annex K of the JLTV Purchase Description (Attachment 1):

4. Special Purpose (JLTV-SP)
5. Heavy Guns Carrier (JLTV-HGC)
6. Command and Control on the Move (JLTV-C2OTM)

All mission packages will be designed to maximize commonality while meeting the specific needs of the user. Configurations will be further tailored with a set of mission-specific components (C4I, armor, weapons) to achieve requirements of all mission packages.

The JLTV FoV will be designed to achieve maximum commonality at the system, subsystem, essential Line Replaceable Unit (LRU), and maintenance-significant spare and repair levels within mission packages and across each configuration of the JLTV FoV. Commonality is characterized by common repair parts, tools, training, system design, maintenance procedures and sources of supply.

Commonality reduces training and logistics burdens for all services that acquire and operate JLTV vehicles.

The EMD contracts will provide for fabrication, assembly, integration, testing and test support, and related requirements in accordance with the contract and the JLTV Purchase Description. JLTV Contractors shall deliver 20 each prototype vehicles. Additional deliverables include ballistic structures, armor coupons, additional test assets, and contractor furnished kits, trailers and data requirements. Proposals will be due approximately 45 days following solicitation release. Contract award is currently planned for May of 2012.

#### **EMD AFFORDABILITY**

Any proposal received in response to this RFP that proposes a total cost and price in excess of \$52,000,000 will be considered unaffordable.

#### **EMD ACQUISITION STRATEGY**

A full and open competitive source selection process will be utilized resulting in the award of a contract to up to three offerors. All proposal submission requirements are located in Section L. A hybrid contract consisting of both fixed price and cost type CLINS is anticipated. No contract award will be made until appropriated funds are made available. Since a portion of the contract award(s) will be RDTE incrementally funded contracts, contract funding must be available as required for each funding period. Proposals that require funding in advance of availability will not be considered for award. Potential offeror's are advised that the JLTV EMD budget is constrained and that additional funding in the event of an overrun is not likely.

#### **PRODUCTION AND DEPLOYMENT PHASE ACQUISITION STRATEGY**

**Production Competition:** The program's production phase strategy will follow normal acquisition policies and processes, which is to conduct full and open competition absent proper justification to restrict competition. If the Government's Market Research and other analyses support it, a limited source justification under FAR 6.302-1 may be pursued presuming the Government can assert that additional sources could not meet the Government's needs without undue delay or duplicative costs that cannot be recouped through subsequent competition. If a restricted competition is sought, it is expected that the EMD prime contractors will demonstrate capabilities and maturity levels required for Production. The JLTV acquisition strategy pre-supposes successful achievement of EMD testing and appropriate risk mitigation to achieve a Milestone C decision. Therefore, the Production Phase test profile is expected it be scaled to mitigate the remaining post Milestone C risks and complete mandated testing, and will not duplicate the extensive EMD testing. Accordingly, during the competition for the single award of the Production and Deployment Phase Contract, any offeror proposing JLTV vehicle solutions reflecting untested and/or un-validated designs, or only partially tested designs, will be evaluated with higher risk.

**Production and Deployment Phase Market Research:**

In the event that a company wishes to proceed at their own risk and at their own cost, they should notify the government of its intentions to pursue this solution within 30 days of the EMD contract award notifications. Failure to do so may place any company at risk for being competitive at LRIP. Companies will need to adhere to the Government's test strategy and as such may need to reach agreement with Government test facilities and evaluators on the execution of testing and/or acceptability of test data.

Upon notification and a need to know determination, the Government may provide a copy of the Government's test strategy. Companies will have to perform, at a minimum, all of the same testing in the same manner with the minimum hardware quantities as the EMD vendors. In addition, any company will be responsible for acquiring all equipment (including equipment referred to as GFE in Attachment 36 of this solicitation) necessary to perform testing. This testing will require all of the same test samples and contractor required kits and BII as specified in JLTV contract.

Below lays out test requirements that can be performed at Government or Private test site locations:

- Blast testing can be performed at either a Government location such as Aberdeen Test Center (space permitting) or a vendor site which will require advance review and monitoring during testing. A non-EMD vendor's test plan should consistent to that of the EMD award contractors and shall include Coupons, Hulls, ballistic prototypes as well as prototype blast shots and will all must adhere EMD delivery schedule.

- Performance testing can be performed at either a Government location such as Aberdeen Test Center (space permitting) or a vendor site which will require advance review and monitoring during testing will be required to be performed in order to insure the safety of soldiers, sailors, Marines prior to entrance into the Limited User Test (LUT). The completion of this testing will be done and test results provided to ATEC in sufficient time to secure safety releases prior to the entrance into the LUT.

- Reliability testing may be performed at either Government or non government test sites. In the event that a contractor chooses to conduct reliability testing at a contractor site, testing must be performed IAW the JLTV OMS/MP. All TIRs generated during testing will have to be scored and assessed by the Government. Prior to start of the LUT, the contractor must demonstrate the minimum Reliability value consistent with the ASA(ALT) EMD threshold of 70% reliability with 50% statistical confidence.

Below lays out statutory and regulatory test requirements that are required to be performed at approved Government locations in order produce valid test data for LRIP contract consideration:

- LUT: This mandatory evaluation will be performed at a government location (TBD) for duration of time of approximately 90 days and would be subject to all the requirements outlined in the EMD contract to include, but is not limited to: quantity of test samples, Field Service Representative (FSRs) , System Support Package (SSP), LUT Training, and operator manuals.

**Production Award and Potential Criteria:** The initial Production Phase contract, which is currently planned to be solicited in Fiscal Year 2015, is intended to award one firm fixed price contract consisting of a base three year LRIP contract with an option of a five year multi-year contract for full rate production. Also, there are intended to be separately priced firm fixed option CLIN(s) for purchase of TDP(s) with appropriate data rights to allow for possible future competition for production as well as spares.

The Government hasn't finalized the evaluation criteria for the Production phase. At the current time, it is anticipated that the following may be principal determining factors and/or sub-factors for consideration in the production award. Potential evaluation criteria, for the Production competition which may change based upon changing circumstances and the needs of the Army and the USMC, may include the evaluation of:

- Compliance against the Purchase Description with tiered requirements (to include certifiable test results data)
- Demonstrated performance above threshold will be considered more favorably as long as it is not done at the expense of compromising Tiered 1 PD requirements
  - Affordability of the base vehicle and B kit armor with consideration for any impact to O&S cost
- Manufacturing Readiness Level in preparation for entering low rate production
- Supportability: With emphasis on reliability and maintenance ratio
- Logistics Footprint based upon test support package, support equipment and tasks to support the equipment
  - Commonality: Extent of commonality within JLTV FoV and other tactical vehicles currently within the DOD inventory
  - Maintainability: Ability to return vehicle to mission capable status in minimal time
  - Payload: The ability to transport both the weight and volume of cargo as specified in the PD
- Affordability and availability of data rights to technical data package

**Cost target:** Offerors must balance affordability with the achievement of the "Iron Triangle" of protection, payload and performance. The Average Unit Manufacturing Cost (AUMC) target for the base vehicle configurations across the FoV in production is within the range of \$230k-270k (FY11 dollars), excluding B-kit Armor and all other kits (as identified in the Purchase Description (PD)). A production AUMC for base vehicles across the FoV above \$270k may be assessed at a higher risk due to unaffordability. The cost target for the B-kit Armor is \$65k (FY11 dollars). The JLTV PD defines all of the capabilities desired at this cost target and has been tiered in order to aid JLTV offerors in making design solution decisions to meet the cost target. The following are some areas identified by the program office as potential design cost drivers:

- Cab design
- Power generation
- Vehicle control & diagnostics
- Suspension

**INTERNATIONAL INTERESTS**

The JLTV EMD program is intended to be an International Program with Australia. As part of SOW (Ref Sec C.23), the Contractor shall deliver a plan to explore opportunities for Australian industrial participation. Note: The contractor shall not implement, nor incur any cost to implement, the Australian Industry Capability (AIC) Plan in the performance of the JLTV EMD contract.

Per the terms of the pending Project Arrangement agreement, it is the intent of the JLTV Program Office to invite Australian government personnel to participate in program events, meetings, and Government Integrated Product Teams (IPTs) with successful EMD offerors throughout the EMD contract period of performance. PM JLTV stresses the importance of industry coordinating with their internal export compliance personnel in the preparation of applicable export authorization requests, and ensuring that those requests are scoped and timed appropriately in order to support the JLTV program. Successful offeror(s) to an EMD RFP shall have Technical Assistance Agreements (TAAs) in place prior to Start of Work Meetings (SOWMs) in order to export any program information.

It is the responsibility of any party making an export of controlled hardware, technical data, and defense services to a "foreign person" (defined to include both a foreign individual and a foreign firm) to comply with the appropriate statutes and regulations including, but not limited to, the International Traffic in Arms Regulations (ITAR) and the Export Administration Regulations (EAR). Contractors are advised that any unauthorized export of JLTV information will subject them to significant penalties associated with violations of all export control regulations and laws including the Arms Export Control Act (22 USC 2751, et seq), and Export Administration Act of 1979, as amended (50 USC 2401, et seq) as mandated by Executive Order No. 13222, August 17, 2001.

The Directorate of Defense Trade Controls (DDTC), Bureau of Political-Military Affairs, in accordance with 22 U.S.C. 2778-2780 of the Arms Export Control Act (AECA) and the International Traffic in Arms Regulations (ITAR) (22 CFR Parts 120-130), is charged with controlling the export and temporary import of defense articles and defense services covered by the United States Munitions List (USML). To learn more about working with DDTC, please visit their Web site ([www.pmddtc.state.gov](http://www.pmddtc.state.gov)). The Licensing process may take 3-6 months for approval.

**CLASSIFIED INFORMATION**

Classified Information Request Procedures: Offerors must have a valid US security clearance of SECRET or higher in order to respond to this RFP, because the RFP includes annexes classified at the SECRET level which will be released only to offerors possessing the appropriate clearance. All classified material must be handled in accordance with the National Industrial Security Program Operating Manual (NISPOM), DoD 5220.22-M and the DD-254 for this RFP (Attachment XXX). As a result, an Information Systems clearance of at least SECRET will be required to view the Classified Annex to this RFP.

Requests for the classified portion of this RFP must be made by the offeror's Facility Security Officer (FSO) via e-mail to DAMI\_JLTV-RFP@conus.army.mil with the title "Request for JLTV RFP Classified Annex".

Requests made by other than the FSO will not be processed.

Contractors must destroy classified material received or generated under contracts resulting from this RFP not later than 2 years following completion of the contract or as soon as it is no longer needed, whichever comes first. Firms that do not submit a proposal or who withdraw their proposals must destroy or return classified material generated or received under this RFP not later than 180 days after the opening date of proposals. Firms submitting a proposal that is not accepted by the Government or does not result in a contract award to the firm have 180 days after notification to destroy or return classified information.

The following information must be provided and must match the offeror's information in the Industrial Security Facilities Database (ISFD):

- The Company Name and Classified Mailing Address (must match ISFD information)
- CAGE Code
- Name of Facility Security Officer (FSO) with Telephone Number(s), Datafax Number, and E-mail Address
- CAGE Code(s) and Address(es) of the Company Facility (Facilities) intended to participate in Proposal Preparation and Performance of the JLTV Program where classified material will be utilized.

#### **WALK-THROUGH OF PROPOSAL**

At a time to be determined after proposal submission, but not earlier than seven calendar days after, each offeror shall be prepared to provide a walk-through of Government-selected sections of the offeror's proposal, to be held in a location to be determined within the Detroit Metropolitan Area for the purpose of enhancing the Government's understanding of the offeror's submitted proposal. It is the Government's intention to schedule an appointment for each offeror. The walk through and an allotted time frame will be determined after initial assessment of proposals.

#### **OSD ACCESS TO PROPOSAL INFORMATION**

Certain contractor bid or proposal information and/or source selection information may be disclosed to the Office of Secretary of Defense (OSD) for the purposes of developing and validating the JLTV Independent Cost Estimate, Technology Readiness Assessment, or other purposes in support of Milestone B approval. Any OSD personnel provided this information shall be Government employees and must be specifically authorized to receive the information by the Contracting Officer. In order to protect the integrity of the acquisition process, any information disclosed to OSD personnel will be clearly identified as contractor bid or proposal information and/or source selection information with clear notification to protect the information.

**NOTICE REGARDING SUBCONTRACTING**

There are important differences between the Small Business Participation Plan submitted in accordance with Section L and the Small Business Subcontracting Plan submitted in accordance with Section I clauses. The Small Business Subcontracting Plan must be a separate stand-alone file. Clearly label it as the Small Business Subcontracting Plan. Mark each page of your plan with the solicitation number and date. Do not simply submit a duplicate copy of your Small Business Participation Plan as your Small Business Subcontracting Plan. The Small Business Participation Plan is developed in accordance with Section L and evaluated in accordance with Section M. The Small Business Subcontracting Plan is developed in accordance with FAR 52.219-9 and contains the elements and requirements of the clause. The plan is evaluated in accordance with the clause and with AFARS Appendix DD.

**PERIOD OF PERFORMANCE**

The Period of Performance for this contract will be for 32 months after contract award.

**JLTV PROPOSED SCHEDULE**

