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Working Session II

Successful Procurement Strategies and Cooperative Terms and Conditions:

National Space Symposium
8 April 2013

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Seminar with Non-Attribution Policy



- “Participants are free to use the information received, but neither the identity nor the affiliation of the speaker(s), nor that of any other participant, may be revealed.”
 - ◆ Chatham House Rule is invoked at meetings to encourage openness and the sharing of information.
- Seminar format with open dialogue among participants
- Output will identify:
 - ◆ Issues where there is already wide consensus
 - ◆ Issues meriting further dialog to advance understanding
 - ◆ New issues requiring more thought

Lessons Learned



- FFP contracting requires significant upfront requirement definition to ensure insight and risk reduction
- Need negotiated terms for late Government furnished payload delivery options/pricing
- Commercial contractors need to understand certification & accreditation processes for IA/security
- Establish clear mission assurance and entrance criteria for starting flight testing
- Data analysis function must be integrated early with mission planning and mission operations

Key Acquisition Components



- IDIQ contract providing Government owned payloads opportunities for affordable space access through intelligent procurement by:
 - ◆ Hosting payloads on excess SWAP from commercial satellite buses
 - ◆ Use commercial contracting to streamline acquisitions and reduce cost
 - ◆ Provide access to wide range of commercial contractors to meet varying payload requirements needs
- FAR Part 12 commercial acquisition
- Firm fixed price IDIQ task order contracts
- DoD and Non-DoD organizations to leverage contract
- Gathering market research for various acquisition decisions

Proposed Contractual Tasks



- Early Mission Planning
- Mission Integration
- Flight System Integration & Launch
- Ground Systems & Payload Checkout
- On-Orbit Ops & Communications Support
- Special studies
- Hosted Payload Interface Unit
- Communications Payload
- Payload Operations Control Center
- Special Studies

Topics of Discussion (1)



- What are the terms and conditions required by the government?
What terms and conditions are unacceptable to the government?
- What are the terms and conditions required by the commercial industry? What terms and conditions are unacceptable to the commercial industry?
- What set of terms and conditions can we agree upon?
- How can we leverage commercial best practices to streamline cost and schedule?
- Are there policies and/or regulations (e.g., FAR) that hinder the government from taking full advantage of commercial best practices?
Can they be altered or does the government want to alter them to create greater flexibility?

Topics of Discussion (2)



- How can we satisfy government oversight requirements while preserving commercial schedule? How do we expedite the decision process?
- Is the government and the commercial industry speaking the same language? Are we talking past each other because of terminology and culture? How do we change it?
- How do agencies get and maintain those funding line items?
- What members, committees and staff in Congress do we need to convince/show that this a cost effective procurement strategy?
- Do different procurement strategies lend themselves to different requirements/applications? In other words, are their aspects of weather, comm, navigation, SSA or IR that impact the procurement strategy. Technology readiness, longer/shorter leads, payload suppliers, etc.

Characterization of Issues



- Issues where there is already wide consensus
- Issues meriting further dialog to advance understanding
- New issues requiring more thought

Issues Enjoying Wide Consensus



- Item 1
- Item 2
- Item 3

Issues Meriting Further Dialog



- Item 1
- Item 2
- Item 3

New Issues Requiring More Thought



- Item 1
- Item 2
- Item 3