

Excerpt from Naval Air Systems Command Request for Proposal N68335-97-R-0277

H75 PARTNERING

In order to most effectively accomplish the contract, the Government plans to form a cohesive Partnership with the Contractor and its subcontractors. The Partnership will strive to draw on the strengths of each organization in an effort to achieve a quality project done right the first time, within budget, on schedule, and with a minimum of disruption. This partnership will be bilateral in makeup and participation is mandatory; commitment on the part of the team's upper management is highly desirable and important. The actual scope of the partnering agreement will be established at the pre-award stage either through Government acceptance of an initial offer containing an acceptable arrangement or through discussions conducted prior to award. Any partnering arrangement evolving out of the pre-award process will become part of the performance requirement under the contract. The sample partnering charter contained as an attachment to this RFP is highly recommended for use in proposing a partnering agreement. The awardee can expect to attend a Joint Workshop as soon as practicable after award and follow-up meetings at least quarterly or more often as needed. These meetings may be held either at the Government facility, the Contractor's facility, or another location away from the commuting area to minimize interruptions. (Note: A separate routine post-award contract orientation conference may also be held within 30 days after contract award.) The mutually derived partnering agreement does not replace, expand, contradict or in any way change the technical work responsibilities of the parties under the contract and is primarily intended to express the commitment of the team members to a cooperative working relationship to meeting the goal of a completely operative system.

The Government/Contractor partnership is intended to achieve initial objectives by sharing design efforts, technical risks, and technical information. The primary objective is to design, prototype and test a system that will pass OPEVAL testing. To accomplish this, the parties will first develop performance specifications ("B specs") with the Government bearing primary responsibility for the energy absorber, purchase tape path, cross-deck pendant, and anchoring system and the Contractor primarily responsible for the energy absorber retract system, energy absorbing cooling system, frame for mobile arresting gear platform, mobility system for the mobile arresting gear platform, ancillary sheaves, and tools and storage. The Contractor will bear final responsibility for developing the C, D, and E specifications and building three prototypes. The Government will lead integration with industry of all subsystems.

Performance analysis testing will be conducted throughout the prototype phase. Constant communication and sharing of technical information on a real time basis is anticipated as the contracting parties share insight and integration of their respective roles to achieve the *shared goal*. Full industry partner support shall be required for all LRIP testing including complete and timely technical data and operating instructions for the equipment. It will require spare materials and technical representative support.

The testing phase consists of development test and operational assessment. The development tests will evaluate the LRIP Systems at the Lakehurst Jet Car Track Site (JCTS) for arresting gear performance verification. Upon completion of these tests, the operational assessment will evaluate the LRIP systems using Lakehurst, US Army Aberdeen Test Center, and McGuire AFB test facilities. Representatives of an independent government agency, Marine Corps Operational Test and Evaluation Activity (MCOTEA), may take part.

The parties are individually responsible for the design and development of the systems listed above and *mutually* responsible for successfully meeting the requirements of the program. The manufacture of production units is dependent upon successful completion of testing and availability of funds. The use of the ADR provisions in any prospective partnering agreement may continue throughout the contract but at the completion of Phase I, the industry partner will assume full responsibility for producing the systems according to the OPEVAL-approved requirements.