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*AMC-P 70-8

DEPARTMENT OF THE ARMY
HEADQUARTERS, UNITED STATES ARMY MATERIEL COMMAND
5001 EISENHOWER AVENUE, ALEXANDRIA, VA 22333-0001

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Research, Development, and Acquisition
GUIDE FOR UNSOLICITED PROPOSALS

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FOREWORD

The Army Materiel Command (AMC) is the Army's principal materiel developer, charged with developing and acquiring the materiel our soldiers need to fight and win decisively on the battlefield. To execute its enormous development and procurement mission, AMC has specific subordinate commands responsible for acquiring particular types of commodities: tanks, munitions, missiles, aircraft, communications and electronics, as well as individual soldier equipment.

Good soldiers deserve the best equipment. The best equipment begins with the best technology, and the best application of that technology. We want systems that are more lethal, reliable, survivable and easier to use in the heat of battle. AMC works closely with the nation's high-technology companies and academic institutions, which develop the majority of AMC's technology base. The research partnerships between industrial and academic laboratories and AMC's research, development, and engineering centers and laboratories provide the mechanism for progress in design of weapon systems for the future.

Before we develop new items, we consider technology insertions--adding new battlefield capabilities to equipment already in the inventory or adapting commercial equipment. AMC constantly adjusts and refines the materiel acquisition process, streamlining measures to shorten acquisition time and unify the entire process.

AMC welcomes valid unsolicited proposals and appreciates the contribution they may make towards ensuring the continued superiority of the United States Army through technological leadership. AMC's paramount goal is always to provide soldiers the highest quality materiel for the defense of the nation. In short...acquisition excellence.

PURPOSE

The information provided in this pamphlet is to aid those organizations or individuals when preparing and submitting unsolicited proposals to the United States Army. Guidance in this pamphlet conforms to Federal Acquisition Regulation (FAR), Subpart 15.6, Unsolicited proposals. The FAR can be found on the internet at:

<http://www.arnet.gov/far/>

Unsolicited proposals are a valuable means for Government agencies to obtain innovative and unique methods or approaches to accomplishing their missions from sources outside the Government. Advertising material, commercial product offers, contributions, or technical correspondence as defined in this pamphlet are not unsolicited proposals.

A valid unsolicited proposal must--

- Be innovative and unique;
- Be independently originated and developed by the offeror;
- Be prepared without Government supervision, endorsement, direction, or direct Government involvement;
- Include sufficient detail to permit a determination that Government support could be worthwhile and the proposed work could benefit the agency's research and development or other mission responsibilities; and
- Not be an advanced proposal for a known agency requirement that can be acquired by competitive methods
- Unsolicited proposals in response to a publicized general statement of agency needs are considered to be independently originated.
- Agencies that receive unique and innovative unsolicited proposals not related to their missions may identify for the offeror other agencies whose missions bear a reasonable relationship to the proposal's subject matter.

DEFINITIONS

Advertising Material: Material designed to acquaint the Government with a prospective contractor's present products, services, or potential capabilities or designed to stimulate the Government's interest in buying such products or services.

Commercial Item Offer: An offer of a commercial Item that the vendor wishes to see introduced in the Government's supply system as an alternate or replacement for an existing supply item. This term does not include innovative or unique configurations or uses of commercial items that are being offered for further development and that may be submitted as an unsolicited proposal.

Contribution: A concept, suggestion, or idea presented to the Government for its use with no indication that the source intends to devote any further effort to it on the Government's behalf.

Unsolicited Proposal: A written proposal for a new or innovative idea that is submitted to an agency on the initiative of the offeror for the purpose of obtaining a contract with the Government, and that is not in response to a request for proposals, Broad Agency announcement, Small Business Innovation Research Topic, Small Business Technology Transfer Research Topic, Program Research and Development Announcement, or any other Government initiated solicitation or program.

GENERAL

You will find this pamphlet provides guidance on preparing unsolicited proposals, per the FAR, and describes organizations within the Army Materiel Command (AMC) that process unsolicited proposals. After reading this pamphlet, if you believe you have a valid unsolicited proposal (UP), contact the UP Coordinator for the organization responsible for your proposal's area of technology. The UP Coordinator will be your liaison with AMC. UP coordinators have been designated to answer your questions and coordinate the evaluation of your proposal. Do not submit your completed proposal to other than a designated UP coordinator, because it cannot be properly processed by any other government representative.

You are encouraged to make preliminary contacts with appropriate field personnel, which can be coordinated through the UP Coordinator, before preparing a detailed unsolicited proposal or submitting proprietary data. Such contacts can answer questions about the general need for the type of effort contemplated. Neither you nor the Army should consider such contacts as negotiations in contemplation of any contractual work for the Army. Because the Army is composed of organizations with varied responsibilities, preliminary contact will allow ultimate referral to the appropriate organization, saving considerable time and effort.

If you have a competitively available product you want the Army to consider for purchase, do not submit it as an unsolicited proposal. First, obtain a copy of the handbook "Selling to the Military" from the U.S. Government Printing Office, Superintendent of Documents, Mail Stop: SSOP, Washington, DC 20402-9328. This handbook is an introduction to the broad subject of contracting with agencies of the U.S. Department of Defense (DOD). It is intended for those who manage the marketing efforts of small businesses, especially firms that have not previously had government contracts. The handbook contains general information about contracting. It provides lists of products and services, keyed to particular major buying offices, and it also provides a geographically arranged list of all DOD buying offices. Second, after reviewing the handbook, you will need to contact the Small Business Offices supporting the activities that purchase the item you have for sale. The Small Business Offices will help you fill out the paperwork to get you on the Solicitation Mailing List for the item you have to sell. The Purchasing Activities will then inform you when solicitations are released for your item.

The United States General Services Administration (GSA), is the Federal Government's business agent. The GSA, Office of Business and Public Affairs, provides Business Service Center counselor's to provide basic information and guidance on selling to the Federal Government. Business information and the location of your regional GSA Business Service Center can be obtained by writing or calling the GSA Business Service Center, 7th & D Streets, SW, Room 1050, Washington, DC 20407, telephone (202) 708-5804.

CONTENT OF UNSOLICITED PROPOSALS

There is no particular format to be followed in preparation of unsolicited proposals. The proposal should contain the following information to permit consideration in an objective and timely manner:

Basic information including--

- Offeror's name and address and type of organization; e.g., profit, nonprofit, educational, small business;

- Names and telephone numbers of technical and business personnel to be contacted for evaluation or negotiation purposes;

- Identity of proprietary data to be used only for evaluation purposes;

- Names of other Federal, State, local agencies, or parties receiving the proposal or funding the proposed effort;

- Date of submission; and

- Signature of a person authorized to represent and contractually obligate the offeror; and

- A completed AMC Form 2800-R-E, "Policy Statement and Memorandum of Understanding for the Evaluation of Unsolicited Proposals for Contract." Note: This pamphlet contains a blank form for your use and is reproducible. No action will be taken on your proposal until this form is properly completed.

Technical information including--

- Concise title and abstract (approximately 200 words) of the proposed effort;

- A reasonably complete discussion stating the objectives of the effort or activity, the method of approach and extent of effort to be employed, the nature and extent of the anticipated results, and the manner in which the work will help to support accomplishment of the agency's mission;

- Names and biographical information on the offeror's key personnel who would be involved, including alternates; and

- Type of support needed from the agency; e.g., facilities, equipment, materials, or personnel resources.

Supporting information including--

- Proposed price or total estimated cost for the effort in sufficient detail for meaningful evaluation;

- Period of time for which the proposal is valid (a 6-month minimum is suggested);

 - Type of contract preferred;

 - Proposed duration of effort;

- Brief description of the organization, previous experience in the field, and facilities to be used; and

- Required statements, if applicable, about organizational conflicts of interest, security clearances, and environmental impacts.

- The names and telephone numbers of agency technical or other agency points of contact already contacted regarding the proposal.

LIMITED USE OF DATA

Unsolicited proposals may include proprietary data which you do not want disclosed to the public or used by the Government for any purpose other than proposal evaluation. DOD cannot assume responsibility for use of such data unless it is specifically and clearly marked with the following legend on the title page:

Use and Disclosure of Data

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate this proposal. However, if a contract is awarded to this offeror as a result of or in connection with the submission of these data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in these data if they are obtained from another source without restriction. The data subject to this restriction are contained in Sheets_____.

You must also mark each restricted sheet with the following legend:

"Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal."

SUBMISSION AND EVALUATION OF UNSOLICITED PROPOSALS

As stated before, you will submit your prepared proposal to the unsolicited proposal coordinator for the Army organization responsible for the item or service you have to offer. Do not submit your proposal to any Government technical personnel with whom you may have had preliminary discussions, unless they are a designated coordinator.

The unsolicited proposal coordinator will ensure your proposal meets all unsolicited proposal (UP) requirements. The coordinator will send an acknowledgement letter to you not later than 10 working days after receipt and will provide an interim or final answer within 90 days. If the submission is not a valid UP, the coordinator will simply return it to you with an explanation.

The UP coordinator confirms that the form titled "Policy Statement and Memorandum of Understanding for the Evaluation of Unsolicited Proposals for Contract" is completed and accompanies the proposal. The UP will not be evaluated until the form is completed.

The coordinator will review the unsolicited proposal for the proper proprietary legend.

To call attention to the proprietary nature of the unsolicited proposal, the coordinator will place a cover sheet on the proposal unless the offeror clearly states in writing that no restrictions are placed on the disclosure or use of the data contained in the proposal.

The coordinator will have appropriate technical personnel conduct an evaluation. If the evaluator requests further information, submission will be at your expense and risk and shall create no obligation on the Government. The following are some factors considered by Army technical personnel when evaluating unsolicited proposals:

- Unique, innovative, and meritorious methods, approaches, or concepts demonstrated by the proposal;
- Overall scientific, technical, or socioeconomic merits of the proposal;
- Potential contribution of the effort to the agency's specific mission;
- Your capabilities, related experience, facilities, techniques, or unique combinations of these that are integral factors for achieving the proposed objectives;
- The qualifications, capabilities, and experience of your proposed principal investigator, team leader, or key personnel who are critical in achieving the proposal objectives;

Realism of the proposed cost.

CONTRACTING

You must be aware that a favorable comprehensive evaluation of an unsolicited proposal does not, in itself, justify awarding a contract without providing for full and open competition. For example, we must reject your unsolicited proposal if it--

- Is available to the Government without restriction from another source;

- Closely resembles a pending competitive acquisition requirement;

Does not relate to the activity's mission; or

- Does not demonstrate an innovative and unique method, approach, or concept, or is otherwise not deemed a meritorious proposal.

If we reject your proposal, you, of course, will be informed of the reason for rejection. We retain a copy of all rejected unsolicited proposals to avoid any future misunderstanding regarding what was submitted.

You are reminded that unsolicited proposals which are recommended by our technical offices may never be funded due to higher priority requirements.

Please note that only duly appointed contracting officers have authority to contractually bind the Government. All other personnel who receive, handle, or evaluate unsolicited proposals are not authorized to commit the Government.

U.S. Army Edgewood Chemical Biological Center
ATTN: AMSSB-RAS-C
5183 Blackhawk Road
Aberdeen Proving Ground, Maryland 21010-5424
Coordinator: Ronald Hinkle, telephone (410) 436-2031 (DSN 584), Email: ronald.hinkle@sbccom.apgea.army.mil

The U.S. Army Soldier and Biological Chemical Command (SBCCOM) is the lead organization within the Department of Defense (DOD) for chemical and biological (CB) defense. The Command performs research, development and acquisition of CB defense equipment for U.S. forces. Items under development include chemical and biological agent detectors, protective masks, collective protection filtration systems and decontamination equipment. The DOD CB Defense program is jointly funded, and, as such, SBCCOM works closely with the other Services. SBCCOM is also responsible for the safe storage of the U.S. chemical stockpile and it conducts emergency remediation/restoration actions as necessary at those chemical sites. The Command prepares for, and responds to chemical and biological emergency events/accidents and provides preparedness support to first responders at the state, city and local levels in terms of training and information on CB defense equipment. SBCCOM provides successful planning, management, and execution of efforts as they relate to the U.S.'s responsibility under international chemical and biological treaties. Finally, the Command provides technical support to the Program Manager for Chemical Demilitarization.

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U.S. Army Soldier Systems Center
ATTN: AMSSB-RSC-BB(N)
One Kansas Street
Natick, Massachusetts 01760-5015
Coordinator: Arnold Boucher, telephone (508) 233-5431 (DSN 256), Email: arnold.boucher@natick.army.mil

At the Natick Soldier Center (NSC), formerly known as the U.S. Army Natick Research, Development and Engineering Center (NRDEC), our mission is to develop, integrate, acquire, and sustain soldier and related support systems to modernize, balance, and improve the soldier's warfighting capabilities, performance, and quality of life. Taking a new approach to the oldest and most basic item of warfare, NSC focuses on the individual soldier as a complete weapons platform. Our motto is "We Do Something for the Warfighter Every Day" and we are deeply committed to making our soldiers, and other members of the American Armed Forces, the best equipped, best clothed, best fed, and best protected in the world. We are extremely proud that our diligent research and development efforts culminate in combat items that save lives, protect soldiers against battlefield threats and environmental hazards, and steadily elevate their quality of life to higher and higher levels. As the most important weapon on the digitized battlefield of the future, we owe warfighters nothing less than our best products, technologies, and customer service.

Year after year, NSC takes great strides to satisfy and exceed customer expectations through innovative solutions. These innovative solutions manifest themselves in superior combat products that have proven their military worth time and time again. Our clothing and individual equipment enhance performance while providing necessary levels of protection; our combat rations, shelters, and organizational equipment give warfighters comfort and respite from operational rigors and harsh environments; and our airdrop systems get our soldiers to the action and resupply them in remote locations. Our most challenging mission, however, is the integration of these, as well as other soldier system technologies to ensure the capabilities are provided to the soldier in a synergistic manner.

U.S. Army Communications-Electronics Command
Acquisition Center, Building 1208, East Ground Floor
ATTN: AMSEL-AC-CS-CT
Fort Monmouth, New Jersey 07703-5008
Coordinator: Doris Posey, telephone (732) 427-1470 (DSN 987)
Alternate telephone (732) 532-2974 (DSN 992),
Email: doris.posey@maill.monmouth.army.mil

The U.S. Army Communication-Electronics Command (CECOM) is responsible for research, development, acquisition, fielding and sustainment of technologically superior and integrated Command, Control, Communications, Computer, Intelligence, Electronic Warfare and Sensors (C4IEWS) capabilities for America's Warfighter. CECOM provides the architectural framework and systems engineering to ensure joint interoperability and horizontal technology integration across the battlespace. CECOM executes its mission throughout the lifecycle of warfighting systems and platforms through an integrated process of technology generation and application, acquisition excellence and logistics power projection. CECOM provides the bridge between the generation of technology within DOD and Industry and its application in the field, thus ensuring rapid fielding of new and innovative capabilities for America's Warfighter.

Team C4IEWS - Command, Control, Communication, Computers, Intelligence, Electronic Warfare, Sensors. These combined capabilities provide seamless communications and information flow from the battlefield to the Pentagon; between the Army, Navy, Air Force, and Marines. Powerful command and control systems help our commanders to outthink and outmaneuver the enemy. Sensors and other advanced systems developed by Team C4IEWS gather intelligence and send still and video images, along with voice and data messages over satellite links worldwide. By doing this Team C4IEWS gives our commanders a strategic advantage in tactical information and combat intelligence.

Footnote:

CECOM will accept a technical abstract for preliminary review.

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U.S. Army Operations Support Command
ATTN: AMSIO-ACA
Rock Island, Illinois 61299-6000
Coordinator: Sandy Macumber, telephone (309) 782-3532 (DSN 793), Email: macumbers@osc.army.mil

The U.S. Army Operations Support Command (OSC) is responsible for the management and operation of the Army's Organic Industrial Base of arsenals, plants, and depots involved in the maintenance and manufacture of assigned materiel and equipment to perform ammunition and weapons storage, production and maintenance. To provide industrial expertise for doctrine development, materiel program development planning, and materiel procurement.

Industrial Logistics Systems Center (ILSC) is responsible for the development, proliferation and maintenance of standard automated information management systems to--

- command and control assigned depots, plants, arsenals, and activities;
 - serve as principal field operating agency for execution of Single Manager for Conventional Ammunition (SMCA) operations;
 - conserve, protect and restore the natural and cultural resources entrusted to HQ, IOC;
 - manage industrial complex activities of the Army through acquisition strategy and source repair decision;
- manage the Army's War Reserve stockpile worldwide;
and
- prepare to deploy personnel and equipment as part of the Logistics Support Element (LSE).

U.S. Army Aviation and Missile Command
ATTN: AMSMI-RD-AS-TI
Redstone Arsenal, Alabama 35898-5000
Coordinator: Laretta Mitchell, telephone (256) 876-4270
(DSN 746), Email: laretta.mitchell@rdec.redstone.army.mil

The U.S. Army Aviation and Missile Command (AMCOM), Redstone Arsenal, Alabama, serves as the lead Command for the U.S. Army Materiel Command (AMC) for development, procurement, and support of aviation and missile weapon systems. The Aviation and Missile Research, Development, and Engineering Center (AMRDEC) provides extensive scientific and engineering support to AMCOM project managers, AMC, and DOD elements having aviation and missile project or system management responsibility.

The mission of the AMRDEC is to provide research development, and engineering of aviation and missile weapon systems. The Center plans, manages, and conducts research, exploratory and advanced development, provides one-stop life cycle engineering, and technical and scientific support systems. In addition, AMRDEC supports unmanned aerial vehicle platforms, robotic ground vehicles, and any other assigned systems.

Due to the Army's concentrated interest in rotorcraft, the AMRDEC performs as the DOD lead Organization for rotorcraft science and technology under Project Reliance. The AMRDEC aviation related mission is to conduct research and development for Army aviation. AMRDEC provides engineering support, conducts research into the latest technology for future rotorcraft systems, executes the Army's airworthiness program, and explores available technologies for application to current fielded systems.

The AMRDEC aviation technology program is conducted at the following geographically dispersed elements:

Fort Eustis, VA
Aviation Applied Technology Directorate

Moffett Field, CA
Aeroflightdynamics Directorate

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The areas of technical expertise and responsibility of the AMRDEC span all of the technologies needed to support rotorcraft development and engineering. Some major areas are:

Air vehicle design	Safety and Survivability
Structures	Aeromechanics/Flight Controls
Air vehicle Propulsion/ Drive Systems	Systems Integration
Avionics Integration	Simulation
Weaponization Integration	Logistics R&D

The AMRDEC missile technology related mission combines the facilities, personnel, and missions of several predecessor Army organizations, which at Redstone Arsenal have directed the Army's expanding missile and rocket activities for 40 years. AMCOM's programs today include a full spectrum of weapon systems ranging from man portable, ground-to-air, and antitank missiles, to long-range missiles that can deliver nuclear warheads with great accuracy. Its R&D team guided munitions, artillery shells, bombs, rockets, and missiles that home on laser beams.

AMRDEC also functions as the lead Lab for technologies associated with guidance and control/terminal homing, propulsion, and high power/high energy lasers. Additionally, AMRDEC manages and operates Centers for Army inertial guidance and rocket propulsion and Redstone Scientific Information Center.

U.S. Army Research Laboratory
ATTN: AMSRL-CS-CA
2800 Powder Mill Road
Adelphi, Maryland 20783-1197
Coordinator: Mary Ellen Caldwell, telephone (301 394-3880
(DSN 290), Email: mcaldwell@mail.arl.mil

The U.S. Army Research Laboratory (ARL) is a centralized research and analysis laboratory. The ARL mission is to provide a technological edge through multidisciplinary scientific research and advanced technology development directed toward new and improved materials, components, subsystems, techniques and processes. ARL also conducts objective, independent analysis of weapon system performance, including atmospheric effects, vulnerability, lethality and manpower and personnel integration (MANPRINT). The primary business of the Army Research Laboratory, research and advanced technology development, spans a variety of disciplines, through in-house laboratory efforts, Technology Transfer programs and collaboration with academia, industry, other government agencies and the international community.

ARL operates as a unified entity at two major sites in Maryland, with ancillary sites in New Mexico, Virginia, and Ohio. At the Adelphi Laboratory Center in Maryland, close to the District of Columbia, research focuses on electronics and power sources, the battlefield environment and sensors, signatures, signal and information processing (S3I). At Aberdeen Proving Ground, in rural Harford County, Maryland, activities include weapons technology, materials, survivability and lethality analysis, human research and engineering and advanced computational and information sciences. White Sands Missile Range in New Mexico houses ARL's electronic warfare and battlefield analysis activities. To leverage capabilities in vehicle structures and vehicle propulsion, research is conducted at the National Aeronautics and Space Administration's (NASA) Langley Research Center in Hampton, Virginia, and Lewis Research Center in Cleveland, Ohio.

ARL advertises its program interests on the ARL Homepage found on the internet at <http://www.arl.mil>. The primary vehicle for awarding contracts and assistance instruments (grants, cooperative agreements, other transactions) in support of ARL's mission areas is their Broad Agency Announcement which is maintained on the internet at <http://w3.arl.mil/baa>.

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U.S. Army Security Assistance Command

ATTN: AMSAC-SR

5001 Eisenhower Avenue

Alexandria, Virginia 22333-0001

Coordinator: Robert W. Gilman, telephone (703) 617-3307
(DSN 767), Email: rgilman@usasac-emh2.army.mil

The primary mission of the U.S. Army Security Assistance Command (USASAC) is Foreign Military Sales. USASAC supports national security interests of the U.S., allies and other friendly nations through programs of international defense cooperation.

USASAC supports the total Army mission by managing approved Security Assistance programs for other nations. This includes development of fully supported and sustainable equipment offers and, for those accepted, on-time delivery of high quality equipment and training within cost estimates; U.S. Army position on commercial export licenses for military equipment and technology; co-production agreements and their negotiation; force modernization advice and assistance to the Saudi Arabia National Guard (SANG) via the office of the Program Manager; and plans for transition to war.

U.S. Army Simulation, Training and Instrumentation Command
ATTN: AMSTI-CA
12350 Research Parkway
Orlando, Florida 32826-3276
Coordinator: Jim Farr, telephone (407) 380-4444 (DSN 970)
Email: farrj@stricom.army.mil

The mission of the U.S. Army Simulation, Training and Instrumentation Command (STRICOM) is to provide training and test simulations, simulators, target and instrumentation products and services. The Department of Defense (DOD) and the Army use our products and services to develop and sustain warfighting skills, create a synthetic environment to evaluate concepts and support requirements definition, and support materiel development test and evaluation. STRICOM serves as the DOD Technical Manager for Distributed Interactive Simulation (DIS) and providing acquisition management for the research, development, acquisition and fielding of Army Training Devices, Simulations, Simulators, test instrumentation, targets and threat simulators. The mission encompasses cradle to grave life cycle acquisition beginning with the technology base, through each phase of the acquisition, sustainment and disposal of the system. STRICOM provides on site logistics support through Life Cycle Contractor Logistics Support for all Army Materiel Command supported Training Devices, Simulators and Simulations. STRICOM is an integrated command consisting of four Project Managers:

Project Manager for Combined Arms Tactical Trainer (PM CATT) is responsible for the development and acquisition of simulators and simulations under the Combined Arms Tactical Trainer (CATT). PM CATT is a group of fully interactive networked simulators and command, control and communications work stations, replicating the vehicles and weapons systems of a company/team and its supporting combat, combat support, and combat service support elements, operating on a simulated real-time battlefield.

Project Manager for Advanced Distributed Simulation (PM ADS) integrates the Army's effort to ensure emerging technologies are strategized to support future training, operations, and RD&A within the synthetic environment. Serves as the single Army agency responsible to ensure that all Army users are incorporated into the modeling and simulation modernization effort to electronically link the entire synthetic environment spectrum supporting all missions. Develops, advances and applies distributed simulation technology to meet the needs of the Advanced Concept Requirements (ACR),

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Research, Development and Acquisition (RDA), and Training, Exercises and Military Operation (TEMO) domains. PM ADS is composed of two Product Managers:

- **Product Manager Family of Simulations (FAMSIM)** plans, develops, tests, acquires and supports the Army's next generation training simulation system, Warfighter Simulation (WARSIM).

- **Product Manager Combined Arms Assessment Network (CAAN)** manages the Combined Arms Assessment Network facilities in the support of experiments, studies, and research, analysis, related projects.

PM ADS also serves as the technical manager for Distributed Interactive Simulation, responsible to manage, operate, maintain and plans for the modernization of the Army's Core Distributed Interactive Simulation Facilities (CDF).

Project Manager for Instrumentation, Targets, Threat Simulators (PM ITTS) mission is to manage the research, development, design, acquisition, fielding, modification, and capability accounting of major instrumentation, targets and threat simulators required for developmental and operational test and Evaluation (T&E) and training. PM ITTS manages the Central Test and Evaluation Investment Program (CTEIP) and Resource Enhancement Program (REP) for the Army and operates targets for T&E and training of Army and Foreign Military Sales customers. PM ITTS consists of three Product Management Offices: Instrumentation Management Office (IMO), Orlando, Florida; Targets Management Office (TMO), and Threat Simulator Management Office (TSMO), Redstone, Alabama.

Project Manager for Training Devices (PM TRADE) develops, acquires and fields training devices and simulators. They are responsible for many of the devices familiar to the soldiers. PM TRADE consists of three Product Management Offices:

- **Product Manager Air and Command Training Systems (ACTS)** is responsible for all Synthetic Flight Training System simulators as well as training aids, devices, simulators and simulations for Aviation, Air Defense, Intelligence and Electronic Warfare and Air Traffic Control

- **Product Manager Ground Combat Training Systems (GCTS)** is responsible for Infantry, Armor, Fire Support Combat Engineer and Special Operations Forces non-system and system training devices.

- **Product Manager Combat Support Training Systems (CSTS)** is responsible for materiel development of force-on-force training devices and feed back systems for Maneuver Combat Training Centers and home station. Commodities include ground tactical engagement simulation, data communication interfaces and after-action review subsystems.

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U.S. Army Armament Research, Development, and Engineering Center

ATTN: AMSTA-AR-ASC

Picatinny Arsenal, New Jersey 07806-5000

Coordinator: Elaine Serao, telephone (201) 724-7349 (DSN 880), Email: eserao@pica.army.mil

The Armament Research, Development and Engineering Center (ARDEC) is responsible for the research, development and engineering of gun weapon systems, to include ammunition and fire control for the Army and for other DOD agencies.

ARDEC's headquarters, its Fire Support and Close Combat Armaments Centers, its Armament Engineering Directorate, and most of its administrative and technical support activities are at Picatinny Arsenal, New Jersey. Subordinate elements at separate sites are as follows: Benet Weapons Laboratory, an element of the Close Combat Armaments Center at Watervliet Arsenal, New York; the Engineering Support Directorate split between Rock Island Arsenal, Illinois and Dover, New Jersey; and a North Atlantic Treaty Organization (NATO) North American Regional Test Center, at Lake City Army Ammunition Plant, Independence, Missouri.

ARDEC works closely with DA-chartered Project and Product Managers, residing at the Dover Site: Project Manager for Tank Main Armament Systems; Project Manager for Sense and Destroy Armor; Project Manager for Mines, Countermine and Demolitions; Project Manager for Ammunition Logistics; Project Manager for Advanced Field Artillery System and Future Armored Resupply Vehicle; Product Manager for Paladin; Product Manager for Mortar Systems; Product Manager for Fuzes; and Product Manager for Small Arms.

The Center's mission (improving those systems already in the field, developing new systems, and achieving initial production) encompasses the following assigned materiel; artillery weapon systems; infantry weapon systems; air defense gun systems; aircraft weapon systems; armor-piercing projectiles; surface vehicle-mounted weapons; rocket and missile warhead sections; fire control system; demolition munitions; mines, bombs, and grenades; pyrotechnic systems and munitions; explosives and propellants; launch and dispenser systems; and practice and training munitions. The mission also includes pollution prevention research and development, the maintenance of a strong technology base and the requirement to remain a ready source of technical assistance for our soldier in the field.

U.S. Army Armament Research, Development, and Engineering
Center

Benet Laboratories
ATTN: AMSTA-AR-COB-O
Watervliet, New York 12189-4050
Coordinator: Connie Juliano, telephone (518) 266-4947 (DSN
974), Email: cjuliano@pica.army.mil

Benet Laboratories manages and executes life cycle research, development, engineering, and design related to recoilless rifles and mortar systems; cannons for tanks, towed and self-propelled vehicles; tank and combat vehicle turret items -- including recoil mechanisms, gun mounts, elevating and traversing mechanisms; and ancillary turret items and training devices. The laboratory manages the technology base related to conventional weapons, excluding ammunition and fire control, with emphasis on metallic and composite materials, applied mechanics, applied mathematics, and reliability analysis. It provides scientific and engineering support throughout material life cycle, including support to Federal agencies and Defense Exchange Agreement nations in fields such as nonorganic materials and composites; fatigue and fracture mechanics; advanced structural analysis; friction wear and erosion; simulation testing and analysis; ultra high pressures; cannon research, development, design, and engineering; and manufacturing methods and processes.

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U.S. Army Tank-Automotive and Armaments Command
Research, Development, and Engineering Center
ATTN: AMSTA-TR-R; MS 202
Warren, Michigan 48397-5000
Coordinator: Mark Mikula, telephone (810) 574-5758 (DSN
786), Email: mikulam@cc.tacom.army.mil

The Tank-Automotive and Armaments Research, Development and Engineering Center (TARDEC) is the nation's laboratory for advanced military automotive technology. TARDEC's mission is to conduct research, development, and engineering to achieve global technological superiority in military ground vehicles. TARDEC associates plan, manage and conduct research, exploratory and advanced development and overall systems integration for ground vehicles; provide engineering support for fielded systems and for procurement of new equipment; manage configuration and technical data for tank automotive equipment; and provide scientific and engineering support to the Tank-Automotive and Armaments Command and other Department of Defense elements.

TARDEC opportunities for work that develops unique and innovative technology applications lies primarily in the areas of Vehicle Mobility, Vehicle Survivability, Vehicle Electronics, Vehicle Design, Ground Vehicle Robotics, and Vehicle Technology Integration.

U.S. Army Materiel Command Acquisition Center
ATTN: STEAA-SD
4118 Susquehanna Avenue
Aberdeen Proving Ground, Maryland 21005-5055
Coordinator: Linda Gingras, telephone (410) 278-0845 (DSN
298), Email: lgingra@apg-emhl.army.mil

The U.S. Army Materiel Command (AMC) Acquisition Center is the Army's principal materiel testing organization and is not the proponent for any system. Their role is to conduct testing to demonstrate that the engineering design and development process is complete, design risks have been minimized and the test item will satisfy requirements. The system's military utility is estimated when it is introduced into the inventory. Unsolicited proposals should only be directed to the AMC Acquisition Center if they relate to the procedures and means to accomplish testing. Major test instrumentation system ideas should be directed toward STRICOM (see page 21).

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U.S. Army Materiel Command Logistics Support Activity
ATTN: AMXLS-BF
Redstone Arsenal, Alabama 35898-7466
Coordinator: Michelle Epps, telephone (256) 955-9823 (DSN
645), Email: michelle.epps@logsa.army.mil

The mission of the U.S. Army Logistics Support Activity (LOGSA) is to provide a single focal point for the collection and exchange of logistics and readiness information worldwide, and to provide technical assistance, operation and management of field oriented customer service and contingency operations. LOGSA provides logistics information and management support to the Department of the Army and the other Services in broad areas of logistics mission readiness and assistance; integrated logistics support, logistics and materiel distribution management, procedures and systems; packaging, storage, and containerization policy and procedures; technical manuals/electronic technical manuals/interactive electronic technical manuals; logistics engineering testing; preparation and validation of U.S. Government submissions in support of international conventional arms control treaties and agreements; and asset visibility.

U.S. Army Materiel Command
Installations and Services Activity
ATTN: AMXIS
Rock Island, Illinois 61299-7190
Coordinator: Stephanie Bloom, telephone 309) 782-4425 (DSN
793), Email: blooms@ria.army.mil

The U.S. Army Materiel Command (AMC) Installations and Services Activity (ISSA) provides technical staff leadership, guidance and assistance to AMC Major Subordinate Commands, Installations and Activities for the following base operations functions:

- construction, operation, maintenance, and management of real property facilities;
- installation environmental compliance and conservation;
- installation logistical support services.

LOGSA performs essential Major Army Command oversight, integration and upward reporting for assigned functions. Provides total command installation logistics policy implementation, interpretation, and program support for HQ AMC, and as a Separate Reporting Activity, works under the operational control of the AMC Deputy Chief of Staff for Installations.

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U.S. Army Materiel Systems Analysis Activity
ATTN: AMXSY-P
392 Hopkins Road
Aberdeen Proving Ground, Maryland 21005-5071
Coordinator: John C. Thomas, telephone (410) 278-6997 (DSN
298), jctthomas@amsaa.army.mil

The U.S. Army Materiel Systems Analysis Activity (AMSAA) is the Army Center of Excellence for Systems Analysis. Its focus is on overall system effectiveness, i.e., integrating system performance factors with other considerations related to system logistics support, reliability, and maintainability. Also, AMSAA serves as the center for Reliability, Availability, and Maintainability (RAM) methodology; performs logistics and readiness related analysis; and maintains cognizance of performance of fielded equipment.

The basic role of the Acquisition Technology Support Division, AMSAA is to provide the technical expertise needed in maintaining the Army's industrial preparedness and production engineering programs.

In addition, the major thrust of the Management Studies Division, AMSAA is to serve as the principal AMC staff for achieving competitive excellence in organization, management, and staffing structure needed to accomplish the AMC mission and goals by applying state-of-the-art industrial and management engineering techniques and other analytical services.

U.S. Army Research Office
ATTN: AMXRO-AAA
Post Office Box 12211
Research Triangle Park, North Carolina 27709-2211
Coordinator: Larry Travis, telephone (919) 549-4375 (DSN
832), travis@aro-emhl.army.mil

The Army Research Office (ARO) seeks research proposals from educational institutions, nonprofit organizations, and private industry for research in biosciences, chemistry, physics, engineering, and electronics, and materials, mathematical, computer, and environmental sciences.

ARO advertises its program interests in an Army Research Laboratory (ARL/ARO) Broad Agency Announcement (BAA) that is available on the worldwide web at <http://www.aro.army.mil>. Prior to submission of proposals, prospective offerors are encouraged to contact the appropriate ARO scientist identified in the BAA to ascertain the extent of interest in a specific research project.

AMC-P 70-8

U.S. Army Test, Measurement, and Diagnostic Equipment
Activity

ATTN: AMSAM-DSA-TMDE-P

Redstone Arsenal, Alabama 35898-5400

Coordinator: Bruce Coulter, telephone (256) 876-1133 (DSN
746), Email: bruce.coulter@redstone.army.mil

The U.S Army Test, Measurement, and Diagnostic Equipment Activity (USATA) centrally manages the Army test, measurement, and diagnostic equipment (TMDE) program; controls TMDE proliferation; assists materiel and equipment developers and users in the areas of diagnostic technology, TMDE applications and availability, science of measurement (Metrology), and automatic test equipment (ATE) and related software; provides calibration and repair for all TMDE in the Army and Army Reserves.

POLICY STATEMENT AND MEMORANDUM OF UNDERSTANDING
FOR THE EVALUATION OF UNSOLICITED PROPOSALS FOR CONTRACT

Prior to the Army's acceptance of any article of equipment, material, or disclosure of information for evaluation or testing, the individual, firm, or corporation submitting such article, invention, or disclosure must understand and agree to the following policy. (Reference: Federal Acquisition Regulation, Subpart 15.6. and Army Regulation 27-60, Chapter 3)

POLICY

1. The Army has a continuing interest in receiving and evaluating proposals containing new ideas, suggestions, and inventive concepts for weapons, supplies, facilities, devices, and development activities. Government employees and their contractors are constantly engaged in research and development and may already know the substance of your proposal or it may even be in the public domain. For such reasons, we have found it desirable, when receiving proposals for evaluation, to ensure that the persons submitting them are aware of the conditions under which the Army may consider proposals for evaluation.
2. You should understand that our receipt and evaluation of the proposal does not imply a promise to pay, a recognition of novelty or originality, or any relationship that might require the Government to pay for the use of information to which we are otherwise lawfully entitled.
3. The Government will exercise due care to ensure that, in addition to the technical design or concept data submitted, any financial and management plans also submitted will not be used by the Government for any purpose other than for the evaluation of the proposal.
4. The Army handles voluntary submissions in accordance with established Government procedures for safeguarding such articles or information against unauthorized disclosure. In addition, we shall not disclose the data forming a part of or constituting the submission outside the Government nor shall we duplicate, use, or disclose the data in whole or in part, except for record purposes or to evaluate the proposal. This restriction extends to and includes financial and management-plan information submitted with, or forming a part of, the proposal. This restriction does not limit the Government's right to use information in such data

if we have obtained it from another source, or if it is in the public domain. We may have proposals, without restrictive markings, that we receive from educational or nonprofit organizations evaluated outside the Government provided that the evaluators agree in writing not to reproduce, use, or disclose the information in whole or in part, except for the purpose of evaluation.

5. The Army will furnish you with information covering the results of our evaluations or tests if you request. You may not construe the information as a Government endorsement of the articles or subject matter of the disclosure. You may not use the information in whole or in part for advertising purposes with industry or other Government agencies.

THIS IS A LEGAL DOCUMENT, READ IT CAREFULLY AND BE SURE YOU UNDERSTAND IT BEFORE SIGNING IT.

MEMORANDUM OF UNDERSTANDING

I, the undersigned, on behalf of myself or _____ Company, or Corporation have read the above policy statement and have made a disclosure of a proposal to the Department of the Army relating to _____. It is understood that the Department of the Army has accepted the above proposal for the purpose of evaluating it and advising of any possible Army interest. It is further understood that such acceptance does not imply or create: a promise to pay; an obligation to give up any legal right or to assume any duty; a recognition of novelty, originality or priority; or any relationship, contractual or otherwise, such as would render the Government liable to pay for or to give up any legal right or assume any obligation for disclosure or use of any information in the proposal to which the Government would otherwise lawfully be entitled.

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