CSO Pitch Day FAQs:

1. Can we submit more than one white paper (ie, submit for multiple topics)?

***Yes, if submitting for multiple topics.***

2. Does the project need to be completed for $$$ or can the technology begin to be

developed with that money? Ie, is a feasibility study a valid use of the money?

***We are targeting solutions for $$$ or less that are ready for use / delivery. This is not a SBIR request and feasibility studies will not be awarded***.

3. Do you need a detailed breakdown of costs associated with the project or just the final price for the project?

***No, a detailed breakdown of costs will not be needed.***

4. If selected to pitch, is the pitch open to everyone present (ie, how do we protect our proprietary information from potential competitors)?

***The only attendees outside of the pitching company will be government employees. No other vendors will be authorized in the room during presentations.***

5. Is there a timeline for a project to be completed?

***Pitched solutions need to be ready for delivery at time of award. We anticipate no more than a 60 day (from time of award) delivery date.***

6. In the CSO Submittal Instructions category Technology Concept and Company Capability, it

states “Offerors shall describe the unique aspects of their proposed solution as it “relates” to the Area of Interest.”

1) If we aim to submit, what Area of Interest shall we put for the support instruction for?

i) “The Space Force is interested in exploring innovative technology domains that may

not be covered in the list above, so this topic is intended to also be a call for open

ideas and technologies that cover other related areas not currently listed (i.e. the

unknown-unknown).”

***If submitting a solution that does not match any of the 19 posted challenges under the two categories, Space Operations Support & Installation Support, then indicate that the proposed solution’s area of interest is “Broad Innovation Support”.***

7. The CSO Submittal Instructions state “All contracts will be firm-fixed price.” Will you consider submissions that give a Fixed Firm Price for the base year, and the price points for optional years?

***No, we are not considering option years.***

8. If selected for the Pitch Day, will there be follow-up instructions for format, timing, and set-up sent to the selected respondents?

***Yes, an invitation package will be sent to all selected attendees.***

9. Are all offers proposed under the 541690 NAICS code or should they fall under the appropriate NAICS code for the solution being offered.

***Vendors can propose under any NAICS that is registered under their business. The NAICS will be used to determine the appropriate business size of the submitting entity. (Please refer to Section III)***

10. Does a cover page count against the five page technical volume limitation?

***No (Please refer to Section III)***

11. What stage of technology readiness is required for solutions, i.e. is it expected to already be available as a product?

***Submissions are expected to be available for immediate use.***

12. The document mentions a fair purchase price. Is it necessary to include pricing in the white paper or deck?

***Yes (Please refer to Section III)***

13. Perhaps I missed it when I was reading the CSO submittal instructions, but I do not see a requirement anywhere to provide a price (FFP) for doing the work. When and where do we do that?

***Please submit the price in the white paper or pitch deck. (Please refer to Section III)***

14. Is the Pitch Day limited to only small businesses?

***Yes, this is a total small business set-aside***

15. Will the Space Force be utilizing a component of the Air Force’s infrastructure for solutions

such as IT Service Management (Help Desk) and comprehensive Endpoint Management?

a. Example of endpoint management: Managing devices such as Laptops, mobile devices,

servers, VM’s, etc?

i. Managing these devices would not only be from a discovery standpoint, but

also ensuring these endpoints are secure by leveraging automated patching

and application control technologies?

b. Example of Service Desk: Utilizing technology to manage incident, problem, and change

requests within the department. Utilizing a service desk for the automation of

entitlements related to onboarding / offboarding tasks?

***The 45th Space Wing utilizes the Air Force’s infrastructure for IT solutions.***

16. Is this solicitation intended to cover a full scope of implementing a product, to include any requisite configuration, moving legacy data into the new product, and providing training, etc?

Or, is this Solicitation more similar to an Air Force/AFWERX Pitch Day where the award only covers a first phase with follow on work to deploy across the Enterprise?

***This CSO is intended to solicit solutions that are available for immediate use.***

17. Does the scope of this Solicitation and any associated award include a requirement to secure an ATO for production use? If so, will there be follow-on funding to accommodate supporting the ATO process which can take many months?

***This CSO is intended to solicit solutions that are available for immediate use with no guarantee of follow-on awards.***

18. Are we permitted to pitch one solution that addresses multiple challenges (with a set up process that accounts for variances among Challenges), and if so, what would the upper and lower limits be for pricing?

***Yes, but the targeted threshold will remain at $$$ or less per solution.***

19. Should our pitch assume no integrations? If we should assume integrations, will we know which systems need to be integrated and what the complexity/data model are for those systems?

***There may be some integration. This will need to be determined after receiving and reviewing the proposed solution.***

20. Can you confirm what the Period of Performance will be?

***We are targeting delivery dates NTE 60 days after award.***

21. For credit card payments, we are able to take payment over the phone and will need the card number, expiration date, CV code and billing zip code. We can call our finance office at 405-253-6813 and provide the card information to execute payment. Does this meet the government’s requirement for accepting a credit card for partial/initial payment upon contract award?

***Yes***

22. Please confirm that the credit card payment on date of award will only be an initial payment and not the entire amount.

***The credit card payment on date of award will be for 15% of the awarded price. The remaining balance will be paid upon receipt of solution.***

23. We are a Small Business partnering with a company providing consultation support and a modeling tool solution for the decision making requirement under operational support. Is there any requirement for percentage of work to be done by either company given that both companies are small businesses?

***No.***

24. Please confirm that you are expecting industry to provide a recommended NAICS code to be used for contract award.

***Yes, vendors can propose under any NAICS that is registered under their business. The NAICS will be used to determine the appropriate business size of the submitting entity.***

25. It is our understanding the contract will be awarded on (..26 May)… if we are selected for award upon the government hearing our presentation. Is this correct? If we are selected, what type of contract will be issued in accordance with FAR Part 12?

***Yes and the contract will be a Firm Fixed Price letter contract.***

26. Are there limitations to number of slides, or being able to conduct a demonstration of our modeling tool solution, at presentations on ….26 May?

***The initial submitted pitch/slide deck shall not exceed 15 slides. If invited to deliver an in-person pitch, further instructions will be provided for presentation requirements. We encourage demonstrations of the proposed solutions at the Pitch Day. (Please refer to Section III)***