

Evaluation Criteria for White Papers

Sources Sought Evaluation Framework for Air-Launched Effects

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1. Administrative & Contractual Information

This section evaluates the administrative completeness and contractual alignment of the submitting organization. Submissions must provide all requested organizational identifiers and detail existing relationships with defense agencies.

- **Company Data:** Is all contact information present (company name, address, CAGE code, DUNS number, POC details)?
- **Contract Vehicles:** Does the submission identify any existing contract vehicles with the Department of Air Force (DAF) or USSOCOM and provide the corresponding contract numbers?

2. Experience and Capability

This section assesses the depth of the organization's technical expertise, engineering processes, and risk management frameworks. Evaluators will focus on past performance in relevant aerospace and defense development programs.

- **Relevant Experience:** Does the paper clearly describe the organization's experience in spiral development, engineering services, and the production of F2T2 (Find, Fix, Track, Target) air-launched effects?
- **Process Maturity:** How well does the paper detail the company's processes for systems analysis, design, requirements management, quality control, and configuration management?
- **Risk Identification:** Are the technical and programmatic risks associated with their engineering and manufacturing processes clearly identified?

3. Manufacturing and Production

This section evaluates the submitter's production readiness, scalability, and resource planning. The goal is to ensure the organization can successfully transition from design to high-rate manufacturing.

- **Readiness Level:** Is a Manufacturing Readiness Level (MRL) assessment provided?
- **Production Capability:** Does the paper provide a credible estimate for monthly manufacturing capability, both at initial startup and with a fully established production line?
- **Manpower:** Is there a notional manpower requirement for the design and manufacturing phases?

4. Technical & Performance Specifications

The white paper must demonstrate the capability to produce an air-launch vehicle that meets rigorous physical, performance, and integration characteristics. The table below outlines the specific evaluation criteria for these technical specifications.

Specification Category	Evaluation Criteria & Requirements
Form Factor	Conforms to the Common Launch Tube (CLT) size (5.95-inch diameter, 40 ± 2 inches length).
Weight & Payload	Does not exceed 27 lbs. total weight and can support a 5+ lb. modular payload for F2T2 or Electronic Warfare (EW).
Speed	Meets or exceeds 50–70 kts cruise, 90 kts dash.
Range	Minimum 100 NM.
Endurance	120+ minutes of flight time.
Launch Altitude	2,500 to 15,000 feet MSL.
Survivability	Can withstand the G-shock forces associated with CLT ejection.
Sensors	Can mount specified gimballed sensors.
Umbilical Interface	Capable of interfacing with standard CLT connections.
C2 Integration	Supports the government-owned FANTOM Core for command and control.
Flight Controller	Provides a detailed description of the flight controller used.
Technology Readiness	Proposed solution is at a Technology Readiness Level (TRL) of 5 or higher.

5. Cost and Demonstration Proposal

Evaluates the financial viability, scalability, and demonstration planning of the proposed solution. Submissions must provide realistic cost projections for both production and initial testing phases.

- **Production Cost:** Is a Rough Order of Magnitude (ROM) cost estimate provided for production quantities of 500, 1,000, and 3,000 units?
- **Demonstration ROM:** Is there a ROM estimate for a single capability demonstration, including cost, schedule, assumptions, and any required government-furnished equipment (GFE)?

6. Submission Compliance

Ensures the submission adheres to administrative guidelines and maintains a technical focus. Non-compliant submissions may be excluded from detailed technical evaluation.

- **Page Limit:** Does the white paper adhere to the 10-page limit?
- **Content Focus:** Is the document focused on innovative technical approaches rather than being marketing-centric?