WELCOME TO

An Overview of Prototype Execution

A PART OF THE 2020 SUMMER EVENT SERIES

We'll get started in just a few minutes

If you have any questions, or are having issues,
please email **membership@nstxl.org**.

39087

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Agenda

- NSTXL Overview
- The Award Process
- Performer Checklist
- Project Launch
- Communication Channels
- Payment Process
- Obstacles
- Project Conclusions
- Live Questions & Answers
- Prizes

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Meet The Team

Iain Skeete

Principal, Acquisition

JaNay Mills

Acquisition Manager

Cathy Jordan

Acquisition Manager

Tara Kilcullen

Director, TReX

Brooke Pyne

Director, S2MARTS

Sofie Vance

Senior Membership Manager

Hannah Goodman

Membership & Marketing Associate

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Participate in Polls & Submit Questions

- Slido is how we will manage questions for this session; questions will be addressed at the end in the Q&A session

- To access Slido, please visit www.slido.com

- Enter the event code #39087 in the event code box, hit "Join," and input your questions

Joining an event?|

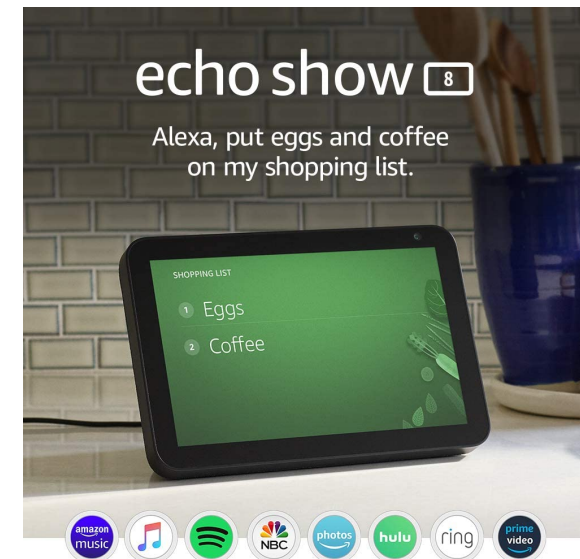# Enter event code

Join

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You could win…

- Answer the polling questions

- Ask questions – try to trip up the NSTXL team

- You will have the chance to win:
  - Fire TV Stick 4k - streaming device
  - Echo Show 8 - HD smart display

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Ice Breaker

How many of the Summer 3-event series have you attended or watched?

a)   This is my first one

b)   I have attended at least one other

c)   I have seen the first two – this one makes it my 'trifecta'

d)   What am I doing here?

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Innovation Platform

- Open-Source Network Model

- Technology and Location Agnostic

- Human-Centered Design Thinking

- Robust Technology Prospecting

- Vendor Vetting and Cybersecurity

- Mentor Non-Traditional

- Facilitate Teaming

- Continuing Education

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NSTXL Ecosystem/Platform

Ecosystem fueled by NSTXL Innovation Platform

600+ Members Strong

Collaborative Environment that Fosters/Creates:
- Intentional and Focused Outreach
- Extensive Teaming and Partnering
- Member/Network Driven Engagement
- Government "Ready" Community

Providing Impactful Results:
- High Quality Solutions and Teaming Arrangements
- Community Growth in Critical Key Technology Areas
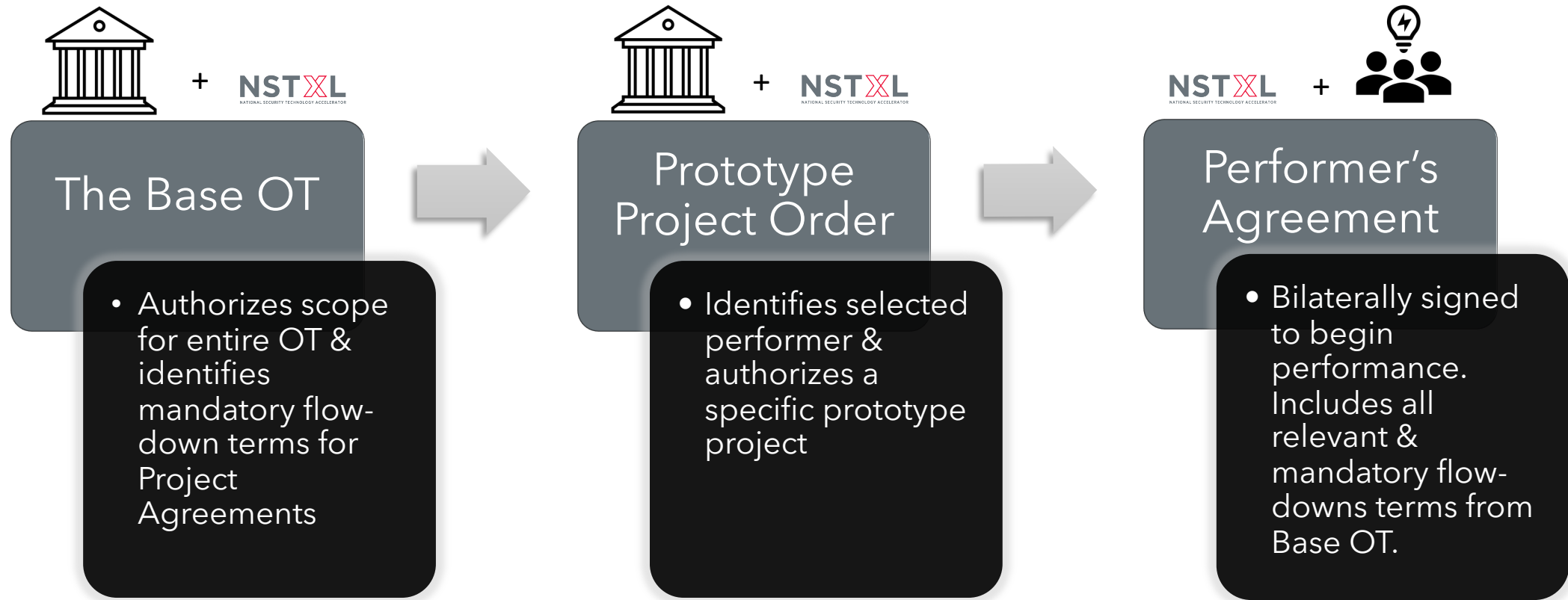- Strategic Technical Dialogues that Drive Direction and Trends

TREX TRAINING AND READINESS ACCELERATOR

S²MARTS

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The Award Process

The Base OT

- Authorizes scope for entire OT & identifies mandatory flow-down terms for Project Agreements

Prototype Project Order

- Identifies selected performer & authorizes a specific prototype project

Performer's Agreement

- Bilaterally signed to begin performance. Includes all relevant & mandatory flow-downs terms from Base OT.

Performer Checklist

❏ Understanding of project deliverables and/or timing of events

❏ Understanding of milestone approval process

❏ Key Government positions & their purpose/limitations

❏ Your NSTXL points of contact

❏ Guidance related to initial press releases
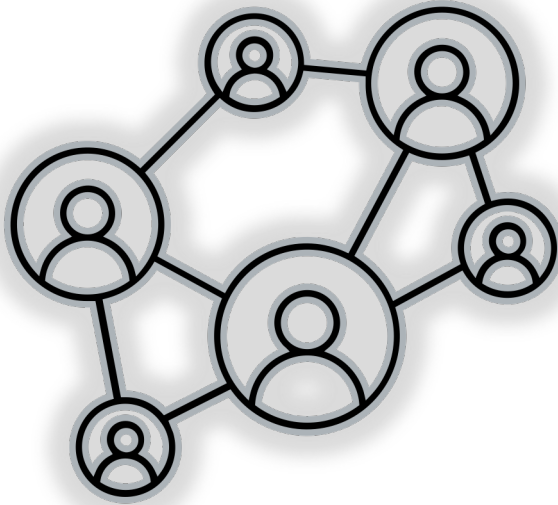
❏ Any unique Government preferences

Project Launch

- NSTXL will typically lead an introductory Post-Award Conference to kick-off the project, introduce key players, and discuss communication flow

- Conducted virtually

- The introductory session is <u>not</u> a replacement for the initial technical engagement or first payable milestone

- Performers are strongly encouraged to provide ~5 slides summarizing their solution

Polling Question

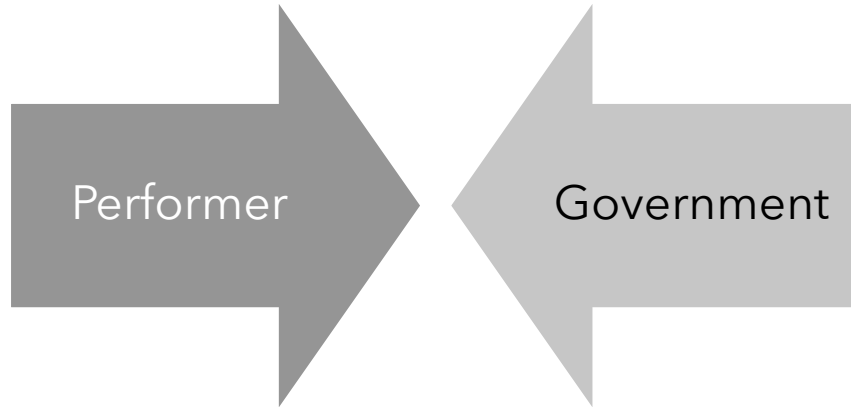Who holds the authority to direct changes to the project?

a)   Any stakeholder...this is about collaboration!
b)   USG Project Manager
c)   USG Agreements Officer
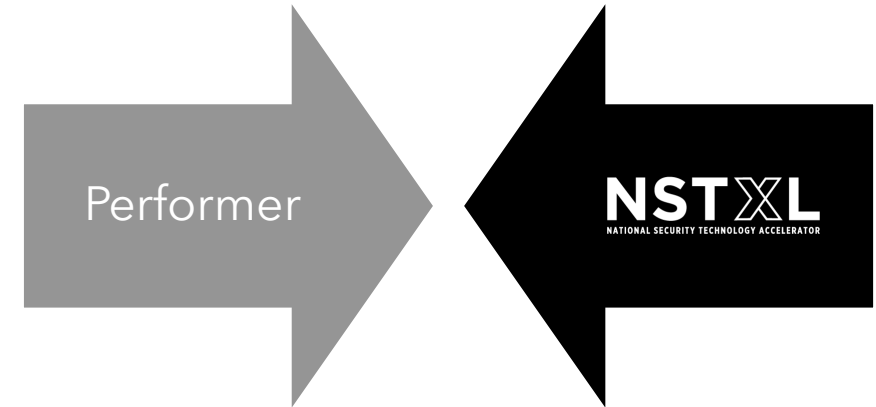d)   USG Agreements Officer Representative

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Communication Channels

Performer → ← Government

- Technical exchanges

Performer → NSTXL

- Request for Milestone Revision(s)
- Payment/Invoicing Questions
- Request for Administrative Updates
- Performer's Agreement

Remember: Modifications to the project will likely change the **Project Order** (Government & NSTXL) and **Performer's Agreement** (NSTXL & Performer).

The Government must approve almost all changes.

Example 1

"Our deliverable is going to be about 45 days late." - Performer

- Is the customer aware?

- Cause of delay?

- Any anticipated pricing impacts?

- Impacts to subsequent milestones?

- NSTXL will coordinate concurrence from Government Technical lead & seek approval from Agreements Officer

- Will likely result in modification to Project Order & Performer's Agreement

Send the request to your NSTXL Acquisition Manager!

Example 2

"We require 2 more prototypes to properly assess utility ." – The USG

- NSTXL sends request to Performer on behalf of the **Agreements Officer**

- Once an agreement is reached regarding the modification, NSTXL will request Performer concurrence regarding any updates to the Project Order

- NSTXL will update the Performer's Agreement (pursuant to the revised Order) and provide to the Performer for signature.
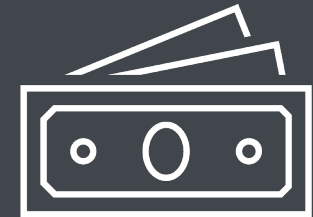
Getting Paid

1. Successfully complete a payable milestone

2. Submit a populated Certificate of Completion to your AOR/Technical Lead

3. Receive signed CoC from Government & forward to NSTXL with a company invoice

4. NSTXL processes submission in iRAPT/WAWF

5. Upon receipt of funding, NSTXL will pay the invoice via Bill.com

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Takeaways

— NSTXL is responsible for payments to Performers

— Email the CoC & Invoice to **success@nstxl.org**

— Tip: Set up a Bill.com account at award to reduce future delays

Polling Question

Which option below reflects a statutory condition that must be satisfied before moving into a production effort without competition?

a) Support of Major Weapon System
b) Evidence of joint involvement from >1 branch
c) The initial prototype project was competed
d) Signed authorization from the USG PM

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Common Obstacles

- Inconsistent understanding of project's purpose
  - This may occur between the Performer and the Government, however, there may also be disagreement amongst other stakeholders – pay attention to the decision makers

- Delayed communication

- Not involving NSTXL and/or the Agreements Officer

- Incomplete payment requests (e.g., missing invoice)

- Discrepancies between amount billed and the project's payable milestone schedule

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Takeaways

— Even if not required by the Agreement, a brief monthly report is recommended

— Put requests or updates in writing

— Overcommunicate if needed

— NSTXL can help mitigate potential issues before they become showstoppers

"...It's not you, it's me."

- The Government can elect to discontinue the project at any time

- Be cognizant of upcoming decision points & potential "off-ramps"

- Ensure you understand the rationale behind the decision
    - Funding Cut? Poor Performance? Change in mission?

- Confirm final disposition of IP, Data Rights, and GFP

- If written direction to cease work is delivered – follow the instructions!

Reaching Success

- Stay focused on the end-user…they are depending on you

- Communicate early, often, and clearly

- Ask questions and regularly confirm customer's vision

- Maintain alignment to milestone schedule & contractual commitments

Register for Our Upcoming Virtual Events

2020 Cybersecurity Webinar Series:
Identifying Opportunities to Resolve Your Security Gaps
August 18, 2020

Brought to you by
ADVISICON & NSTXL

August 18, 2020 – 12 PM PDT/ 3 PM EDT

So, you suspect your organization has some issues that will prevent it from becoming NIST 800-171 compliant; however, you are unsure if you have a full handle on ALL the issues.

2020 Cybersecurity Webinar Series:
Taking Action to Mitigate Security Issues and Achieve NIST Compliance
September 15, 2020

Brought to you by
ADVISICON & NSTXL

September 15, 2020 – 12 PM PDT/ 3 PM EDT

You have compiled (or perhaps "piled") tons of information from your organizational NIST compliance readiness assessment, and now you are ready to take action to mitigate those problem areas.

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Questions?

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The Winners for Today!

If you hear your name, email
membership@nstxl.org
today with your full name,
email & telephone number!

Thank you!