

# **10** National **x** Security

**OTA Rapid Acquisition Solution**

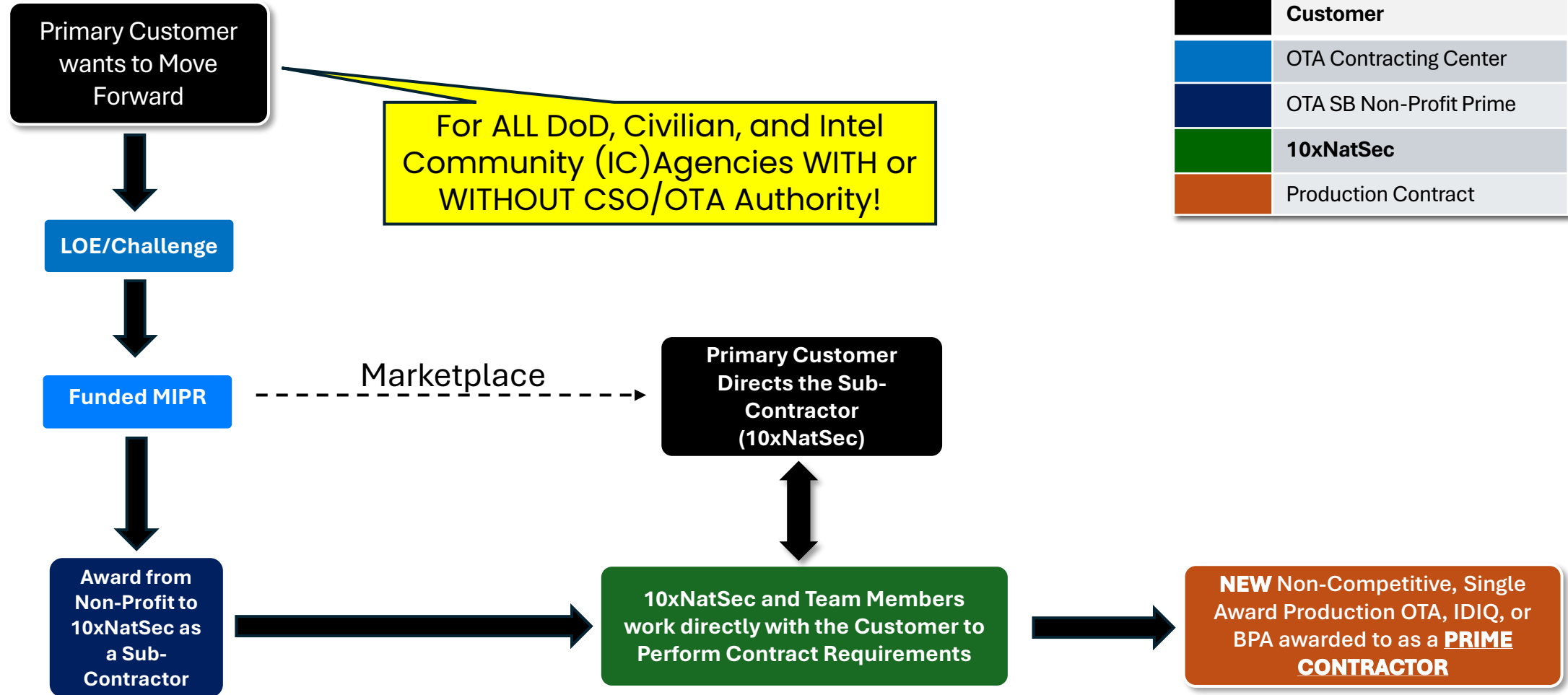
**JUNE 2025**

# Introducing the ONIX CSO/OTA Ecosystem → DOGE Approved, FAST, and Outside the FAR

- ✓ **Open National Innovation Exchange (ONIX):** DOGE Approved Production OTA contracting/acquisition within **21-60 days** that covers ANY requirement under four (4) authorities:
  - ✓ **CSO:** Technology advancement using commercially available products, software, or services. 5 yr PoP. \$100M limit
    - Commercial products and services
    - Commercial technology maturation
    - R&D studies for commercial technology
  - ✓ **OTA Authority 4021** (Research) Enabling services funded with Research dollars. 5 yr PoP. \$100M
  - ✓ **OTA Authority 4022** (Prototype) Utilizing a novel method or process. 5 yr PoP. Can result in a production OTA (\$500m)
  - ✓ **OTA Authority 4023** (Procurement for Experiments) Including exercises. Can result in a production OTA. NO CEILING LIMIT.
- ✓ **Scope:** Can cover **ANYTHING** plus PM Support, Services, and Products to include: large or small procurements, prototypes, services support, material buys, training, modeling, simulation, staff augmentation, pilots, surge support, unfunded requests (UFRs), end of FY Funding)
- ✓ **Versatile:** Allows Govt direct access to preferred Product & Service providers with no FAR Competitions and NO protests or justifications
  - **Sole Source – No competition**
  - **Competition – Through Marketplace**
- ✓ **Supported:** US Army Contracting Center – Rock Island, with two (2) dedicated KO's and five (5) dedicated contracting specialists.
- ✓ **Period Of Performance:** Five (5) Year Base + Five (5) Year Option
- ✓ **What Is Required:** An ISSA, Military Interdepartmental Purchase Request (MIPR – i.e. Venmo for DoD) and 1 page Statement of Work
- ✓ **Low Contract Access Fee:** 2% charge on first \$100M; 1% charge on next \$500M, and 0.5 % charge on anything above that. Fee structure is cumulative across the year and resets annually. Requiring agencies may add an additional charge (no more than 2%)

# Ecosystem Acquisition Model

## Contract Award in 21-60 Days!



**ONIX Ecosystem – OUTSIDE THE FAR for FAST AWARDS for Any Agency!**

# ONIX OTA Benefits and Features

- A partnership exists with 10x National Security and Non-Profit SB PRIMES to leverage their OTAs for Industry Partners and Gov't Customers **non-threatening alternative** to obligate funding for quick, easy, and painless contract actions
  - Authorized under NDAA
  - **OTA Contract ALREADY established with the Government for proven and repeatable process**
  - Does **NOT** require membership in a consortium
- The **OTA exists outside of FAR regulations** which means:
  - There is **NO 51% REQUIRED SPLIT** to Small Businesses
  - LARGE Businesses can benefit with OTAs as well
  - No **Cost Accounting System** requirements
- The subtask contractor will in effect act as a Prime with **sole privity with the Government** to include the ability to cite the contract and work as past performance
- Follow-on Production: We use OTAs that have the production clause so you can **transition to a follow-on contract** without further competition
- By law, can **assist with color of money constraints**
- Reduces continuing resolution budget risks
- Introduces your capabilities into the OTA marketplace
- NO FAR COMPETITIONS and **NO JUSTIFICATION OR PROTEST!** Completely legal RAPID acquisition approach

# CSO / OTA as the New **DEFAULT** for DoD Regarding COTS Software



SECRETARY OF DEFENSE  
1000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-1000

MAR - 6 2025

MEMORANDUM FOR SENIOR PENTAGON LEADERSHIP  
COMMANDERS OF COMBATANT COMMANDS  
DEFENSE AGENCY AND DOD FIELD ACTIVITY DIRECTORS

SUBJECT: Directing Modern Software Acquisition to Maximize Lethality

The Department of Defense (DoD) has been slow to recognize that software-defined warfare is not a future construct, but the reality we find ourselves operating in today. Software is at the core of every weapon and supporting system we field to remain the strongest, most lethal fighting force in the world. While commercial industry has rapidly adjusted to a software-defined product reality, DoD has struggled to reframe our acquisition process from a hardware-centric to a software-centric approach. When it comes to software acquisition, we are overdue in pivoting to a performance-based outcome and, as such, it is the Warfighter who pays the price.

It is a top priority for DoD to reform its acquisition processes in order to acquire, deliver, and iterate on our weapon and business systems — including software — at speed and scale for our Warfighter. To start, DoD must maximize the use of its existing authorities, contracting strategies, and processes for software acquisition. This will enable us to immediately shift to a construct designed to keep pace with commercial technology advancements, leverage the entire commercial ecosystem for defense systems, rapidly deliver scaled digital capabilities, and evolve our systems faster than adversaries can adapt on the battlefield.

To meet this challenge, I am directing all DoD Components to adopt the Software Acquisition Pathway (SWP) as the preferred pathway for all software development components of business and weapon system programs in the Department.

The Department must also align contracting strategies and maximize the use of existing authorities. Effective immediately, for efforts that meet the threshold requirements enabling the application of authorities provided at title 10, U.S.C., § 3458 or title 10, U.S.C., § 4022. I am directing the use of Commercial Solutions Openings and Other Transactions as the default solicitation and award approaches for acquiring capabilities under the SWP. This applies to any software pathway program in the planning phase prior to execution. Department Components are prohibited from implementing further guidance on this point that would set out restrictive measures, guidelines, frameworks, directives, or policies other than required by statute.

The Under Secretary of Defense for Acquisition and Sustainment, in coordination with the Director of the Defense Innovation Unit, will develop and submit an implementation plan within 30 calendar days.

PBJh  
SD29



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# Executive Order Mandating OTAs as the Preference for Acquisition throughout DoD



PRESIDENTIAL ACTIONS

## MODERNIZING DEFENSE ACQUISITIONS AND SPURRING INNOVATION IN THE DEFENSE INDUSTRIAL BASE

Executive Orders | April 9, 2025

By the authority vested in me as President by the Constitution and the laws of the United States of America, it is hereby ordered:

Section 1. Purpose. As Chief Executive and Commander in Chief, I am committed to ensuring that the United States military possesses the most lethal warfighting capabilities in the world. America's defense industrial base is central to this effort. Similarly, the defense acquisition workforce is a national strategic asset that will be decisive in any conflict, where the factory floor can be just as significant as the battlefield. Unfortunately, after years of misplaced priorities and poor management, our defense acquisition system does not provide the speed and flexibility our Armed Forces need to have decisive advantages in the future. In order to strengthen our military edge, America must deliver state-of-the-art capabilities at speed and scale through a comprehensive overhaul of this system.

Sec. 2. Policy. It is the policy of the United States Government to accelerate defense procurement and revitalize the defense industrial base to restore peace through strength. To achieve this, the United States will rapidly reform our antiquated defense acquisition processes with an emphasis on speed, flexibility, and execution. We will also modernize the duties and composition of the defense acquisition workforce, as well as incentivize and reward risk-taking and innovation from these personnel.

Sec. 3. Acquisition Process Reform. Within 60 days of the date of this order, the Secretary of Defense shall submit to the President a plan to reform the Department of Defense's acquisition processes that, to the maximum extent possible, incorporates the following:

(a) Utilization of **existing authorities** to expedite acquisitions throughout the Department of Defense, including **a first preference for commercial solutions** and a **general preference for Other Transactions Authority**, application of Rapid Capabilities Office policies, or any other authorities or pathways to promote streamlined acquisitions under the Adaptive Acquisition Framework. Starting upon issuance of this order, and during the formation of the plan, the Secretary of Defense shall prioritize use of these authorities in all pending Department of Defense contracting actions and require their application, where appropriate and consistent with applicable law, for all Department of Defense contracting actions pursued while the plan directed by this section is under consideration.

# NEW Acquisition Pathways in Order of **PRIORITY**

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## 1) CSO – First Preference

## 2) OTA – General Preference

## 3) FAR – Distant Third. Why?

- SLOW
- Lack of Personnel
- 40% reduction in Contracting Centers
- GSA centralization crippled throughput

### **FAR Competitive Challenges**

#### **Time to Award:**

- 1-5 years depending on size
- Could be longer due to Protests

#### **Level of Effort:**

- Heavy Lift, typically, for both Customer and Industry
- Can be mitigated, to some degree, using CAF IDIQs (i.e. GSA)

#### **Cost to Execute**

- \$\$\$\$-\$\$\$\$\$

#### **Benefits**

- Scope can be almost anything
- Unlimited Ceiling, wide variety of contracting options
- Does not require teammates (unless SB requirements)

#### **Risks**

- Competitive is cut-throat, evaluation is extremely difficult
- Long length of time is a deal killer in many instances
- No guarantees you can get to the contract vehicle

### **FAR Direct Award / Sole Source Challenges**

#### **Time to Award:**

- 6-12 months depending on size
- Could be longer due to size, internal approvals, and Protests

#### **Level of Effort:**

- Medium lift, typically, for both Customer and Industry
- Can be mitigated, to some degree, using CAF IDIQs (i.e. STARS III)

#### **Cost to Execute**

- \$\$-\$\$\$\$

#### **Benefits**

- Focus on small businesses = priority for new administration
- For SBIR, competition is already fulfilled

#### **Risks**

- Give more than half the farm away if incumbent mid or large
- Scope tends to be small for small businesses = limited ceiling
- Faster awards with less hurdles = limited contracting options
- Be careful of Super 8(a)s. Not all play fairly. Dominate DAs



## Frequently Asked Questions

### How will this OTA be affected by the new administration? **DOGE APPROVED!**

- ✓ The OTA fits 2 priorities for the NEW admin. It is efficient (**quick** and inexpensive) and it gets to **small businesses**. The admin wants more movement quickly. KOs are already maxed out. Additionally with the offer for KOs to resign they will be losing more people. The OTA helps Offset this

### Does this require a Tribal or SB Socio-economic class requirements?

- ✓ No. The **OTA** as a **FAST Direct Award ALTERNATIVE** that **DOES NOT NEED** a Tribal or SB requirement

### How long does it take to establish the contract?

- ✓ Contract is **ALREADY ESTABLISHED** with wide Emerging Technology Scope, Ceiling, Runway, and a DoD customer willing to SHARE

### How do I get to this contract?

- ✓ Through us. Only a MIPR is required for DoD. We can set up the Gov't-to-Gov't meetings. **NO CONSORTIUMS REQUIRED!**

### Can this get to a specific company or incumbent regardless of business size?

- ✓ Yes, with our help

### Can Non-DoD Fed/Civ Agencies use this OTA?

- ✓ Yes, if they have CSO/OTA Authority. If no authority, they can still get to the OTA via the Economy Act extra step (Interagency Agreement aka (IAA))