



NEST OTA Program

Presented to:

**NSWC Indian Head Division
Industry Day**

Presented by:

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**Capt. Eric Correll, USN
Commanding Officer**

**Mr. Ashley G. Johnson, SES
Technical Director**

Distribution Statement A (22-018): Approved for public release; distribution unlimited



NEST Mission Statement

To deliver superior energetic
prototypes and systems



Presentation Objective

Provide the Industry Day attendees with information on the NEST program and processes



NEST Program Overview

- **Other Transaction Agreement (OTA)**
 - Established using 10 USC § 2371b “Authority of the Department of Defense to carry out certain prototype projects”
 - Base agreement signed March 5, 2021
- **Advanced Technologies International (ATI)**
 - Base agreement established with ATI as the consortium management firm
 - Several decades of consortium management experience
- **National Armaments Consortium (NAC)**
 - 920+ consortium members, most with energetics experience
 - Several decades of experience with OTAs
 - Open to industry and academia
- **Collaboration**
 - The NEST OTA is collaboration between the DoD, ATI, and the NAC’s members to provide innovation technology solutions to address security threats in the surface, subsurface, air, ground, littoral and expeditionary environments



NEST Highlights

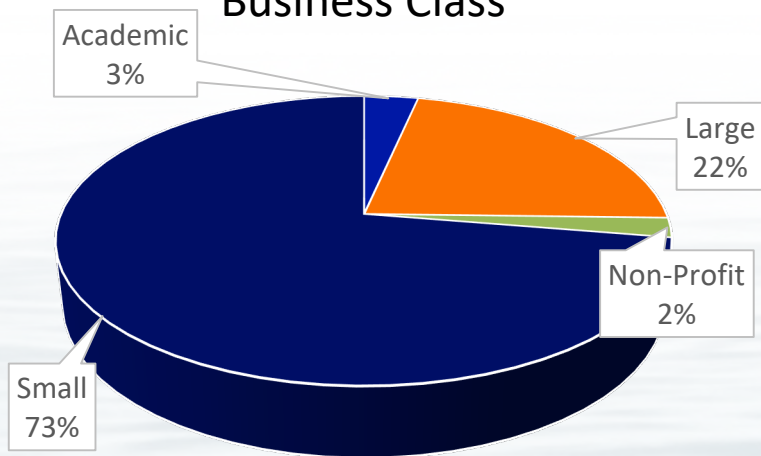
- NEST is a consortium-based OTA
- NEST leverages a consortium manager structure
 - Allows for immediate “expenditure” and milestone execution
- NEST has prototype OT and production OT authority
 - Allows prototype projects to move directly in production without a re-compete
- NEST leverages the “basket”
 - Prototype proposals can be selected for up to 36 months
 - Prototype proposals are not ranked, all “met” go into the Basket
 - Allows for government requirement generator to select their “best fit”
- NEST leverages enhanced white paper and DRAFT statement of work
 - Allows for faster movement from award selection to funding
 - Prototype proposals have moved from award selection of funding in as little as 5 weeks

NAC Membership Overview

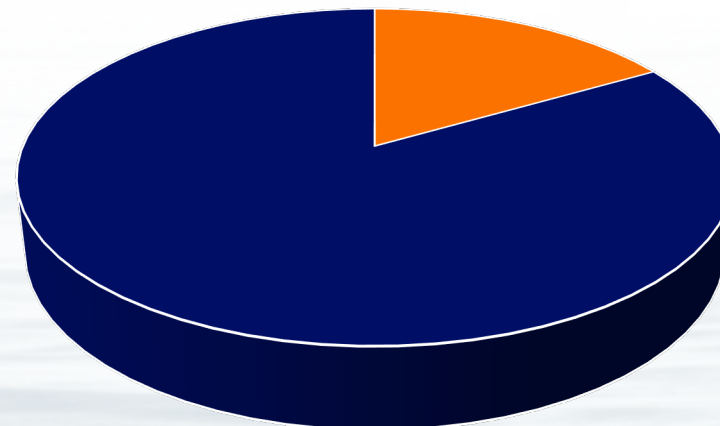
Total Members: 1007

Business Class	Traditional	Nontraditional	Total
Academic	10	24	34
Large	130	92	222
Non-Profit	10	12	22
Small	18	711	729
Total	168	839	1007

Business Class



Nontraditional Status



■ Academic
 ■ Large
 ■ Non-Profit
 ■ Small
 ■ Traditional
 ■ Nontraditional

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NEST Throughput

- Total requests for prototype proposals
 - 8 RPPs
 - 4 'in-cycle' and 4 'out-of-cycle'
- Total statements of need
 - 124 SONs
 - 118 'in-cycle' and 6 'out-of-cycle'
- Total enhanced whitepapers
 - 371 prototype proposals
 - 359 'in-cycle' and 12 'out-of-cycle'
 - Does not include NEST-23-B (most recent out-of-cycle)
- Total Funding Represented
 - ~\$124 million in prototype projects
 - ~\$300 million in SBIR
 - ~\$424 million in available funding



NEST Throughput (cont.)

- Total awards
 - 27 prototype projects awarded
 - 18 awards in process
- Total awards in dollars
 - ~\$260 million in awards
 - Total of ~\$340 million in awards currently identified



NEST is Collaboration Focused

- Performers
 - Majority are Non-traditional defense contractors
 - Form collaborative efforts with academia and small Businesses
 - Provide Facilities and capabilities without large capital investment
- Government Customers
 - Provide “focused” collaboration events
 - Provide for partnerships with Industry and Academia
 - Provide industry studies, wargaming and table top exercises (TTX)
- Other OTA Programs
 - NEST works Collaboratively with other OTAs (not competitive)
 - Transition prototype projects into systems procurement collaboratively
 - focused on new prototype development, not the adoption of commercial technology
 - The ability to develop new state-of-the-art technologies for insertion into COTS
- Flexibility in Collaboration
 - NEST provides a wide range of technology areas
 - M&S software and coding, ordnance disassembly, IED detection/defeat/exploitation, Counter UxS, MEMS, EOD, EOD Unmanned Systems, EMR, CBRN, PHS&T
 - NEST has the ability to leverage several Non-FAR legal statutes



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