24 January 2013
AFLCC/HHDD
3DERR Project Officer
Lt Talaya Jones

Administrative Brief
Industry Day

Long-Range Radar (3DERR)
Three-Dimensional Expeditionary
Requirements

Relied upon in determining the Government’s
The solicitation itself is the only documentation that is
prospective contractors
variety of circumstances, including input from
carried out, and is subject to change based on a
current
Government initiations on how the program may be
The information provided today reflects current
Proceeding with the program

guarantee of the Government’s course of action in
the 3DELRR program should not be considered a
The remarks today of Government officials involved in

Disclaimer
Industry Day

and/or Improvement are needed
to any areas where additional clarification
between Government and Industry audience
Format will encourage information exchange

processes

and USAF and AFLCMC acquisition
understand 3DELR acquisition approaches
Enable defense Industry community to better


Located near front entrance

Restrooms with you

At the conclusion of today's event, please take your trash

Non-alcoholic beverages are permitted

No food or gum

Food and Drinks

Rally point: parking lot across the street, up the hill

Rally point: parking lot across the street, up the hill and exit the building

In case of an emergency/evacuation, please use the nearest

There are 2 exits near the front of the auditorium and in the rear

Hanscom Conference Center: "Concord" Administrative Notes:
General questions may be answered during the briefings at PCC’s discretion.

- General questions may be answered during the briefings at PCC’s discretion.
- Be captured and written answers made available via FedBizOpps
- Addressed CRM and questions raised during the general briefing will
- Bouncing, roaming may cause unwanted microphone feedback
- Turn off cell phone
- No recording
- ACC SME Panel
- One-on-One Sessions
- Open Government Briefing

Industry Day Events:

Administrative Notes:
Submit a copy of completed DD Form 2345 to PEO.

Proposal submission or bidder's library access

If not already in place, a GOVERNMENT/GOVERNMENT agreement must be in place prior

Require DD Form 2345, MILITARY CRITICAL TECHNICAL DATA

Hanscom AFB, MA 01731-1700

11 Barkeley St; Bidg 1614

ATTN: Security

AFLCCD/HBDD

Outer Envelope "TO" Address:

NDA/PROPRIETARY INFORMATION GUIDELINES

Properly mark documents sent to the government

Security Concerns

Administrative Notes:
Ability to access ITAR and Classified Information will be required to execute this program.

- SECRET Level discussions only if requested ahead of time.
- SECRET up to SECRET during the one-on-one general briefings.
- Industry Day discussions are unclassified for these.

Security Concerns (Cont.)

Administrative Notes:
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>07:30</td>
<td>Check-In</td>
</tr>
<tr>
<td>08:00</td>
<td>Briefing &amp; Open Forum Admin</td>
</tr>
<tr>
<td>08:10</td>
<td>Opening Remarks</td>
</tr>
<tr>
<td>08:20</td>
<td>Acquisition Strategy</td>
</tr>
<tr>
<td>09:05</td>
<td>Break</td>
</tr>
<tr>
<td>10:15</td>
<td>RFP Rev A</td>
</tr>
<tr>
<td>10:15</td>
<td>Pre-Submitted Q&amp;A</td>
</tr>
<tr>
<td>11:00</td>
<td>Lunch</td>
</tr>
</tbody>
</table>

Schedule: General Session

HAFB Conference Center (HCC) - "Concord"
Thursday 24 Jan 2013
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>17:30</td>
<td>00:00</td>
</tr>
<tr>
<td>16:00</td>
<td>00:00</td>
</tr>
<tr>
<td>15:30</td>
<td>00:00</td>
</tr>
<tr>
<td>14:00</td>
<td>00:00</td>
</tr>
<tr>
<td>13:30</td>
<td>00:00</td>
</tr>
<tr>
<td>12:00</td>
<td>Start Time</td>
</tr>
</tbody>
</table>

**Thursday 24 Jan 2013**

Schedule: One-on-One
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>08:00</td>
<td>RAYTHEON</td>
</tr>
<tr>
<td>09:40</td>
<td>Transition</td>
</tr>
<tr>
<td>10:00</td>
<td>LUNCH</td>
</tr>
<tr>
<td>11:30</td>
<td>LOCKHEED MARTIN</td>
</tr>
<tr>
<td>12:30</td>
<td>FISHEYE SOFTWARE</td>
</tr>
<tr>
<td>14:10</td>
<td>Transition</td>
</tr>
<tr>
<td>14:20</td>
<td>NORTHROP GRUMMAN</td>
</tr>
<tr>
<td>16:00</td>
<td>Start Time</td>
</tr>
</tbody>
</table>

Thursday 24 Jan 2013

Schedule: ACC SME
Please plan accordingly.

- Parking spaces can be difficult to locate at Building 1614
- Sessions will be timed not to exceed 1.5 hours
- Office representative will escort you to your session
- Upon arrival, wait in the main lobby and a program session
- Arrive 15 min prior to start of your one-on-one
- All one-on-ones will be in Building 1614

One-on-One Session Process
- Arrive 5 min prior to start of your session
- Conference Center „Bedford“ Room
- All panel discussions will take place at the Hanscom

Maintainer
- MSgt Castle ACC 552 ACC

User
- Maj Azaravich ACC 752 OSS

ACC SME Panel and Process
these documents can come into the PMO to read

release of these documents

The Bidder's Library exists to control the

pertaining to the program

of unclassified and classified documents

The 3DLELR Bidder's Library is a collection

What is the 3DLELR Bidder's Library?
If you have previously visited the Bidder's Library, you may request a copy of the documents to be sent to the mailing address provided during your visit.

- 781-225-9024

Library through Capt Mims

Schedule an appointment to visit the Bidder’s Library to gain access to the

16
<table>
<thead>
<tr>
<th>Classification</th>
<th>Title</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unclassified</td>
<td>Range Radar, Revision 1.7, 16 Mar 11 (3DELRR-1-22 Interface)</td>
<td>16 Mar 11</td>
</tr>
<tr>
<td>Unclassified</td>
<td>Composite Tracking Network and the Three-Dimensional Expendability Long-</td>
<td>16 Mar 11</td>
</tr>
<tr>
<td></td>
<td>Interface Requirements Specification for the Aviation Command and Control</td>
<td></td>
</tr>
<tr>
<td>Controlled</td>
<td>Pre-Planned Product Improvements, 31 Aug 07 (3DELRR-1-22 Interface)</td>
<td>31 Aug 07</td>
</tr>
<tr>
<td>Controlled</td>
<td>Critical Item Development Specification for the Radar System Interface (Including)</td>
<td>31 Aug 07</td>
</tr>
<tr>
<td>Unclassified</td>
<td>Open Technology Development (OTD) White Paper, 29 Apr 10</td>
<td>29 Apr 10</td>
</tr>
<tr>
<td>Unclassified</td>
<td>Alternate Frequency Band Feasibility Study, 27 Jan 11</td>
<td>27 Jan 11</td>
</tr>
<tr>
<td>Unclassified</td>
<td>Swapability Demonstration Final Report, 21 Mar 12</td>
<td>21 Mar 12</td>
</tr>
<tr>
<td>Controlled</td>
<td>Radar Electronics Hardware Report, 8 Jul 11</td>
<td>8 Jul 11</td>
</tr>
<tr>
<td>Unclassified</td>
<td>Real-Time Communication Layer (RTCL), Chapter 8, 21 Apr 11</td>
<td>21 Apr 11</td>
</tr>
<tr>
<td>Unclassified</td>
<td>Anti-Tamper Security Classification Guide, 17 Mar 10 (Change 1, 18 Apr 11)</td>
<td>17 Mar 10</td>
</tr>
<tr>
<td>Unclassified</td>
<td>CRC Security Classification Guide, 19 Dec 06</td>
<td>19 Dec 06</td>
</tr>
<tr>
<td>Unclassified</td>
<td>LO/CLO Security Classification Guide, 1 Oct 02</td>
<td>1 Oct 02</td>
</tr>
<tr>
<td>Unclassified</td>
<td>3DELRR Technical Requirements Document Revision E, 15 Nov 12</td>
<td>15 Nov 12</td>
</tr>
<tr>
<td>Unclassified</td>
<td>3DELRR Security Classification Guide, 17 Jan 11</td>
<td>17 Jan 11</td>
</tr>
</tbody>
</table>

Unclassified Documents
Currently in the Bidder's Library

Air Force Logo
<table>
<thead>
<tr>
<th>CLASSIFIED</th>
<th>TITLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Feb 12</td>
<td>(S) DELRR Alternate Frequency Band Feasibility Study'</td>
</tr>
<tr>
<td>26 May 05</td>
<td>(S) Counter Law Observable (CLO) Programs (u), &quot;Low Observable (LO) and</td>
</tr>
<tr>
<td></td>
<td>(S) DOJ Instruction S-5230.28, &quot;Low Observable (LO) and</td>
</tr>
<tr>
<td></td>
<td>(S) DOJ Instruction S-5230.28, &quot;Low Observable (LO) and</td>
</tr>
<tr>
<td></td>
<td>(S) DOJ Instruction S-5230.28, &quot;Low Observable (LO) and</td>
</tr>
<tr>
<td>15 Nov 12</td>
<td>(S) DELRR Technical Requirements Document (TRD)</td>
</tr>
<tr>
<td>12 Jan 11</td>
<td>(S) DELRR Security Classification Guide, Appendix A,</td>
</tr>
<tr>
<td></td>
<td>(S) DELRR Security Classification Guide, Appendix A,</td>
</tr>
<tr>
<td></td>
<td>(S) DELRR Security Classification Guide, Appendix A,</td>
</tr>
<tr>
<td></td>
<td>(S) DELRR Security Classification Guide, Appendix A,</td>
</tr>
</tbody>
</table>

(Confidential Documents)  
Currently in the Bidders Library
24 January 2013

AFLCCM/HBD
Chief, Theater Battle Control Systems
Col Scott Owens

Welcome

Long-Range Radar (3DLR)
Three-Dimensional Expeditionary
24 January 2013

AFLCC/HBDD
3DELR Program Manager
Lt Col Brian MacDonald

Acquisition Strategy

Long-Range Radar (3DELR)

Three-Dimensional Expeditionary
Outline

- Summary / 08A
- Aspects That...
- RFP 8 Source Selection Highlights
- Budget
- Near-Term Schedule
- Acquisition Strategy Update
As Shown at March 2012 Industry Day (As of Feb 2012)

3Deler Acquisition Strategy

As Shown at March 2012 Industry Day

(As of Feb 2012)
<table>
<thead>
<tr>
<th>FY 14</th>
<th>FY 15</th>
<th>FY 16</th>
<th>FY 17</th>
<th>FY 18</th>
<th>FY 19</th>
<th>FY 20</th>
<th>FY 21</th>
<th>FY 22</th>
<th>FY 23</th>
<th>FY 24</th>
<th>FY 25</th>
<th>FY 26</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Program Elements Summary ($ in Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Continuation Funding</td>
</tr>
<tr>
<td>60002: Defense Human Resources</td>
</tr>
<tr>
<td>12.944.30.36</td>
</tr>
<tr>
<td>Total Program Element</td>
</tr>
<tr>
<td>FY 2016</td>
</tr>
<tr>
<td>FY 2017</td>
</tr>
<tr>
<td>FY 2018</td>
</tr>
<tr>
<td>FY 2019</td>
</tr>
</tbody>
</table>

DATE: February 2012

Unclasifed

(source: RITA/ITD/WWW/SA/ITM/ITM/fair/budget)
- My guiding principles… have yet to speak on this RFP
  - Make it clear
  - Keep it simple
  - Laser focus on program risks and true discriminators
    - Less is more (evaluation criteria, pages, etc.)
  - My guiding principles…

  By the Pre-EMD RFP
  Draft EMD + RFP Rev A is founded in the old "Rev F" and tuned

  Pre-EMD RFP & Source Selection Experience
  - RFP

  Draft RFP Rev F included EMD, LRIP, & ICS
  - RFP Revision Forum (Oct 2011)

  We have a rich history to draw upon…

RFP & Source Selection
Appendix A mandatory requirements

Compliance with KPP/KA4 thresholds and Section M

Positive consideration for meeting non-KPP/KSA requirements

Positive consideration for non-KPP/KSA requirements

Exceeding objectives

Exceeding thresholds for non-KPP/KSA requirements

With T/O

KPP/KSA thresholds and exceeding non-

Tech + p > C/p

Tech = C/p

Tech is most important

Competence in meeting all TRD KPP

pp and small bus are pass/fail

produce & sustain, 5. exp (probability)

growth/scale, 3. processes & mgmt, 4.

5 tech subcategories (1. TRD, 2. sys, part

4 factors (Tech, pp, small bus, C/p)

Best value source selection

Draft RFP Rev A (Today)
RFP & Source Selection

DRAFT RFP REV A (OCT 11)

- TRD Commitment Subtractor
- Prioritized critical capability areas:
  - Growth & Scalability
  - Performance
  - Expeditionary
  - Total Ownership Cost
- All Other Areas
- Data to End Users
- Anti-Tamper
- Fiscal
- Crisis Budget
- DEF Pilot

Basis for Weighted Positive Consideration

- TRD Commitment Subtractor
- All Other Areas
- Prioritized critical capability areas:
  - Growth & Scalability
  - Performance
  - Expeditionary
  - Total Ownership Cost
- Data to End Users
- Anti-Tamper
- Fiscal
- Crisis Budget
- DEF Pilot

RFP & Source Selection
Final RFP will be posted with TRD Rev F

- 4 are labeled as KSA's (T/O on all but Transportability)
- Training, Net-Ready
- 9 are labeled as KPP's (T/O on all but Survivability, Energy
- Current baseline: 3DLR TRD Rev E 15 November 2012
- 1 is objective only
- 294 are threshold only
- 47 contain both threshold and objective (T/O) values
- TRD contains 342 requirements
Aspects That... Concern Me:

- Meeting projected RFP release date
- Water-tight, comprehensive RFP
- Synchronizing acquisition and requirements activities
- Getting ACC, my customer, as much warning as I can for the 3DELDR budget
- Capability as
The 3DELRR Team

• Access to and engagement by senior leadership
• ACC subject matter experts here today
• Inclusion of Full Rate Production in RFP

Getting ACC, my customer, as much warfighting capability as I can for the 3DELRR budget

Aspects That... Excite Me
Much to be done, but I have GREAT confidence in the 3DELRR Team.

- RFP draws upon our efforts from the past.
- 3DELRR budget will remain uncertain to some degree.
- Capability Development Document (CDD)
- RFP
- Acquisition Strategy
- Much coordination and review ahead.

Acquisition Strategy now includes FRP in this RFP.
24 January 2013

AFLCMC/HDID
IPT Lead Solicitation Development
Major John Imhoff

RFP REV A Overview
Long-Range Radar (3D-ER)
Three-Dimensional Expeditionary
Defense Exportability Features (DEF)

FRP as Fixed Price Incentive Firm (FPIF)

Full Rate Production (FRP) as Priced Option (6 lots)

Contractor Data Requirements List (CDRL)

Contractor Technical Requirements Document (CTRD)

Contractor Statement of Work (CSOW)

RFP - Offer to Propose
RFP Rev A Content
Subsections 1-4 are of equal importance

- Export design (DEF)
- Subsector 5: Exportability (Acceptable/Unacceptable)
- Proposed data rights to Government
- Manufacturing and Production Procedures
- Subsector 4: System Productability and Sustainability

Positive Consideration Proportional to degree of schedule acceleration

Assess proposed schedule to meet desired user timelines

Subsector 3: Schedule

- Overcome emergent threats
- Sufficient engineering margins and design that facilitate growth
- Ability to accomplish CTRD performance requirements

Subsector 2: System Performance and Growth/Scalability

- Positive Consideration for proposed requirements above mandated
- Comparison of CTRD requirements commitment to Government TRD

Subsector 1: Technical Requirements Commitment (TRD) Commitment

- Factor 1: Technical

Source Selection Evaluation Criteria

Section M
Technical is approximately equal to Cost/Price

Government Award to Offer whose proposal is the most advantageous to the

Eliminate Competitive Advantage from Proposed GFI/GFP
Evaluate FPI at Ceiling
GEMPC Cost Ceilings
Evaluate Fair/Reasonable Pricing & Balanced Pricing
Factor 4: Cost/Price

DCMA Form 640
Factor 3: Small Business Participation (Acceptable/Unacceptable)

Relevant/Not Relevant
Determine Recency - efforts within last 3 years
Factor 2: Past Performance (Acceptable/Unacceptable)

Section M (cont.)
Subject to: TRD Commitment
Government TRD

requirements, even where no objective value is stated in the
objective values or for exceeding thresholds for non-KSA
objective values will be given for exceeding

No additional positive consideration will be achieved

evidence that the stated value in the proposal will be achieved
positive consideration is predicated on clear and convincing

offer a best value 3DELRR system
required. Other TRD requirements in Appendix A are tradeable to
threshold value as specified in Section M, Appendix A are
(KSA) thresholds, and other mandatory requirements at their

All Key Performance Parameter (KPP) and Key System Attributes

(Cont.)

Subfactor 1: TRD Commitment
includes engineering design margins and inherent design modularity and scalability to facilitate future performance growth.

- Includes engineering design margins and inherent design

- The degree to which the design solution is or has been integrated into a functioning, full-scale, ground-based radar.

MATLAB

- Analysis of data via standard radar equations encoded in

Section L, Classified Appendices, System Performance Requirements annotated in the CTRD for the

and Growth/Scalability

Subtractor 2: System Performance
Evidence of TRL Level

TRA Guidance document, will be evaluated as the strongest

(TRA) report, completed in accordance with the May 2011 DOD

A US Government-Sponsored Technical Readiness Assessment

-HPA)-based transmit/ receive (T/R) module

One CTE must be a Gallium Nitride (GaN) High Power Amplifier

All Critical Technology Elements (CTEs) of the design solution

Achievement of at least Technology Readiness Level 6 (TRL 6) for

2.15.12 and TRD Appendices F, Open Technology Requirements

Modular open systems architecture as defined by TRD Requirement

Subtractor 2: System Performance

and Growth/Scalability (Cont.)
Electronically-scanned Array (AESA) radar programs
Account Managers, have recent experience on ground-based, active
Officer's Program Leadership team, from the Program Director to the Cost
will be achieved without undue risk or detriment to the broader program
Positive consideration, proportional to the degree of acceleration
Schedule acceleration will be measured against the requested baseline time
in support of Development Test & Evaluation (D&TE).
First three radars to the Government, following successful Requirements sell-off,
The degree to which the proposed program schedule accelerates delivery of the
production
Interrelationships from EMD contract award through conclusion of full rate
Related Government tasks and major acquisition reviews, and their
Proposed plan and schedule clearly and properly account for contract tasks,
Transition between the three manufacturing runs

- Ensure optimized production line start-up, usage, commonality, and

  Twenty-nine (29) radars during FRP
  - Three (3) radars during LRP
  - Three (3) radars during EMD

  Manufacture of:

  Proposed manufacturing facilities and approach ensure quality

Evidence of MRA level

The July 2012 DoD MRL Desksbook, will be evaluated as the strongest

- Readiness Assessment (MRA) report, completed in accordance with

  A US Government-Sponsored, Independent Manufacturing
design solution

  Achievement of at least Manufacturing Readiness Level 6 (MRL 6) for the

and Sustainability

Subjector 4: System Producability
design compliant with ANSI/GEIA STD-0009
Substantiation of a reliable, maintainable, and available system architecture and
the first radar
accommodates immediate and continuing transition readiness upon fielding
Positive consideration will be given for planning that clearly and convincingly
for organic sustainment not later than three years after the first radar is fielded
to smoothly transition the radar from contractor interim support to a DOD depot
associated maintenance and sustainment planning meets the Government intent

facilitate the sustainment of 3DELR
Positive consideration will be given for proposing data rights that will
imposed to the overall sustainment strategy
imposed on the data rights to be delivered under all contract scope and the risks
The Government will consider both number and type of proposed restrictions
interface, facilitated by TRD Requirement 2.15.12 and TRD Appendix F
Evaluation will include review of data rights in key components and
to a third party to sustain the 3DELR system
data rights, afforded the Government, enable disclosure outside the Government

Air Force LOGO

Subjector 4: System Productability
and Sustainability (Cont.)
(35) Radars by more than X percent
4.2.5.2, does not exceed the US-only PAUC ($BY08) for thirty-five
radios, fourteen of which are for export, as specified in Section L
Substantiates that the estimated PAUC ($BY08) for fifty (50)
through test
DEF Option to be exercised during EMD to take export variant
export laws for various capabilities
Regulations and Instructions as well as all other applicable
Regulations and System Configuration meets DOD
AT measures and System Configuration meets DOD
Protection (and Facilitate/s) Radar Exportation to Foreign Countries
Department Acquisition Guideline Chapter 13 Program
Is/are consistent with the DOD Anti-Tamper Guideline (Refer to
Implementation and/or application of differential capabilities
Substantiates that the proposed Anti-Tamper (AT) design

Subcontractor: Exportability (DEF)
SOW Overview
Long Lead Material for LRIP

Defense Exportability Features (DEF) Planning

Software Development

Develop Training Material and Conduct Training (testers)

Quality Assurance Plan

Develop Modeling & Simulation Tools

Physical Configuration Audit/Functional Configuration Audit (PCA/FCA)

Demonstrate Readiness to enter Production and Deployment (P&D) Phase

Support Government DTRA

Complete Contractor developmental test and evaluation (DT&E)

Technology Readiness Level (TRL) 6 to TRL 8

Matute technology by advancing Critical Technical Elements from (Manufacturing Readiness Level (MRL) 8)

Demonstrate manufacturing processes in a pilot line environment

Build 3 Production Representative Units (PRUs)

Conduct Critical Design Review (CDR)

Completion of the system design

EMD Phase will focus on the following items:

**EMD (Engineering & Manufacturing Development)**
Demonstrate manufacturing processes in an LRP environment

- Provide training for operators
- Provide logistics support
- Further develop training material
- Generate system and user documentation
- Conduct final system acceptance testing
- Physical Configuration Audit/Functional Configuration Audit (PC/FC/A)
- Build 3 LRP systems
- Support government Operational Test and Evaluation (OT&E)

The LRP period will focus on the following items:
Options will be exercised until Organic Depot is stood up

One-year Options - will begin at first LRIP delivery

Establish a Help Desk to respond to users worldwide

Provide logistics support

The ICS Period will focus on the following items:

Interim Contractor Support (ICS)
Training of Operators and Maintainers
Site Acceptance Testing – DD250
and LRIP units
Total of 35 3DELR systems when adding Refurbished PRU
Manufacture, test and deliver 29 3DELR systems
The FRP period will focus on the following:

Full Rate Production (FRP)
<table>
<thead>
<tr>
<th>Purpose</th>
<th>Type</th>
<th>POP</th>
<th>EMD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support Fielded Units</td>
<td>CFFP</td>
<td>FY21-FY22</td>
<td>ICS Option 3</td>
</tr>
<tr>
<td>Support Fielded Units</td>
<td>CFFP</td>
<td>FY20-FY21</td>
<td>ICS Option 2</td>
</tr>
<tr>
<td>Produce 29 Additional Radars, Achieve FOC</td>
<td>FPIF</td>
<td>FY19-FY24</td>
<td>FRP Option</td>
</tr>
<tr>
<td>Support Fielded Units</td>
<td>CFFP</td>
<td>FY19-FY20</td>
<td>ICS Option 1</td>
</tr>
<tr>
<td>Achieve IOC</td>
<td>FPIF</td>
<td>FY18-FY20</td>
<td>LRP Option</td>
</tr>
<tr>
<td>OT&amp;E, Fabricate 3 LRIP Radars, Pilot Production Line</td>
<td>FPIF</td>
<td>FY14-FY18</td>
<td>EMD</td>
</tr>
<tr>
<td>CDR, Fabricate 3 Test Radars, DT&amp;E</td>
<td>Contract</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
May drive a more CTR favored share ratio.

Target costs represent best attempt to maximize technical strengths and analysis of profit.

Based on POE at optimistic, mean, and pessimistic cost and WGL.

Ceiling: 120%
Share Ratio: 70/30

CLIN 0001 FPIF Incentive Arrangement

NSP

CLIN 0005: Data in support of CLINS 0001-0004

CPFE

CLIN 0004: OPTION Long Lead LRIP Materials

CPFE

CLIN 0003: OPTION Study and Analyses EMD

CPFE

CLIN 0002: OPTION Defense Exportability Features

CPFE

CLIN 0001: Engineering and Manufacturing Development

FPFE

Engineering and Manufacturing Development

CLIN Structure
May result in more even Govt/Ctr shareline split

Reduced risk in production

analysis of profit

Based on POE at optimistic, mean and pessimistic cost and WCL

Ceiling: 120%

Share Ratio: 70/30

CLIN 0020 EPIF Incentive Arrangement

NSP

CLIN 0022: Data in Support of CLINS 0020-0021

CPF

CLIN 0021: OPTION Study and Analysis EMD

EPIF

CLIN 0020: Low Rate Initial Production

Low Rate Initial Production

CLIN Structure
May move to reflect incentive to maximize economies of scale

- Bid prices and option exercise
- Shareline ratios do not account for risk associated with lead time between
  - Based on POE at optimistic, mean and pessimistic cost and WGL analyses

**Ceiling:** 120%
**Share Ratio:** 80/20

**CLIN 0040-0046 FPFP Incentive Arrangement**

<table>
<thead>
<tr>
<th>NSP</th>
<th>CLIN 0044: Option Study and Analyses</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPF</td>
<td>CLIN 0045: Option Full Rate Production Lot 6</td>
</tr>
<tr>
<td>4</td>
<td>CLIN 0044: Option Full Rate Production Lot 5</td>
</tr>
<tr>
<td>5</td>
<td>CLIN 0043: Option Full Rate Production Lot 4</td>
</tr>
<tr>
<td>6</td>
<td>CLIN 0042: Option Full Rate Production Lot 3</td>
</tr>
<tr>
<td>5</td>
<td>CLIN 0041: Option Full Rate Production Lot 2</td>
</tr>
<tr>
<td>5</td>
<td>CLIN 0040: Option Full Rate Production Lot 1</td>
</tr>
</tbody>
</table>

**Units**

**CLIN Structure**