

REQUEST FOR PROTOTYPE PROPOSAL (RPP)

DEFENSE INNOVATION UNIT (DIU)

Request for Prototype Project (RPP)

Supporting Prototyping Efforts

for

AUTONOMOUS PERIMETER SECURITY

**Relevant to Enhancing the Mission Effectiveness of Military Personnel and Supporting Platforms,
Systems, Components, or Materials**

Solicitation Number: HQ0845-22-R-0023

Title:

Scale AI, Inc

Issued by:

**The United States Government
Defense Innovation Unit
230 R.T. Jones Rd
Mountain View, CA 94043**

PROPOSAL RESPONSE DATE: (19 July 2022) @ 11:59 PM (Eastern)

REQUEST FOR PROTOTYPE PROPOSAL (RPP)

The Defense Innovation Unit (DIU), seeks to enter into a 10 U.S.C. 2371b Prototype Other Transaction (OT) agreement for Commercial Solutions Opening (CSO) Area of Interest (AOI) *AUTONOMOUS PERIMETER SECURITY (APS)*. DIU, located in Mountain View, California, was established to serve as a bridge between those in the U.S. Military executing on some of our nation's toughest national security challenges and companies operating at the cutting edge of technology. DIU continuously iterates on how to best identify and prototype novel innovations through sources traditionally not available to the Department of Defense (DoD), with the ultimate goal of accelerating transfer of this technology into the hands of the Warfighter.

The CSO number HQ0845-20-S-C001, was posted to the Federal Business Opportunities (FBO) website and www.diu.mil on February 22, 2022 and is an open call for Solution Briefs for five years. This instrument will be funded under an individual 10 U.S.C. 2371b OT authority and is not subject to the Federal Acquisition Regulations (FAR).

This Request for Prototype Project (RPP), entitled *Autonomous Perimeter Security* issued by the DIU, seeks a prototype solution for an unmanned undersea vehicle (UUV) capability to detect, classify, localize, and identify targets on the ocean floor and in the water column. Additionally, the proposed solution should significantly improve 1) ease and speed of deployment, 2) flexibility in platform configuration, 3) ability to integrate third-party sensors, autonomy software, and variety in power sources, and 4) ease of commercial and military transportation.

The purpose of this RPP is to solicit a full proposal from Scale AI, Inc. (the "Company") in the Technology AOI, *Autonomous Perimeter Security*. The Company must read this RPP in its entirety and submit a proposal that meets all of the requirements detailed herein.

The Government will evaluate your proposal with the intent of entering into negotiations for the purposes of funding and awarding your project as a standalone OTA. However, the Government is under no obligation to award that OTA and in the event that the Government determines it will not award an OTA to your company, costs incurred by the Company in the development and negotiation of its proposal are not recoverable from the Government.

FULL PROPOSAL SUBMISSION DATE

Full Proposals submitted in response to this RPP must be received by **(19 July 2022) @ 11:59 PM (Eastern)**.

PROPOSAL PREPARATION INSTRUCTIONS

General Instructions

The Full Proposal Submission must include both a Technical Section and a Price Section. The Technical Section must include an Intellectual Property sub-section that lists and details any data rights assertions. The Price Section must include a milestone payment schedule as detailed below. More details will be provided during the proposal kick-off meeting. Proposals shall reference this RPP number **HQ0845-22-R-0023**.

REQUEST FOR PROTOTYPE PROPOSAL (RPP)

You may discuss ideas and details of the proposal with the Government during the proposal writing process.

Proposals containing data that is not to be disclosed to the public for any purpose or used by the Government except for evaluation purposes shall include the following sentences on the cover page:

“This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed -- in whole or in part -- for any purpose other than to evaluate this proposal. If, however, an agreement is awarded to this Company as a result of -- or in connection with -- the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent agreed upon by both parties in the resulting agreement. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]”

Each restricted data sheet should be marked as follows:

“Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal.”

Include documentation proving your ownership of or possession of appropriate licensing rights to all patented inventions (or inventions for which a patent application has been filed) that will be utilized under your proposal for DIU. If a patent application has been filed for an invention that your proposal utilizes, but the application has not yet been made publicly available and contains proprietary information, you may provide only the patent number, inventor name(s), assignee names (if any), filing date, filing date of any related provisional application, and a summary of the patent title, together with either: (1) a representation that you own the invention, or (2) proof of possession of appropriate licensing rights in the invention.

Document 1: Technical Proposal

Title Page

Include Company Name, Title of Proposal, Date, Point of Contact Name, E-Mail Address, Phone Number, Address, and any subcontractors or team members. Include an abstract which provides a concise description of the proposal.

Propose a Technical Approach

Describe the background and objectives of the proposed work, the approach, deliverables, and the resources needed to execute it. Include the nature and extent of the anticipated results. Include ancillary and operational issues such as certifications, algorithms, and any engineering/software development methodologies to be used. This proposal must include a Statement of Work (SOW) identifying the work to be performed and the deliverables. (See attached SOW Template). Provide

REQUEST FOR PROTOTYPE PROPOSAL (RPP)

a detailed project schedule that outlines the various phases of work to be accomplished by the proposed delivery date. Please Note: The final deliverable must be received no later than 18 months after date of award. Finally, the proposals must identify any proprietary information or associated intellectual property. The proposal should discuss data rights associated with each item. You may refer to the SB that prompted this RPP, but do not duplicate it.

Government Support Required

Identify the type of support, if any, the Company requests of the Government in general such as facilities, equipment, data, and information or materials.

Intellectual Property

Provide a good faith representation that you either own or possess appropriate licensing rights to all other intellectual property that will be utilized under your proposal for DIU. Additionally, your Company shall provide a short summary for each item asserted with less than unlimited rights that describes the nature of the restriction and the intended use of the intellectual property in the conduct of the proposed research.

Document 2: Statement of Work (use SOW template provided)

The Company shall propose the total price the Government will pay to complete the prototype project. A milestone schedule shall be included which clearly indicates the completion of the priced tasks and/or priced deliverables that are required to meet each of the milestones. By exception all agreements will be executed as Firm-Fixed-Price agreements, with the milestone schedule serving as the payment schedule for any subsequent award.

Document 3: Price Information

The Company shall provide any other data or supporting information that the parties agree is necessary for the determination of a fair and reasonable price. This can include commercial price catalog for hardware or software, labor rates, other direct costs (ex. supplies and material cost quotes), proposed travel, etc. as necessary to determine the associated costs.

BASIS FOR PROPOSAL REVIEW

Proposals will be evaluated as they are received by Government subject matter experts. Proprietary information will be protected from potential competitors. Proposals will be evaluated using the following criteria:

- 1) The degree to which the proposal is relevant to disruptive defense capabilities, including the degree to which it enhances and/or accelerates innovative development contributing toward mission accomplishment.
- 2) Technical merit of the proposal with an emphasis on innovative solutions. Additionally, technical maturity, feasibility, and achievability will be considered. And if applicable, the degree to which a defined commercialization path or strategy

REQUEST FOR PROTOTYPE PROPOSAL (RPP)

exists.

- 3) Realism and/or adequacy of the proposal performance schedule.
- 4) Realism and/or reasonableness of the price analysis.

AWARDING

The Government will review your proposal using the criteria stated above while also considering program balance, overall value to the Government and acceptability of the final negotiated terms and conditions. Upon favorable review and availability of funds, the Government may choose to make an award of a prototype OTA to the Company. No award will be made unless and until the Government can make a final determination that your project meets the statutory requirements for use of a prototype OTA (it meets the definition of a prototype project, enhances mission effectiveness and your company is a non-traditional defense contractor, small business, traditional defense contractor with significant participation by non-traditional defense contractors or a traditional defense contractor offering a 1/3 cost share).

ADDITIONAL INFORMATION

Your Company shall be registered in the System for Award Management (SAM) at <https://www.sam.gov/SAM/>. The representations and certifications made by your Company, including those completed electronically via the SAM shall be incorporated by reference into any resulting OTA that is awarded from this RPP.

Offerors are required to hold a Data Universal Numbering System (DUNS) Number. When submitting a proposal, the Offeror shall provide its DUNS+4 number. The DUNS+4 is the DUNS number plus a 4-character suffix that may be assigned at the discretion of the Offeror to establish additional SAM records for identifying alternative Electronic Funds Transfer (EFT) accounts. If the Offeror does not have a DUNS number, it should contact Dun and Bradstreet directly to obtain one. An offeror within the United States may contact Dun and Bradstreet by calling 1-866-705-5711 or via the Internet at <http://fedgov.dnb.com/webform>. An offeror located outside the United States must call the local Dun and Bradstreet office for a DUNS number. The company should indicate that it is an offeror for a Government contract when contacting the local Dun and Bradstreet office.

If you are partnering with another entity for the conduct of this prototyping effort, ensure you provide a copy of your partnering agreement in your proposal.

FOLLOW-ON PRODUCTION

In accordance with 10 U.S.C. 2371b(f), and upon a determination that the prototype project for this transaction has been '*successfully completed*', this competitively awarded prototype OTA may result in the award of a follow-on production contract or transaction without the use of competitive procedures.

This is a potential outcome for any prototype project awarded under the CSO process. Please note this will constitute a separate negotiation to ensure the company and government incorporate the outcomes which were '*successfully completed*'.

REQUEST FOR PROTOTYPE PROPOSAL (RPP)

Successfully Completed: In accordance with DoD Policy the following definition of successfully completed shall be incorporated into the agreement and specified in the SOW: 'A transaction for a prototype project is complete upon the written determination of the appropriate approving official for the matter in question that efforts conducted under a Prototype OT: (1) met the key technical goals of a project; (2) satisfied success metrics incorporated into the Prototype OT; or (3) accomplished a particularly favorable or unexpected result that justifies the transition to production. Furthermore, successful completion can occur prior to the conclusion of a prototype project to allow the Government to transition any aspect of the prototype project determined to provide utility into production while other aspects of the prototype project have yet to be completed. Any Prototype OT shall contain a provision that sets forth the conditions under which that prototype agreement must be successfully completed.'

MANDATORY GOVERNMENT TERMS AND CONDITIONS:

This agreement is not governed by the Federal Acquisition Regulations and the government strives to provide flexibility in the use of commercial terms and conditions. However, there are a number non-negotiable terms and conditions that are based on law, process limitations, or other reasons. These will be specifically annotated in the proposed terms and conditions accompanying this RPP. Taking exception to any of the terms and conditions annotated as mandatory may jeopardize the Government's ability to award an agreement.

Questions related to this RPP should be directed to DIU, Attn: Joshua Tuxhorn, Agreements Officer, jtuxhorn@diu.mil, (650)499-6538 and Matt Way, Program Manager, (650) 447-4640, mway@diu.mil.

REQUEST FOR PROTOTYPE PROPOSAL (RPP)