



Vendor Information Packet

Force Protection Equipment Demonstration

VIII (FPED VIII)

*“Making an Impact on Homeland Security
and
Force Protection”*

This Information Packet is intended to provide manufacturers of Physical Security/Force Protection (PS/FP) equipment the background, selection criteria, demonstration details, and application forms to participate in FPED VIII. FPED VIII will demonstrate commercial-off-the-shelf (COTS) items that may meet the needs of attendees from the Department of Defense (DOD), Federal department and agency, state and local law enforcement, corrections leaders, decision-makers, and other first responders. The FPED VIII Web Site provides background information and regular updates:

www.fped8.org

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1. Background

Analysis from the Downing Report on the bombing of Khobar Towers in Saudi Arabia on 25 June 1996 identified the need for awareness of commercial-off-the-shelf (COTS) security solutions for protection against terrorist forces intent on harming US personnel and interests. The Chairman of the Joint Chiefs of Staff directed the Services to investigate COTS equipment solutions for force protection needs. The Office of the Under Secretary of Defense for Acquisition, Technology, and Logistics (OUSD [AT&L]) identified the Department of Defense Physical Security Equipment Action Group (PSEAG) as the primary sponsor who then selected the Office of the US Army Product Manager, Force Protection Systems (PM-FPS), to coordinate and facilitate an FPED to showcase and demonstrate available appropriate COTS equipment. Co-sponsors for the event include the Department of Defense (DOD), Department of Energy (DOE) and the Technical Support Working Group (TSWG).

During the period 15--18 September 1997, the PM-FPS conducted the first FPED. Building on the success of the first demonstration, six additional demonstrations were conducted every two years with the last demonstration, FPED VII, taking place from 19--21 May 2009 at the Stafford Regional Airport, Stafford, VA. Over 7,500 participants from the Department of Defense (DOD), Federal, state, local, and foreign governments were in attendance. More than 600 equipment vendors and manufacturers displayed 3,200 pieces of physical security and force protection equipment. Due to continuing and increased sophistication of terrorist activity, constant advancements in technology to reduce vulnerabilities to terrorism, and the success of the past demonstrations, planning for FPED VIII is under way.

As with previous events, a video and compact disc (CD) of the demonstration will be made for distribution throughout DOD, Federal departments and agencies, state and local governmental agencies, selected foreign governments, and for vendors who participate in the demonstration. Video clips of specific items of equipment will be included in the CD and you will be required to provide input for the CD. Details will be included in hard copy acceptance letters mailed to vendors once their applications have been accepted for participation in the demonstration.

Note: There is no charge to participate in the FPED; however, participation does not constitute Government endorsement of any equipment, nor does it commit the Government to procurement of any equipment.

2. Objective

The objective of the demonstration is to provide leaders and decision-makers from DOD, Federal departments and agencies, state and local governments, and law enforcement and other first responders and corrections agencies the opportunity to observe, and become familiar with, COTS PS/FP equipment. Those items of equipment which appear, on the basis of the demonstration to meet needs within the DOD, will be prioritized for possible follow-on testing and procurement beginning in FY12. Procurement of equipment will be made by the Military Services or other organizations in attendance.

The purpose of the FPED is to provide a first-hand look at PS/FP equipment. The FPED is intended to be a forum for **manufacturers** to demonstrate their equipment. Applications from equipment and system integration companies, which manufacture some part of a system, will be accepted. Furthermore, the FPED is being held with the primary focus on **functional demonstrations** of equipment. Manufacturers are strongly encouraged to functionally demonstrate their equipment (versus static display or videotape). Priority consideration during the selection process will be given to manufacturers planning active functional demonstrations. Participation will be limited, and PM-FPS will restrict attendance by invitation only. Selection of applicants will be based upon the information provided on the FPED VIII application, the demonstration site facilities and support capabilities, the intended audience, and other tangible factors that may develop during the application acceptance and selection process.

3. PS/FP Selection Criteria

PS/FP is generally defined in Appendix C.

To be considered for participation in the FPED, the equipment must:

- a) be COTS, including all required ancillary and support items,
- b) be available for purchase and testing not later than 90 days after the demonstration, and
- c) belong to one of the following categories:
 - Automated Entry Control Systems and Equipment
 - Armored and Utility Vehicles
 - Biometrics
 - Blast, Ballistics Protection and Mitigation
 - Cargo Inspection Devices
 - Chemical, Biological Detection, Mitigation and Protection Equipment
 - Communications Equipment
 - Delay and Denial Technologies Including Barriers
 - Explosive Detection Equipment
 - Explosive Ordnance Equipment

- Fence Sensor Systems
- Individual Protective Equipment
- Night Vision and Optics
- Non-Lethal Weaponry and Technology
- Physical Security Equipment
- Robotic Vehicles and Systems
- Unattended Ground Sensors
- Unmanned Aerial Vehicles
- Vulnerability Assessment Software
- Waterside Security Equipment

4. Demonstration Guidance

Vendors must transport their qualified PS/FP equipment to the Stafford Regional Airport, Stafford, VA for set-up and demonstration rehearsals during the period **14-16 May 2011**. Exact details for specific reporting dates, times, and rehearsals will be provided to each participant in a vendor siting letter sent approximately four weeks before the demonstration is scheduled to take place.

Each vendor must provide all personnel, tools, support equipment, and other required items necessary to deploy, install, operate, demonstrate/explain, disassemble, and redeploy their equipment.

Equipment will be set-up in an austere or field environment. If it requires any special accommodations (e.g., power, structural, etc.), these requirements must be indicated on the application and coordinated in advance with the Site Operations Coordinator (Mr. Mike Shaner, VOICE (703) 452-3754, e-mail mshaner@fped8.org, FAX (703) 912-6082. While there is no charge for booth space at FPED or one standard power drop, the entire cost of each participant's involvement in the demonstration will be borne by that participant.

The FPED will be conducted at the Stafford Regional Airport, Stafford, VA in tents. Unlike previous events there will be no product demonstrations at the Quantico Marine Corps Base ranges. **All** vendors will set up at the airport in assigned booth spaces and some vendors will conduct special demonstrations (fire burn, tire spike, K9, and aerial video communication demonstrations) on the airport in specially designated areas.

Other vendors will be able to demonstrate their equipment from a tabletop (vulnerability assessment software, hand-held or tabletop explosives detection devices, key control systems, access control consoles, etc.) while vendors with certain other equipment will require greater space and perhaps an adjacent area to set up and demonstrate their products (i.e., mobile explosive detection equipment for vehicles, robotic vehicles, unattended ground sensors, fence sensors, barrier equipment, etc.).

During the booth space assignment process we will need information regarding **six** distinct items: **Number one**, the size of the booth space you are requesting on the airfield in 10' x 10' building blocks (i.e., 10' x 10', 10' x 20', etc.) All booth/tent spaces will be ten feet in depth; however, the length of the booth/tent space assigned will vary depending on specific vendor requirements and availability of remaining booth space on the demonstration venue.

Since the venue at Stafford does not have an indoor booth space demonstration capability, all vendor booth spaces will be outdoors under tents. Accordingly, the sooner we have your hard copy application back in hand (***no faxes or electronic submittals will be accepted***), the better chance you will have of being accepted and assigned the booth/tent space you requested.

Number two, we need to know whether or not you have a requirement for an operational area. An operational area is an outside, uncovered space that, when possible, is adjacent or nearby your booth space. It may vary in size from a 10' x 10' area to a much larger area. Unlike booth spaces operational areas are not all 10 feet in depth but vary according to specific vendor requirements. An example might be a display and demonstration of barrier equipment that may require an operational area of 50'x100'. The same vendor may only require a 10' x 10' booth space. ***If you have a requirement for an operational area, mark this item as “yes” on question five of your application and state your specific requirements. If you do not have an operational area requirement, mark this item as “no” on your vendor application form.***

Number three, we need to know whether or not you have a fence line requirement and if so, how many feet of fence line you require to display your product/s. The airfield at Stafford has over 1,000 feet of fence line available to vendors displaying their fence sensor systems. Vendors submitting their application for participation in FPED VIII, after all of the available fence line has been partitioned out, will have to bring a portable fence to demonstrate their fence sensor/s. ***If you have a fence line requirement, mark this item as “yes” on question six of your application and state how many feet of fence line you require in order to demonstrate your product/s. If you do not have a fence line requirement, mark this item as “no” on your vendor application form.***

Number four focuses on unattended ground sensors and the subsequent assignment of an adequate sensor field by the FPED VIII site coordinator to accommodate your product/s. If your product line falls within this category, you will have to request a sensor field of specific dimensions (i.e., 10' x 10' or 10' x 20') for your product/s. For unattended ground sensors and other sensors with radio frequency transmitters, the sensor/s will be buried or arrayed at an area distant from the monitoring station, into your outside booth space, and then foot traffic will activate the sensors on a periodic basis. ***If you have a sensor field requirement, mark this item as “yes” on question seven of your application and state your specific requirements. If you do not have a sensor field requirement, mark this item as “no” on your vendor application form.***

Number five addresses specific night vision requirements. If you are a night vision vendor and you want to be on the night vision tent line in order to participate in the night vision demonstration that occurs from 8:30 to 10:00 pm on the first two nights of the demonstration, then check “yes” to question eight on the vendor application. ***If you are a night vision vendor and do not want to be placed on the night vision tent line, answer “no” to this question. If you are not a night vision vendor mark “no.”***

Number six pertains to lead retrieval and whether or not you as a vendor are interested in purchasing a lead retrieval system to track your sales leads at the demonstration. ***If you are interested in doing this please indicate by checking “yes” on question ten of this application. Correspondingly, if you are not interested in purchasing lead retrieval, please check “no”.*** Specific instructions pertaining to ordering this service, how much it costs, and how to pay for it will be made available on the FPED web site at www.fped8.org

Vendors are required to disassemble and pack their equipment upon the conclusion of the demonstration and must clear the site no later than 1:00 pm, **20 May 2011**.

Vendors should expect significant operational and technical questions to arise from attendees of the numerous demonstrations planned during the week. Demonstration personnel should be technically qualified to describe all aspects of system deployment and operation.

Vendors are encouraged to bring pop up backdrops and display boards to help display and demonstrate equipment in their area.

There will be no pipe, drapes or carpets in demonstration and display areas. The demonstration will be conducted in tents that have been specifically erected for the FPED.

Move in and rehearsals will be conducted several days prior to the start of the demonstration. The majority of vendors will move in and set up 14--16 May 2011. Vendors who require more set up time will be required to arrive earlier. Since we are not familiar with your products we request you inform us if you anticipate needing more than one day of set-up time. Accordingly, we can schedule up to but no more than three days for you to set-up your displays. Vendors requiring more than three days to set-up their displays will not be able to participate in the demonstration unless special arrangements have been made in advance with the site coordinator, Mr. Mike Shaner.

During this process, electrical power must be up and tested and radio frequencies must be exercised and deconflicted.

Hard copy vendor applications for exhibitor participation in FPED VIII will be accepted until **28 February 2011**. If there is available space after 28 February, it will be filled based on the products presented and the needs of the demonstration. Application evaluation and acceptance will be continual. All applications and demonstrations will be *unclassified*, although properly marked proprietary information enclosed with the application will be protected in accordance with standard procurement non-disclosure practices. This Information Packet can be downloaded from the FPED VIII web site at www.fped8.org

The Stafford Regional Airport, Stafford, VA is located about 40 miles south of Washington, D.C. (see Appendix D). Applicants will be provided with detailed directions, and may have an opportunity to visit the demonstration site prior to the week of initial set-up.

A site visit will be announced based on interest expressed by applicants.

A vendor letter of instruction (LOI) with further details will be provided to those applicants selected to participate in the FPED. This LOI will contain detailed instructions, points of contact, additional maps, and demonstration equipment layout locations.

Vendors who participate in the demonstration are expected to maintain the integrity of the event and remain on site until conclusion. Manufacturers who cannot schedule their time to preclude pre-packing and leaving before the event concludes should not participate.

5. Application Instructions

- An APPLICATION form must be completed for all vendors who plan to participate in FPED VIII. *By submitting this application for participation, you are consenting to and allowing the videotaping of your products and personnel.*
- Incomplete applications will not be evaluated.
- Attach Continuation Page(s) to the Application, if required.
- Attach Product Technical Literature with Pictures to the Application *Note: Please do not provide a complete company product listing on a GSA schedule! You may bring as many products as you like but keep in mind you will be asked to provide a product description and upload a graphic for each item you bring to FPED VIII for inclusion into the CD which is produced 90 days after completion of the demonstration.*
- Submit **SIGNED** and **NOTARIZED** Assumption of Risk and Waiver of Claim form/s to arrive no later than **22 April 2011**.
- Submit Application and any continuation sheets before **28 February 2011**.
- Waivers may be submitted with Applications if desired
- Applications for vendor participation in FPED VIII may be sent to:

*Product Manager, Force Protection Systems
c/o CSC (Attn: Mr. Mike Shaner)
7405 Alban Station Court, Suite B-200
Springfield, VA 22150*

APPENDIX A

Force Protection Equipment Demonstration VIII

APPLICATION

Application Instructions

- An APPLICATION form must be completed for all vendors who plan to participate in FPED VIII. *By submitting this application for participation, you are consenting to and allowing the videotaping of your products and personnel.*
- Incomplete applications will not be evaluated.
- Attach Continuation Page(s) to the Application, if required.
- Attach Product Technical Literature with Pictures to the Application *Note: Do not provide a complete company product listing on a GSA schedule! You may bring as many products as you like but keep in mind you will be asked to provide a product description and upload a graphic for each item you bring to FPED VIII for inclusion into the CD which is produced 90 days after completion of the demonstration.*
- Submit **SIGNED** and **NOTARIZED** Assumption of Risk and Waiver of Claim form/s to arrive no later than **22 April 2011**. Submit Application and any continuation sheets to arrive no later than **28 February 2011**.
- Waivers may be submitted with Applications if desired.
- Assumption of Risk and Waiver of Claim form/s and Applications for vendor participation in FPED VIII may be sent to:

*Product Manager, Force Protection Systems
c/o CSC (Attn: Mr. Mike Shaner)
7405 Alban Station Court, Suite B-200
Springfield, VA 22150*

There is no cost for the floor space and other space used for the demonstration. Vendors will be provided a standard display table (2' x 8') at their location and two chairs. The table will be covered. The standard identification sign with the company's name will be affixed to the front of the table. There is no cost for these provisions or for one standard electrical power drop (120VAC, 15A).

Electrical hookups will be paid for by the vendor when the costs exceed the cost for standard connections that are provided. This will be made known to the vendor in advance of the demonstration. If your application is accepted for participation in FPED VIII, you will be mailed a vendor acceptance letter which explains these and other important details. If you do not receive a vendor acceptance letter within six weeks of mailing your application back to CSC, you should contact Mr. Mike Shaner at (703) 452-3754, e-mail mshaner@fped8.org about the status of your particular application.

1. Company Name: _____

The information provided in items 2 and 3 is **CRITICAL** to ensure subsequent information can be provided to you as issues concerning the demonstration develop. Additional mailings [acceptance letters, letters of instruction, siting letters, and parking passes] will be mailed, faxed, or e-mailed to you. Provide an address and numbers to ensure that these communications reach you in a timely manner. *If your address, point of contact, or any other information changes, please notify Mr. Harry Jones at 703-452-3710 or email hjones@fped8.org immediately!*

2. Company Address Information:

Company
Street Address: _____
City: _____
State: _____
Zip Code: _____
Country: _____
Website: http:// _____

3. Point of Contact (POC) Information:

Salutation: _____
First Name: _____
Last Name: _____
Position/Title: _____
Email: _____
Alt Email: _____
POC Telephone Number Including Area Code
Telephone #: _____ Extension: _____
Fax #: _____
Toll Free #: _____
Cell #: _____

4. Booth/Display Area Information: Specify your power requirements, 120VAC or 220/240VAC. If your requirements are out of the ordinary, please be very specific (i.e., 208V100 amps, single phase, 3 phase with neutral, etc). Bring power strips and extension cords as necessary *Note: One standard power drop (120 volts, 15 amps) will be provided free of charge to exhibitors. Additional power requirements beyond the one free standard drop will be paid by the vendor in advance. This includes additional standard drops or requirements which are outside standard power requirements.*

120VAC 220/240V Other (Please specify): _____

Booth Space Requirements for Demonstration: i.e., 10'x10', 10'x20', etc. _____ x _____

5. Operational Area Space Requirement: Yes ___ No ___ If yes, how big: _____

6. Fence Line Requirement: Yes ___ No ___ If yes, how long: _____

7. Sensor Field Requirement: Yes ___ No ___ If yes, how big: _____

8. Night Vision Tent Line Requirement: Yes ___ No ___

9. Any Product Special Requirements for FPED VIII (i.e., water, fill dirt, etc.)

10. Would you be interested in purchasing lead retrieval to capture any leads during the conduct of the demonstration? Yes ___ No ___

11. Level of FPED Participation: Functional Demonstration ___ Static Display ___

12. Product Availability Date (Products must be available at the time of the demonstration or within 90 days of completion of the demonstration): Available now? Yes ___ No ___

13. Identification Sign: All vendors will be provided a standard name sign to identify their company that will be affixed to the front of their display table. Specify the company name you want on the sign. No more than 42 characters. The sign will be printed as you specify with caps, lower case, etc.

14. Would you be interested in participating in a site visit of the Stafford Regional Airport prior to the demonstration? Yes ___ No ___

15. Product Name/Model: Each system or item of equipment being brought to the demonstration must be listed separately in this section. Use the attached continuation sheet if necessary. *Please do not attach a product catalogue!*

a. _____

b. _____

c. _____

d. _____

e. _____

f. _____

Signature: _____

Title: _____

Date (MM/DD/YR) _____

(Continuation Sheet if required)

Instructions: When using this sheet, please place the product name/model prominently at the beginning of each section (i.e., Product Name/Model).

APPENDIX B

Force Protection Equipment Demonstration VIII

ASSUMPTION OF RISK AND WAIVER OF CLAIM

An Assumption of Risk and Waiver of Claim form **MUST** be executed for **EVERY** representative that your company intends to participate in the Force Protection Equipment Demonstration. Personnel who do not have a Liability Release on file at PM-FPS can not and will not be allowed access to the demonstration site. Waivers are due no later than 22 April 2011 to:

*Product Manager, Force Protection Systems
c/o CSC (ATTN: Mr. Harry Jones)
7405 Alban Station Court, Suite B-200
Springfield, VA 22150*

See Page B-2 for additional information.

VENDOR REGISTRATION, ASSUMPTION OF RISK AND WAIVER OF CLAIM FORM
(Complete and Notarize One Form For EACH Person Participating in FPED VIII)

SECTION A

Please type or print legibly:

Check here if Government Employee – complete Section A only – ALL OTHERS MUST COMPLETE BOTH SECTIONS

FIRST NAME, LAST NAME

TITLE

COMPANY NAME

ADDRESS

CITY

STATE/PROVINCE

ZIP/POSTAL

COUNTRY

PHONE

FAX

EMAIL ADDRESS

SECTION B

Undersigned, not a Government employee, has applied for and obtained permission from the United States of America to enter upon the area where the U.S. Army Product Manager, Force Protection Systems is conducting DOD Force Protection Equipment Demonstration VIII or otherwise performing preparation, installation, set-up, or disassembly of equipment in support of DOD Force Protection Equipment Demonstration VIII *scheduled to be conducted at the Stafford Regional Airport from 9 thru 20 May 2011 with show days 17 thru 19 May 2011.*

In consideration of the permission granted and the benefits expected to be derived there from, undersigned will observe all safety rules and regulations, and assumes full and complete responsibility for the safety of his person and property during his stay in the area, and hereby agrees that the same shall not be made the basis of any future claim against the Government, *Stafford Regional Airport, its officers, directors, and employees* for any personal injuries or property damage sustained or suffered while in the area, and to execute such documents as deemed necessary to effect the discharge of the Government, *Stafford Regional Airport, its officers, directors, and employees* from all claims whatsoever.

X _____
(Exhibitor Signature)

Subscribed and (sworn) (affirmed) before me
by _____
(Printed Exhibitor Name and Company)

this _____ day of _____
(day) (month) (year)

X _____
(Notary Public Signature)

↑ Affix Official Seal ↑

Waivers: We understand that from the time applications are initially made until FPED VIII actually occurs, personnel may change. Some personnel drop out and others are added. Send us as many waivers as you can with your application; however, *waivers may be sent as late as 22 April 2011.* Waivers must be originals and fax copies are not acceptable. If you add personnel, send us the additional waivers up until *22 April 2011.* After *22 April 2011,* additional persons should bring their waivers with them and turn them in at on-site registration. Additionally, we will have a notary at on-site registration for those personnel who will need this service because they are last minute additions.

Identification Badges: Persons submitting registration/waiver forms that are received on or before *22 April 2011* will be mailed an identification badge. Persons who submit registration/waiver forms that arrive after *22 April 2011* or execute a registration/waiver on-site will be issued the badge on-site. *To avoid lines and on-site delays, advance registration via the vendor waiver is encouraged.*

DOD Personnel and Government Employees: DOD personnel and Government employees do not have to execute the Section B waiver portion because participating in the demonstration is a condition of employment.

Control Number

APPENDIX C
Force Protection Equipment Demonstration VIII
DEFINITIONS

APPENDIX C

Definitions

Joint Pub 1-02, Department of Defense Dictionary of Military and Associated Terms, dated March 23, 1994, as amended through 31 October 2009, “**Force Protection**” means-

Force Protection. Preventive measures taken to mitigate hostile actions against Department of Defense personnel (to include family members), resources, facilities, and critical information. Force protection does not include actions to defeat the enemy or protect against accidents, weather, or disease.

Physical Security. That part of security concerned with physical measures designed to safeguard personnel; to prevent unauthorized access to equipment, installations, materiel, and documents; and to safeguard them against espionage, sabotage, damage, and theft.

FAR 2.101 "**Commercial Item**" means--

(a) Any item, other than real property, that is of a type customarily used for nongovernmental purposes and that--

(1) Has been sold, leased, or licensed to the general public; or,

(2) Has been offered for sale, lease, or license to the general public;

(b) Any item that evolved from an item described in paragraph (a) of this definition through advances in technology or performance and that is not yet available in the commercial marketplace, but will be available in the commercial marketplace in time to satisfy the delivery requirements under a Government solicitation;

(c) Any item that would satisfy a criterion expressed in paragraphs (a) or (b) of this definition, but for--

(1) Modifications of a type customarily available in the commercial marketplace;

or

(2) Minor modifications of a type not customarily available in the commercial marketplace made to meet Federal Government requirements. Minor modifications means modifications that do not significantly alter the nongovernmental function or essential physical characteristics of an item or component, or change the purpose of a process. Factors to be considered in determining whether a modification is minor include the value and size of the modification and the comparative value and size of the final product. Dollar values and percentages may be used as guideposts, but are not conclusive evidence that a modification is minor;

(d) Any combination of items meeting the requirements of paragraphs (a), (b), (c), or (e) of this definition that are of a type customarily combined and sold in combination to the general public;

(e) Installation services, maintenance services, repair services, training services, and other services if such services are procured for support of an item referred to in paragraphs (a), (b), (c), or (d) of this definition, and if the source of such services--

(1) Offers such services to the general public and the Federal Government contemporaneously and under similar terms and conditions; and

(2) Offers to use the same work force for providing the Federal Government with such services as the source uses for providing such services to the general public;

(f) Services of a type offered and sold competitively in substantial quantities in the commercial marketplace based on established catalog or market prices for specific tasks performed under standard commercial terms and conditions. This does not include services that are sold based on hourly rates without an established catalog or market price for a specific service performed;

(g) Any item, combination of items, or service referred to in paragraphs (a) through (f), notwithstanding the fact that the item, combination of items, or service is transferred between or among separate divisions, subsidiaries, or affiliates of a contractor; or

(h) A non-developmental item, if the procuring agency determines the item was developed exclusively at private expense and sold in substantial quantities, on a competitive basis, to multiple State and local governments.

APPENDIX D
Force Protection Equipment Demonstration VIII
MAP

Directions to Stafford Regional Airport, Stafford, VA

