

Request for Qualifications for Florida Military Range Assessment Report and Engagement Plan

The University of West Florida announces this Request for Qualifications (RFQ) from parties with the expertise to develop:

1. a comprehensive Florida state-wide range report suitable for executive level distribution
2. a strategic engagement plan that comprehensively has near/midterm engagements, along with a long-term range engagement plan that can sustain development efforts for the State of Florida

The full scope of work is included as Appendix A to this RFQ. The budget for this project is \$55,000 and the deadline for completion is April 29, 2022.

Please submit an attestation of qualifications and statement of interest to research@uwf.edu. The preferred response date for this RFQ is 30 September 2021.

Required Qualifications

- Performance history with regional Florida defense alliances regarding military ranges
- Performance history with the Association of Defense Communities
- Performance history with private industry and Federal engagements
- Executive leader experience in strategic basing and military mission alignment
- Senior Service leader installation command experience
- Senior leader expertise in US Air Force and US Navy operations and ranges
- Expertise in all-domain military strategies and advanced technologies
- Knowledge and proven performance history on the Joint Gulf Range Complex to include efforts regarding Eglin Air Force Base Range Complex and Tyndall AFB 'Base of the Future'
- Security clearances suitable for possible discussions with senior Defense and Federal officials on future mission sets including cybersecurity, space, undersea, strategic programs, weapons development including hypersonics, research and development, systems commands and aerospace
- Proven reach to senior leaders and elected officials at the Federal and State levels and expertise in budgeting and appropriations cycles
- Proven reach to private sector executives and industry senior leaders

Preferred Qualifications

- Expertise in airspace and ranges, military and civil flight operations, energy and environmental initiatives
- Research or reporting on high-speed data networks and broadband connections to nodes at test sites, combat systems centers and space launch sites. Broadband outcomes should include ocean test ranges
- Work on expanding electronic warfare, radar and cyber security research and development programs, including Counter-UAS solutions
- Recent customer and client engagements including hosted webinars on the FY22 defense budget

If you have questions about this RFQ, please contact Catherine Stresing at cstresing@uwf.edu

Appendix A

SCOPE OF WORK

Task 1: Develop a comprehensive Florida state-wide range report suitable for executive level distribution

The contractor will develop a holistic report suitable for distribution to senior Federal and Defense leaders, Congressional members and staffs, State officials, and industry leaders at the executive level.

The report will assemble all Service-level and Department plans for ranges in Florida and in adjacent areas that contribute to the effectiveness of Florida ranges for training, research, testing, development and evaluation. The contractor may consult with existing documents and manuals that detail range capabilities. The report should include the following, as appropriate:

- policy statements on any need for low-cost training, distance to travel to training or multi-domain layers
- additional statements that support narratives of favorable scale or volume are requested.
- A summary of all laboratories, Federally Funded Research and Development Centers, University Affiliated Research Centers, University Research Organizations and special use assets as appropriate within the scope of this study.
- a discussion of special use assets to include hypersonic capabilities, underwater fiber optics, buoyed systems with instrumentation, space-based assets that contribute to Florida range quality, capacity or advanced technology and advanced development of exercise and Joint All-Domain Operations.

The report will document existing spaces and dimensions to include cyber ranges, frequencies, electronic warfare assets, undersea capabilities, surface, sea and outer sea areas such as the launch corridors from Cape Canaveral that range past the equator, and current development work in areas such as underwater networks, and Live, Virtual and Constructive environments.

The report should detail available airspace by function (i.e., live impact, and adjacent airspace in nearby areas or states), as well as NASA testing areas and Space Launch and Recovery areas. Ranges at the state or other agency level should be included

(e.g., unique law enforcement ranges, CISA and IC ranges, NOAA testing areas and any applications for Customs and Border Patrol or other such entity).

The final study/report should list or consider advantages for integrating the Air Force's Advanced Battle Management System, the Navy's Project Overmatch, the Army's Project Convergence and 5G spectrum development, with consideration of Florida assets that contribute to experimentation and exercises at the tactical and operational level.

The report will be designed to describe the value of Florida ranges in a whole-of-Florida manner, across all domains from the seafloor to outer orbits in space, and in all domains from sea, air and space to cyber, network and spectrum views.

Task 2: Design a strategic engagement plan that comprehensively has near/midterm engagements, along with a long-term range engagement plan that can sustain development efforts for the State of Florida

The contractor will develop a strategic influence plan detailing the value, quality and scale of test and training ranges and assets available in Florida for Federal and Defense Department use. The intent of the strategic engagement plan is to design an execution strategy for actual engagements to 'tell the story' and protect the value of Florida ranges in a whole-of-Florida manner, across all domains from the seafloor to outer orbits in space, and in all domains from sea, air and space to cyber, network and spectrum views.

The plan will:

- detail messaging channels and methods, strategic and business engagements, and potential scheduling with executive insight to Federal calendars, legislative cycles, business fiscal years and investment cycles for acquisitions.
- provide an execution calendar and business operations to achieve desired influence levels for investment in and greater use of the ranges in current operations and future-facing technologies to support future mission growth, research and emerging operations.
- nest with a previously requested Florida Military Range study/report which will detail an inventory and narrative of State of Florida ranges and assets to support the current National Defense Strategy and future or forecast Service-level and Department-level objectives.

The strategic engagement plan should:

- suggest leader engagements,
- identify organizations or companies for briefings, and events and summits that support the sustainment, growth and investment in Florida Ranges.
- have an immediate action component that is executable and also an ambitious list of suggested engagement that may be used in future cycles or years if not attainable in the near-term.
- be designed to achieve an advantage for Florida in the competitive space of state attraction for Defense and Federal activities for training, research, testing, development and evaluation, and experimentation.
- include a customer appendix with an introduction letter for use prior to an engagement, and a 'leave behind' as a quick start guide for contacting, scheduling, partnering and funding range use and activities. The quick start guide should be useful to individual agencies or units and should reflect in the strategic framework of senior-leaders who may be selecting sights for readiness training, exercises or national events.

The strategic engagement plan may be phased in its design, with a draft format, to meet in-year opportunities in the Federal or legislative calendars. A strawman design may support immediate, unique or singular opportunities to brief or influence visitors, connect with international exercises or collaborations or enter the competitive solicitation space for upcoming events.

The strategic engagement plan should support strategic influence across a range of mission sets and research. The ranges may support all-domain activities in existing physical spaces and other dimensions to include cyber ranges, radio frequency spectrum utilization, electronic warfare assets, undersea capabilities, surface, sea and outer sea areas for space launch and recovery, and current development work in areas such as underwater networks, and Live, Virtual and Constructive environments. Engagements for airspace by function (i.e., live impact, military training routes to access impact areas, and adjacent airspace in nearby areas or states) may focus on growth, protection or preservation. The contractor may determine it is appropriate to include community relations.

The strategic engagement plan should include NASA testing areas and Space Launch and Recovery areas, as well as ranges at the state or other agency (e.g., unique National Guard facilities, law enforcement ranges, CISA and IC ranges, NOAA testing areas and any applications for Customs and Border Patrol or other such entity).

The strategic engagement plan should list or consider broadcasting the advantages for integrating the Air Force's Advanced Battle Management System, the Navy's Project Overmatch, the Army's Project Convergence and 5G spectrum development, along with consideration of Florida assets that contribute to experimentation and exercises at the tactical and operational level.