



U.S. ARMY



ARMY CONTRACTING COMMAND **WATERVLIET ARSENAL** COMMERCIAL SOLUTIONS OPENING

Advancing OIB Modernization

Commercial Solutions Opening provides a full and open pathway—with no set-asides—for a company to submit innovative commercial technologies that support modernization of the Army's Organic Industrial Base (OIB).

Location:
Watervliet Arsenal in Watervliet, NY

Continuous CSO through Sept. 30, 2027

W911PT-26-S-C001

THINK “UMBRELLA SOLICITATION” AND “SPECIFIC AREAS OF INTEREST (AOI)”

1. Read the CSO (base)

Eligibility, format,
submission route,
evaluation method

2. Pick an AoI

Align to an AoI and
specific objectives

3. Submit

Follow required file
naming, page limits,
and due dates

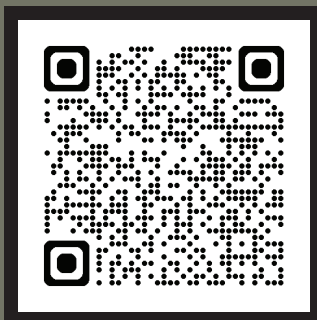
4. Peer Review

SMEs score and assess;
CO manages acquisition

5. Award Path

→ Downselect
→ Negotiations
→ Contract/OT/other
instrument *(as applicable)*

VISIT SAM.GOV
OR SCAN



STEPS TO FOLLOW

Phase 1

Solution Brief — Contractors submit a short, high-level concept (5 pages or 15 slides) explaining how their innovative commercial solution aligns with the AoI.

Phase 2

Presentation/Pitch — If selected, contractors provide a deeper technical and business overview through a live or virtual pitch, including ROM pricing and IP considerations.

Phase 3

Commercial Solution Proposal (CSP) — Contractors invited forward submit a full technical and price proposal for evaluation and potential award

QUESTIONS? USARMY.WATERVLIET.TACOM.MBX.COMMERCIAL-SOLUTIONS-OPENING@ARMY.MIL