

Fielding Successful Military Medical Products



Dear Industry Partner:

We're interested in learning about successful medical products your team created for the military or adapted from a commercial product to meet the military's needs.

By successful, we mean the product was acquired by the military. We'll ask about each successful product you were responsible for developing, marketing, or managing.

This survey is confidential, voluntary, and anonymized. Please keep your responses anonymous. Don't include people's or organizations' names. Only aggregated data will be presented in a report to industry partners and stakeholders.

Your feedback will improve how we help you develop products for the military medical system. Thank you for taking the time to complete this feedback tool.
~ The Science & Technology Transfer Team/ 59 Medical Wing

AGENCY DISCLOSURE NOTICE

The public reporting burden for this collection of information, 0720-XXXX, is estimated to average 15 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or burden reduction suggestions to the Department of Defense, Washington Headquarters Services, at whs.mc-alex.esd.mbx.dd-dod-information-collections@mail.mil. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to any penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.

Military Medical Product

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1. Did your company produce one or more military medically-relevant products acquired by the military health system this year?
 - Yes
 - No [Skip logic – Disqualification. Thank you!]

Product Concept

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2. What is the trade name of medical product #1? [text box]
3. Did the concept for the medical primarily come from a stated military need/requirement, commercial opportunity, or other source? (Select one.)
 - Military Need/Requirement
 - Commercial Market
 - Other (please specify

CRADA/T2

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4. Did you use a Cooperative Research and Development Agreement (CRADA) or similar Technology Transfer (T2) agreement to collaboratively research and/or develop this medical product with a government agency?
 - Yes [Go to page 5]
 - No [Skip to page 6]

CRADA/T2 Helpfulness

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5. If you developed this medical product with a CRADA or T2, how helpful was the CRADA/T2 process?
 - Extremely helpful
 - Very helpful
 - Somewhat helpful
 - Not so helpful
 - Not at all helpful
6. Briefly, what is the reason for your helpfulness rating of CRADA/T2? [Text box]

Funding Sources

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7. Did the development of medical product involve the any funding from a Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) program?
 - Army SBIR or STTR
 - AFWERX SBIR or STTR
 - DHA SBIR or STTR
 - Other SBIR or STTR program
 - Not applicable
8. What funding sources contributed to total development costs of the final medical product, including FDA clearance? (Check all that apply.)
 - Federal Government

- Private Angel Investors
- Venture Capitalists
- Foundations and Non-Profits
- Non-Federal (State) Government
- Large Corporate Investments
- Other (please specify) [text box]

9. What percentage of funding for this medical product came from the Federal Government? (Skip if not applicable.)

0 50 100

10. What percentage of funding for this medical product came from Private Angel Investors? (Skip if not applicable.)

0 50 100

11. What percentage of funding for this medical product came from Venture Capitalists? (Skip if not applicable.)

0 50 100

12. What percentage of funding for this medical product came from Foundations and Non-Profits? (Skip if not applicable.)

0 50 100

13. What percentage of funding for this medical product came from other sources? (Skip if not applicable.)

0 50 100

Funding Vehicle

14. For any government research and development (R&D) funding used to develop the medical product, what vehicle(s) was (were) used to award the funding? (Check all that apply)

- Federal Acquisition Regulation (FAR) based contract
- Non-FAR based contract
- Government grant
- Non-government grant
- Prize Competition
- Other (Please specify) [text box]

Acquisition

15. Was this medical product acquired by any of the following entities? (Check all that apply.)

- Military

- Commercial Market
- Other (please specify) [text box]

16. In terms of total sales of this medical product, what percentage would you estimate was acquired by the military (Skip if not applicable)?

0 50 100

17. Did the sales of this medical product to the military perform as expected or underperform?

- Performed as expected
- Underperformed
- Other (please specify)
- Not applicable

18. In terms of total sales of this medical product, what percentage would you estimate was acquired by the commercial market? (Skip if not applicable)

0 50 100

19. Did the sales of this medical product to the commercial market perform as expected? (Skip if not applicable)

- Performed as expected
- Underperformed
- Other (please specify)
- Not applicable

20. In terms of total sales of this medical product, what percentage would you estimate was acquired by the other market?

0 50 100

21. Did the sales of this medical product to this other market perform as expected? (Skip if not applicable.)

- Performed as expected
- Underperformed
- Other (please specify)
- Not applicable

22. How would you rank the source(s) or processes used to share end-user requirements with developers? Processes include the following: collect, provide, form, refine, revise, and prioritize. Please rank the importance from "1" most important to "6" least important. If source

not used, please select N/A

[N/A]

- Initial Capabilities Document (ICD)
- Capability Development Document (CDD)
- Focus groups with stakeholders
- Direct engagement with military labs, developers, end users
- Cooperative or collaborative R&D agreements with military organizations (labs, end users, project/program offices, etc.)
- Stated in a call for proposals (i.e., Small Business Innovation Research (SBIR), Broad Area Announcement (BAA), Small Business Technology Transfer (STTR), etc.)

23. Who from the military (in terms of roles) made final decisions on product design, performance parameters, user specifications, capabilities required, and similar for the finished product?

- Milestone Decision Authority (MDA) or Program Decision Authority (PDA)
- Assigned Program Manager (PM)
- Assigned Project or Product Manager (PjM or PdM)
- Military or civilian end user representative(s)
- Other (please specify) [text box]
- None of the above

24. What DoD organizations provide regulatory assistance with obtaining FDA approval or clearance for this medical product?

- No regulatory assistance was provided
- Provided memo of support or equivalent
- Consultation from FDA Subject Matter Experts (SMEs)
- Support from Office of Regulatory Activities (ORA) or equivalent
- Expedited access/support from FDA through P.L. 115-92
- Other (please specify) [text box]
- Not applicable

Acquisition Strategy

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25. In general, what acquisition strategy would you recommend be used to develop and acquire medical products for the DoD? (select one, or fill in the blank, if applicable).

- Major Capability Acquisition (ACAT I, II, or III) from Adaptive Acquisition Framework (AAF)
- Non-ACAT (Simplified or Tailored Acquisition)
- Middle Tier of Acquisition (MTA) (<5 years) from AAF
- Urgent Capability Development (<2 years) from AAF
- Other (please specify) [text box]
- I don't know

26. Overall, how satisfied are you with this acquisition strategy or method in terms of ease of use, effectiveness, convenience, or some other factor?

- Very satisfied
- Satisfied

- Neither satisfied nor dissatisfied
- Dissatisfied
- Very dissatisfied

Contract Vehicles

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27. How would you rank your preferences for contract vehicles to develop medical products for the DoD?
- Indefinite Delivery/Indefinite Quantity (IDIQ)
 - Other Transaction Agreement/Authority (OTA)
 - Broad Agency Announcement (BAA)
 - Cooperative Agreements (CA)
 - Traditional Fixed Price or Cost Reimbursement
 - Incentive Based
28. Overall, how satisfied are you with the top ranked method(s) in terms of ease of use, effectiveness, convenience, or some other factor?
- Very satisfied
 - Satisfied
 - Neither satisfied nor dissatisfied
 - Dissatisfied
 - Very dissatisfied

Additional Feedback

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29. From your perspective, what problems or delays were encountered with developing medical products for the military? [Text paragraph]
30. What recommendations would you make for improving the military's abilities to rapidly development and field affordable medical products? [Text paragraph]
31. Would you be interested in a deeper conversation to provide more in-depth information for this report? Please contact: scott.f.walter.civ@health.mil to set up an appointment. All feedback will be anonymous in the final report to the Defense Health Administration (DHA) and service medical developers, project/program managers, and R&D leaders. All feedback will be anonymous in the final report to the Defense Health Administration (DHA) and service medical developers, project/program managers, and R&D leaders.

[End survey]