

LANDSCAPE

Why OTAs and CSOs Expanded

Four demand drivers explain where the volume went, and where it goes next.

Speed

Award timelines measured in weeks, not months

Access

Nontraditional and commercial entrants brought in

Scale

Prototype authority scales to production without recompile

Spread

Agencies replicated the model across services and components

Concentration

Growth sits in software, autonomy, space, and biotech

How These Approaches Differ From FAR

DIMENSION	FAR-BASED	OTA-Based
Terms	Standard clause flowdown	Agreement terms are negotiated
Solicitation	RFP with Sections L and M	Calls, RPPs, CSOs, solicitation notices
Evaluation	Scored against stated criteria	Panel or pitch-based review
Participation	Traditional prime/sub relationship	Nontraditional entity or resource share
Recourse	Protest process available	Limited protest rights

