

# ***Headquarters Air Combat Command***

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## ***Remotely Piloted Aircraft (RPA)***

### ***Pre-Proposal Conference***

***Solicitation Number: FA4890-10-R-0009***



***28 March 2012***

**This Briefing is Classified:  
UNCLASSIFIED**



# *Agenda*

- **Program Overview**

**Jim Denkert**

**RPA Program Manager**

**HQ ACC AMIC/PMAU**

- **Request For Proposal (RFP) Overview**

**Sharon Potter / Donna Rankin**

**Contracting Officer / Senior Contract Manager**

**HQ ACC AMIC/PKCA**



# *Rules of Engagement*

- **Written RFP language takes precedence over all verbal communications**
- **Questions are welcome during the brief; however, verbal answers are “unofficial”**
- **For “official” Government answers, submit questions in writing to [RPARecomp@langley.af.mil](mailto:RPARecomp@langley.af.mil) on or before 4 April 2012**



# ***PROGRAM OVERVIEW***

**Jim Denkert**  
**RPA Program Manager**  
**HQ ACC AMIC/PMAU**



# *Customers*

- **Major customers**
  - ACC/A4C/A8Q (MQ-1 & MQ-9 functionals)
  - Combatant Commanders
  - 432 Wing, Creech AFB, NV
  - Air Force Special Operations Command
  - Multiple CONUS Wings
- **Reachback communications**
  - MQ-1
  - MQ-9
  - RQ-4



# ***Contract Scope***

- **Provide overall program management of RPA effort in Aircraft Maintenance Unit environment**
- **Provide organizational-level (O-level) maintenance for MQ-1 and MQ-9 weapons systems and communications reachback support for remotely piloted aircraft**
- **Direct system support includes aircraft, ground control station, associated communication equipment, and support equipment**
  - **Weapons loading**



## ***Contract Scope (cont)***

- **Munitions (Munitions Storage Area)**
  - **Storage, inventory, control, build-up, flightline delivery**
    - **AF retains Munitions Accountable Systems Officer responsibilities**
  - **Support tailored to unique site requirements**
- **Communications Reachback Support**
  - **Support, operate, maintain, configure, repair C4ISR systems**
  - **Includes tactical and fixed satellite terminals and associated circuits and equipment**



# ***Contract Scope (cont)***

- **Maintenance documentation**
  - Aircraft forms and Integrated Maintenance Data System
  - Plans, Scheduling, and Documentation
- **Maintenance Analysis**
  - Track metrics, provide input to Monthly Logistics Indicators Report (ACC-A4P(M)9302), and other reports as required
- **Manage Support Section**
  - Tool room, technical order library, Precision Measurement Equipment Laboratory equipment (tracking, scheduling, pickup/delivery)





# ***Contract Scope (cont)***

- **Supply Management**
  - **Support Equipment (SE) identified & accounted for on allowance standard**
  - **Contractor maintains custodial responsibility for SE**
- **Standard Base Supply System**
  - **Mobility Readiness Spares Package supply kit management**
  - **Mission capable parts**
  - **Bench stock**
  - **Repair asset management (Due in From Maintenance)**
- **Item Unique Identification (IUID)**
  - **IUID registry**
  - **>\$5000**



# ***CONUS Operational Requirements***

- **Main operating base is Creech AFB, NV**
  - **Up to 14 MQ-1/MQ-9 aircraft and 6 GCSs, and equipment**
  - **Average 8 sorties per day; 1,584 flying hours per month**
- **Additional CONUS sites:**
  - **Whiteman AFB, MO (supports MQ-1 GCS OCONUS missions)**
  - **Additional sites as required per PWS Appendix N, Operational Requirements**
    - **Mix of local flying support and GCS support**



# ***Deployments***

- **Deployments**
  - **Meet all enroute/host country travel and work requirements**
    - **Visas, entry/exit requirements, etc.**
    - **Germany – Technical Expert Status Accreditation**
    - **Turkey**
      - **Primary – Work Visa, Work Permit, Residency Permit**
      - **Alternate – Technical Representative Status**
        - **Used only for emergency/short-notice requirements**
  - **New DoDI 3020.41, *Operational Contract Support*; 20 Dec 11**
    - **Contractor responsible for providing medically, dentally, and psychologically fit personnel to perform contract duties**



## ***Deployments (cont)***

- **Deployment packages provide capability for 24 hour operations**
- **Tailored to fit individual site requirements**
- **Combat Air Patrol (CAP)**
  - **The total effort (personnel, aircraft, equipment, etc.) required to generate and sustain a combat capable aircraft on station, 24 hours a day, continuously as dictated by mission requirements**
  - **The government reserves the right to schedule a CAP as two separate operational sorties; the second sortie is considered part of the original CAP**
  - **Contractor shall launch additional aircraft as required to support a CAP when original aircraft is unable to support mission requirements (ex: maintenance abort, fuel/munitions, etc.)**



## ***Deployments (cont)***

- **Stand-Alone CAP**
  - **The first CAP at a given deployed location (core maintenance/support package)**
  - **Government shall assign up to 4 MQ-1 or MQ-9 RPAs as applicable, up to 2 Ground Control Stations (GCSs), and up to 2 Ground Data Terminals (GDTs) per stand-alone CAP**
  
- **Collocated CAP**
  - **All additional CAPs at a given deployed location after the stand-alone CAP**
  - **The government shall assign up to 4 MQ-1 or MQ-9 RPAs as applicable for each collocated CAP**
  - **Two additional GCSs and 2 GDTs may be assigned for every 6 additional collocated CAPs, after the first 6 total CAPs**



## ***Deployments (cont)***

- **Commander Directed Sorties**
  - **Contractor shall support up to 2 sorties per day over and above number of CAPs on contract at deployed locations**
  - **Used at local commander's discretion**
  - **Limited to maximum of 20 sorties in 30-day rolling window at each deployed site**
  - **Any commander directed sortie shall be deemed ineffective if the aircraft air aborts for any maintenance malfunction during the first 2 hours**
    - **Contractor shall launch a spare aircraft to replace the primary aircraft**



# ***Deployments (cont)***

- **Divert Aircraft**

- **Government may need to divert MQ-1 or MQ-9 aircraft to a base other than the originating base, due to an in-flight emergency, unforeseen maintenance problems, unpredicted weather issues, or for other unforeseen circumstances**
- **Contractor shall recover, service aircraft, upload/download weapons, perform required maintenance, and launch aircraft**
- **Contractor shall coordinate with local military leadership at the divert site to determine contractor capabilities, operational priorities and build a mutually agreeable plan to support all operational requirements**
- **Workload for divert aircraft is considered part of the firm fixed price effort**



# **OCONUS**

## ***Operational Requirements***

<b>Contract Year</b>	<b>Max # Locations</b>	<b>Max # CAPs</b>
<b>FY13</b>	<b>8</b>	<b>40</b>
<b>FY14</b>	<b>8</b>	<b>40</b>
<b>FY15</b>	<b>9</b>	<b>45</b>
<b>FY16</b>	<b>9</b>	<b>45</b>
<b>FY17</b>	<b>10</b>	<b>50</b>

- **Currently at 6 deployed locations**
- **Actual # of locations and # of CAPs per site highly likely to change**





# ***Communications Reachback Site Requirements***

<b>Location</b>	<b>Max # Satellite Terminals</b>	<b>Estimated Start Date</b>
<b>Ramstein AB (Eur-1A)</b>	<b>22</b>	<b>Contract Start</b>
<b>Ramstein AB (Eur-1B)</b>	<b>22</b>	<b>FY13</b>
<b>European Theater</b>	<b>22</b>	<b>FY14</b>
<b>Pacific Theater</b>	<b>10</b>	<b>FY13</b>
<b>Pacific Theater</b>	<b>10</b>	<b>FY15</b>



# ***Incentive and Award Fee Plan***

- **Cost Incentive**
  - **40/60 (Government/Contractor) based on target cost proposed by Contractor for cost reimbursable expenses**
  - **Calculated using cost data from the Cost Performance Report (PWS Para. 2.23.2) and paid semi-annually**
  - **Finalized once Contractor certifies annual incurred costs and submits to DCAA/DCMA**
  
- **Incentive/Award Fee**
  - **\$3M maximum semi-annual pool available**
  - **Pool based on size and scope of OCONUS task orders**
  - **Total available pool for each period is sum of incentive/award fee for each awarded OCONUS task order**



# ***Incentive and Award Fee Plan (cont)***

- **Incentive/Award Fee Criteria**
  - **Quality Criteria and Quality Management System (35%)**
  - **Warfighter Servicing/Process Improvement (35%)**
  - **Small Business (10%)**
  - **Special Interest Item (20%)**
    - **Transition**
- **Positive/Negative Significant Incidents**
  - **Government may unilaterally modify up or down the amount of Incentive/Award Fee earned without regard to Contractor performance in the areas scored**



# *Quality*

- **Service Summary (PWS Section B and Appendix H)**
  - **Integrated program management**
  - **Operations and maintenance**
    - **C4ISR Operational Readiness Rates**
    - **Standard AF Weapons System Metrics**
  - **Performance management**
  - **Mission support**
- **Register to International Organization for Standardization (ISO) 9001:2008, AS9100:2008, AS9110:2008, or AS9120:2008**
- **Comply with ANSI/ISO/ASQ 9001-2008**



## ***Quality (cont)***

- **Government desktop review of Quality Manual and 6 mandatory procedures**
  - **Draft manual and mandatory procedures due 30 days after start of transition**
  - **Final manual and mandatory procedures due on last day of transition**
- **Compliance with applicable technical orders is mandatory**
- **AFI 21-101, 21-201, 21-200 compliance matrix**



# ***RFP OVERVIEW***

**Sharon Potter / Donna Rankin**  
**Contracting Officer / Senior Contract Manager**  
**HQ ACC AMIC/PKCA**



# ***RFP***

## ***Section A***

- **Block 9 – Refer to Section L-5 for submission requirements**
  - **Past Performance Volume due 12 April 2012**
  - **Technical & Price Volumes due 27 April 2012**
- **Block 12 – Proposals will be valid for 275 calendar days from the date for receipt of offers (See L-3)**
- **Blocks 13 thru 15 – To be completed by offeror**



# ***RFP***

## ***Section B***

- **No additional labor categories will be proposed or negotiated at the task order level**
- **Base period of task orders crossing IDIQ ordering period option years shall be priced using rates for ordering period in effect when task order was issued**
- **Task order options shall be priced using the subsequent ordering period option years**





# **RFP**

## **Section B (cont)**

- **Overseas allowances – exclusive of fee**
  - **CR at Task Order level provided Department of State Standardized Regulations (DSSR) rates used**
  - **Costs associated with DSSR not included in fully-loaded labor rates**
- **Travel costs – exclusive of fee**
- **Miscellaneous Services/Supplies – exclusive of fee**
- **Price Matrix Section B, attachment Table B – Pricing Table**
  - **Fully-loaded labor rates for each proposed labor category listed in manning matrix submitted with Factor 1 – Technical proposal**
  - **Rates will be used throughout life of IDIQ contract for all task orders issued**



# **RFP**

## **Section B (cont)**

- **Contract Line Items – establish task order pricing and not priced at IDIQ contract level**
- **Incentive/Award Fee and Cost Incentive Fee – Billing and payment of incentives made semi-annually at IDIQ contract level (See PWS Appendix G)**
- **FFP CLINs 0100, 0X03 - at Task Order level**
- **FFP CLINS 0X01 and 0X02 – established at IDIQ contract level to pay earned incentives**
- **CR CLINS 0X04/0X05/0X06 - at Task Order level**
  - **Basis of cost incentive**
  - **Exclusive of fee**
- **CR CLINs 0X07/0X08 - estimated by Government for each task order and is exclusive of fee**



# ***RFP***

## ***Section C***

- **PWS and Appendices – attachments to the RFP**
- **Adjustments to PWS Appendix N, Operational Requirements, are identified in Section L, Atch 6, Paragraph 5 – Unique Task Order Requirements**



# ***RFP***

## ***Section E***

- **FAR clauses:**
  - **Inspection of Services**
  - **Inspection of Supplies**
  - **Higher-level Contract Quality**
    - **Registration and compliance requirements**



# ***RFP***

## ***Section F***

- **Section F, Period of Performance (POP)**
- **Ordering period five (5) years from the date of contract award (see Sections H-4 and I Clauses 252.216-7006/52.216-22)**
  - **Projected Contract Award:** Dec 2012
  - **Transition Task Order:** Dec 2012 – Mar 2013
  - **Base Ordering Period:** Dec 2012 – Dec 2013
  - **Four 1-Year Option Periods:**
    - Dec 2013 – Dec 2014
    - Dec 2014 – Dec 2015
    - Dec 2015 – Dec 2016
    - Dec 2016 – Dec 2017



# **RFP**

## **Sections G & H**

- **Section G, Contract Administration Data**
  - **Wide Area Work Flow (WAWF) Invoicing Instructions**
    - Invoice on a monthly basis
    - WAWF combination invoice/receiving report for FFP CLINs 0100, 0X01, 0X02, 0X03 and 0X09
    - WAWF cost voucher for cost CLINs 0X04, 0X05, 0X06, 0X07 and 0X08
- **Section H, Special Contract Requirements**
  - Theater Business Clearance Afghanistan Local Instructions
  - Organizational Conflict of Interest (H-1)
  - Small Business Subcontracting Goals (H-3) – contractually binding post-award
  - Ordering/Task Order Periods of Performance (POP) (H-4)
    - Maximum Task Order POP – five (5) years
    - Task orders awarded end of ordering period – 1 year max POP



# **RFP**

## **Sections H, I & J**

- **Section H, Special Contract Requirements(cont)**
  - **Required Insurance (H-5) – Workman’s Comp include war-hazard risk protection as required by Defense Base Act**
- **Section I, Contract Clauses**
  - **Full text of clauses incorporated by reference are available on-line at <http://farsite.hill.af.mil/farsite.html>**
  - **Theater Business Clearance – Kuwait Local Instructions**
- **Section J, Attachments**
  - **PWS and Appendices**
  - **DD Form 254**
  - **Service Contract Act Wage Determinations**
  - **Section B Table B – Pricing Table – Price and Manning Matrix**
  - **Section L Attachments**



# ***RFP***

## ***Sections K & L***

- **Section K, Representations, Certifications and Other Statements of Offerors**
  - Fill-ins require completion by offeror
  - Can complete on-line at <http://orca.bpn.gov>
- **Section L, Instructions, Conditions, and Notices to Offerors**
  - L-3 – Submission of Proposals – proposal mailing address
  - L-5 – Proposal Preparation Instructions – Copies/Page Limits/Submission dates
  - L-6 – Exceptions





# ***RFP***

## ***Section M – Basis for Award***

- **Competitive best value source selection using Lowest Price Technically Acceptable process IAW DOD Source Selection Procedures and AFFARS Mandatory Procedures 5315.3 for Source Selection**
- **Award of a single award IDIQ contract**
- **Award made to offeror:**
  - **Deemed responsible IAW FAR Part 9**
  - **Lowest price**
  - **Receiving “Acceptable” ratings for Technical subfactors and Past Performance factor, and**
  - **Conforms to solicitation requirements**
- **Government reserves the right to award without discussions**



# ***RFP Sections L & M***

## ***Factor 1 – Technical***

### **Part A: Indefinite Delivery Indefinite Quantity (IDIQ) Subfactors**

- **Subfactor A: Program Management**
  - **Aspect I – Management and Integration**
  - **Aspect II – Human Resources**
  - **Aspect III – Quality Management System**
- **Subfactor B: Operations and Maintenance**
  - **Aspect I – RPA Organizational-Level Maintenance**
  - **Aspect II – Reachback Facilities**
  - **Aspect III – Property Control and Accountability**

### **Part B: Task Order Subfactors (Requirements in Section L, Atch 6)**

- **Subfactor A: Manning**
- **Subfactor B: Deployment Process**
- **Subfactor C: Transition**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors***

- **Subfactor A: Program Management**
  - **L-7.4.1.1.1 Aspect I: Management and Integration. Provide an organizational structure and explanation of the proposed program management approach to meet PWS requirements. At a minimum:**
    - **Identify and explain all resources required to successfully accomplish program requirements**
    - **Identify management hierarchy responsible for program management, operations and maintenance, deployments, training and explain their responsibilities**
    - **Include labor categories, skill level, and number of personnel required to support various RPA mission requirements consistent with the following manning matrices:**



# Factor 1 – Technical

## Part A: IDIQ Subfactors (cont)

- L-7.4.1.1.1 Aspect I: Management and Integration (cont)
  - Single deployed location supporting one stand alone CAP and up to 13 collocated CAPs (IAW Appendices N and O):

Deployed RPA Manning Matrix												
Labor Category	Special Certifications (PWS 3.7)	Stand Alone CAP	Stand Alone Plus 1 Collocated CAP	Stand Alone Plus 2 Collocated CAP	Stand Alone Plus 3 Collocated CAP	Stand Alone Plus 4 Collocated CAP	Stand Alone Plus 5 Collocated CAP	Stand Alone Plus 6 Collocated CAP	Stand Alone Plus 7 Collocated CAP	Stand Alone Plus 8 Collocated CAP	Stand Alone Plus 9 Collocated CAP	Stand Alone Plus 10 Collocated CAP
Labor Category 1												
Labor Category 2												
Labor Category 3												
..												
Labor Category ##												
Total		0	0	0	0	0	0	0	0	0	0	0

- Five (5) reachback locations (IAW Appendices N and O):

Reachback RPA Manning Matrix						
Labor Category	Special Certifications (PWS 3.7 & 3.14)	Eur-1A	Eur-1B	Eur-2	PAC-1	PAC-2
Labor Category 1						
Labor Category 2						
Labor Category 3						
..						
Labor Category ##						
Total		0	0	0	0	0

- CONUS locations (IAW Appendix N and O):

CONUS RPA Manning Matrix													
Labor Category	Special Certifications (PWS 3.7 & 3.14)	AFSC	AFSC	AFSC	AFSC	AFSC	AFSC	AFSC	AFSC	AFSC	AFSC	AFSC	AFSC
Labor Category 1													
Labor Category 2													
Labor Category 3													
..													
Labor Category ##													
Total		:	:	:	:	:	:	:	:	:	:	:	:



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **M-3.2.2.1.1 Aspect I: Management and Integration.** The offeror’s proposed approach shall provide an effective organizational structure to successfully accomplish program requirements. This aspect is met when the offeror’s proposal thoroughly substantiates all of the following:
  - **Personnel resources are sufficient to meet mission requirements**
  - **Management hierarchy identifies appropriate responsibilities and qualifications by position for program management, operations and maintenance, deployments and training**
  - **Manning matrices outline sufficient labor categories, skill level and number of personnel required to support RPA mission requirements**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **L-7.4.1.1.2 Aspect II: Human Resources.** Describe your process to ensure personnel are qualified, trained and certified. At a minimum provide an outline of on-going / cyclical process for conducting initial training and maintaining training currency and certifications.
- **M-3.2.2.1.2 Aspect II: Human Resources.** The offeror's proposed approach provides for personnel that are qualified, trained and certified to successfully accomplish program requirements. This aspect is met when the offeror's proposal demonstrates clear processes for the following:
  - **Conducting initial training and certifications to meet mission requirements**
  - **Maintaining training currency and certifications to sustain mission requirements**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **L-7.4.1.1.3 Aspect III: Quality Management System (QMS). Describe your QMS controls to successfully accomplish PWS requirements. At a minimum address:**
  - **Provide prime contractor’s current International Organization for Standardization (ISO) 9001:2008, AS9100:2008, AS9110:2008, or AS9120:2008 registration certificate**
  - **Number and Distribution of Quality Control Personnel across the RPA Program**
  - **Methods to enforce Compliance with Technical Data**
  - **Deficiency Resolution procedures**
  - **Continual Process Improvement Procedures**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **M-3.2.2.1.3 Aspect III: QMS.** The offeror's proposed approach provides QMS controls to successfully accomplish program requirements. This aspect is met when the offeror's proposal demonstrates the following:
  - **Prime contractor's International Organization for Standardization (ISO) 9001:2008, AS9100:2008, AS9110:2008, or AS9120:2008 registration certificate is current**
  - **Integration of quality control personnel across all levels of the RPA program**
  - **Clear process for enforcing compliance with published technical data**
  - **Clear process for identifying and resolving deficiencies**
  - **Clear process for continual process improvement**





# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **Subfactor B: Operations and Maintenance**
  - **L-7.4.1.2.1 Aspect I: RPA Organizational-Level Maintenance. Describe your process to ensure an effective and efficient organizational-level RPA weapons systems and equipment maintenance program. At a minimum address procedures for:**
    - **Scheduled and Unscheduled Maintenance**
    - **Weapons buildup and loading**
    - **Maintenance Documentation**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **M-3.2.2.2.1 Aspect I: RPA Organizational-Level Maintenance.** The offeror’s proposed approach provides an effective and efficient organizational-level RPA weapons systems and equipment maintenance program to successfully accomplish program requirements. This aspect is met when the offeror’s proposal identifies and explains a thorough process to:
  - **Prioritize, coordinate, and control daily scheduled and unscheduled maintenance requirements**
  - **Provide safe and competent weapons buildup and loading**
  - **Provide active and historical documentation for aircraft, ground control station, and equipment are accurate**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **L-7.4.1.2.2. Aspect II: Reachback Facilities. Identify and explain your process to ensure an effective organizational-level C4ISR equipment maintenance program. At a minimum address procedures for:**
  - **Maintenance**
  - **Troubleshooting**
  - **Repair**
  - **Modifications**
  - **Documentation**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **M-3.2.2.2.2 Aspect II: Reachback Facilities.** The offeror's proposed approach provides an effective organizational-level C4ISR equipment maintenance program to successfully accomplish program requirements. This aspect is met when the offeror's proposal identifies and explains thorough processes to:
  - **Prioritize, coordinate, and control daily scheduled and unscheduled maintenance requirements**
  - **Ensure active and historical documentation for C4ISR equipment are accurate**



# ***Factor 1 – Technical***

## ***Part A: IDIQ Subfactors (cont)***

- **L-7.4.1.2.3 Aspect III: Property Control and Accountability.** Describe your process to ensure an effective property control and accountability program. At a minimum, address procedures to account for, maintain, and control government furnished property from receipt to proper disposition
- **M-3.2.2.2.3 Aspect III: Property Control and Accountability.** The offeror's proposed approach provides an effective property control and accountability program to successfully accomplish program requirements. This aspect is met when the offeror's proposal demonstrates a clear process to accurately account for, maintain and control all government furnished property from receipt to proper disposition



# ***Factor 1 – Technical***

## ***Part B: Task Order Subfactors***

- **L-7.4.2.1 Subfactor A: Manning.** Identify manning levels for each location contained in each task order based on your Part A proposal. At a minimum address:
  - **Two week shift schedule for CONUS and OCONUS locations providing labor categories, skill level and total manning required for each task order**
  - **Any deviations to the technical solutions provided in Part A; include justification and support based on unique task order requirement(s)**
  
- ❖ **Applies to Technical Task Order 2 – Combined CONUS Sites, Technical Task Order 3 – Combined Deployed Sites and Technical Task Order 4 – Reachback Site**



# ***Factor 1 – Technical***

## ***Part B: Task Order Subfactors (cont)***

- **M-3.2.3.1 Subfactor A: Manning.** The offeror’s proposed approach provides manning for each location contained in each task order is sufficient to successfully accomplish program requirements. This subfactor is met when the offeror’s proposal demonstrates:
  - **Two week shift schedules outline sufficient manning, labor categories and skill level required to support task order requirements**
  - **Deviations to the technical solutions provided in Volume I are fully justified and supported**
- ❖ **Applies to Technical Task Order 2 – Combined CONUS Sites, Technical Task Order 3 – Combined Deployed Sites and Technical Task Order 4 – Reachback Site**



# ***Factor 1 – Technical***

## ***Part B: Task Order Subfactors (cont)***

- **L-7.4.2.2 Subfactor B: Deployment process. Describe your process for supporting deployed locations to ensure uninterrupted mission support. At a minimum, address:**
  - **A timeline that depicts all completed training and certifications required to support on site performance not later than 45 days after issuance of task order**
  - **Maintaining manning levels through personnel rotations**

❖ **Applies to Technical Task Order 3 – Combined Deployed Sites**





# ***Factor 1 – Technical***

## ***Part B: Task Order Subfactors (cont)***

- **M-3.2.3.2 Subfactor B: Deployment process. The offeror's proposed approach provides a deployment process which fully supports all deployed locations to ensure uninterrupted mission support. This subfactor is met when the offeror's proposal demonstrates:**
    - **Training and certification timeline supports on site performance not later than 45 days after issuance of task order**
    - **Manning levels at deployed locations are maintained throughout personnel rotations**
- ❖ **Applies to Technical Task Order 3 – Combined Deployed Sites**



# ***Factor 1 – Technical***

## ***Part B: Task Order Subfactors (cont)***

- **L-7.4.2.3 Subfactor C: Transition. Provide your executable transition plan for all CONUS, OCONUS and Reachback task order locations. At a minimum:**
    - **Identify and explain key transition/phase-in period milestones**
    - **Identify personnel required for interfacing with the incumbent contractor at each location**
    - **Provide plan for transitioning/phasing-in all existing work (e.g. open maintenance and requisition actions) from the incumbent at each site to ensure uninterrupted mission support and execution**
    - **Provide plan to hire, train and certify new personnel in the event you are not able to meet hiring goals of trained and certified incumbent personnel**
- ❖ **Applies to Technical Task Order 1 – Transition**



# ***Factor 1 – Technical***

## ***Part B: Task Order Subfactors (cont)***

- **M-3.2.3.3 Subfactor C: Transition.** The offeror's proposed approach provides an executable transition plan for all task order locations to successfully accomplish program requirements. This subfactor is met when the offeror's proposal demonstrates:
  - **Milestones ensure transition/phase completed to support on time full contract performance**
  - **Personnel are identified for interfacing with the incumbent contractor at each location**
  - **All existing work is transitioned/phased-in from the incumbent at each site**
  - **Ability to hire, train and certify non-incumbent personnel in the event that hiring goals are not met**
- ❖ **Applies to Technical Task Order 1 – Transition**



# ***Factor 1 – Technical Technical Ratings***

<b><i>Rating</i></b>	<b><i>Description</i></b>
<b>Acceptable</b>	<b>Proposal clearly meets the minimum requirements of the solicitation.</b>
<b>Unacceptable</b>	<b>Proposal does not clearly meet the minimum requirements of the solicitation.</b>

**DoD Source Selection Procedures, Table A-1**



## ***Factor 1 – Technical Basis for Technical Rating***

- **A rating of "Acceptable" or "Unacceptable" will be assigned at subfactor level**
- **To be eligible for award, an offeror must receive an "Acceptable" rating for all technical subfactors**
- **Technical Subfactor Aspects – as applicable**
  - **Each aspect within a technical subfactor will be assigned a rating of "Acceptable" or "Unacceptable"**
  - **Any aspect rating of "Unacceptable" will result in the related subfactor rating of "Unacceptable"**
- **Proposals exceeding evaluation criteria will not receive higher ratings**



## ***Factor 2 – Past Performance***

- **Section L**
  - **Submit Past Performance Summary (max 2 pages)**
    - **Describe roles of Offerors and all subcontractors, teaming partners, or joint venture partners**
    - **Matrix depicting how reference meets relevancy criteria**
    - **Explanation of how combination of references provided meet the relevancy criteria**
  - **Submit PPI Contract Reference Sheet (max 5 pages per reference)**
    - **Minimum of 2 and maximum of 5 contract references for prime; additional minimum of 2 and maximum of 5 for each teaming partner, joint venture partner, major or critical subcontractor**
    - **Separate sheet for each contract reference**



## ***Factor 2 – Past Performance (cont)***

- **Section L (cont)**
  - **Submit PPI Contract Reference Sheet (cont)**
    - **Include active contracts (minimum 12 months) performed during the last 3 years from RFP release date**
    - **Include contracts considered most relevant in demonstrating ability to perform RPA O&M services IAW M-3.3.3**
  - **Submit Subcontractor/Teaming Partner Consent Letters (if applicable)**
  - **Submit Organization Structure Change History (max 2 pages in bullet format)**
  - **Past Performance Questionnaire (PPQ) is for Government use only**
    - **Offerors shall not complete and submit a PPQ**



## ***Factor 2 – Past Performance (cont)***

- **Section M**
  - **Recency**
    - **Active contract (minimum 12 months) performance during the 3 years preceding the date of RFP release**
  - **Relevancy**
    - **Consideration will be given to the effort, or portion of effort, being proposed**
    - **Validate relevancy information contained in contractor provided references**
    - **Each reference will be assigned a rating of Relevant or Not Relevant**
    - **Each criteria must be met by at least one recent PPI contract reference**
    - **Each PPI contract reference must be relevant in at least one of the criteria stated in M-3.3.3**





## ***Factor 2 – Past Performance (cont)***

- **Section M (cont)**
  - **Relevancy (cont)**
    - **To be considered Relevant, each reference must meet at least one of the following criteria:**
      - 1. Managed an aircraft maintenance contract for a federal agency where cost, schedule, and performance were measured;**
      - 2. Performed organizational-level aircraft maintenance for a federal agency at a CONUS and an OCONUS deployed location supporting contingency operations;**
      - 3. Performed conventional munitions management supporting DoD aircraft;**
      - 4. Performed aircraft weapons loading and unloading operations for a federal agency;**
      - 5. Operated and maintained C4ISR systems and infrastructure**



## ***Factor 2 – Past Performance (cont)***

- **Section M (cont)**
  - **Relevancy (cont)**
    - **To receive a final “Acceptable” rating, the combination of references evaluated must meet all five relevancy criteria**
  - **Performance**
    - **All recent and relevant performance records will be assessed to ascertain if offeror can successfully perform RPA**
    - **The assessment will contribute to the overall evaluation of the Offerors’ performance record**



## ***Factor 2 – Past Performance Basis for Rating***

<b><i>Rating</i></b>	<b><i>Description</i></b>
<b>Acceptable</b>	<b>Based on the offeror’s performance record, the Government has a reasonable expectation that the offeror will successfully perform the required effort, or the offeror’s performance record is unknown.</b>
<b>Unacceptable</b>	<b>Based on the offeror’s performance record, the Government has no reasonable expectation that the offeror will be able to successfully perform the required effort.</b>

***Note: In the case of an offeror without a record of relevant past performance or for whom information on past performance is not available or so sparse that no meaningful past performance rating can be reasonably assigned, the offeror may not be evaluated favorably or unfavorably on past performance (FAR 15.305 (a)(2)(iv)). Therefore, the offeror shall be determined to have unknown past performance. In the context of acceptability/unacceptability, “unknown” shall be considered “acceptable”.***



## ***Factor 3 – Price***

### ***Part A: IDIQ Price Matrix***

- **Price analysis will be conducted IAW FAR 15.404-1 to ensure the Government receives a fair, reasonable and balanced price**
- **Section L**
  - **IDIQ price matrix reflects manning matrix submitted with Technical proposal**
  - **Provide fully loaded labor rates for CONUS and OCONUS locations in the IDIQ price matrix located in Section B, Attachment Table B - Pricing Table**
    - **Consistent with Government pricing table**
    - **Incorporated into the contract**
- **Section M**
  - **Price analysis through comparison of Offeror's loaded labor rates proposed in the IDIQ price matrix located in Section B, Attachment Table B - Pricing Table**



## ***Factor 3 – Price***

### ***Part B: Task Order Pricing***

- **A cost/price analysis will be conducted in accordance with FAR 15.404-1 as outlined below**
- **Section L**
  - **Submit complete and accurate price proposals for the Task Order requirements**
  - **Labor categories and rates shall be based on prices contained in IDIQ price matrix located in Vol I, Part A**
  - **Adjustments to manpower identified/provided in Vol I, Part A manning matrix are permitted provided:**
    - **Based on technical solution for unique task order requirements in Vol I, Part B and clearly identified in proposed task order price**
  - **Submit proposed cost estimates and rationale for travel, Defense Base Act (DBA) insurance, and DSSR differential pay - include any applicable indirect rates**



# ***Factor 3 – Price***

## ***Part B: Task Order Pricing (cont)***

- **Section M**
  - **Price reasonableness will be determined based on a comparison of Offerors' total overall evaluated prices**
    - **Total overall evaluated price consists of sum total proposed price of task orders issued with the RFP**
    - **Task order pricing shall be consistent with the Offeror's fully loaded labor rates proposed in IDIQ price matrix provided in Vol I, Part A**
    - **Adjustments to manpower requirements provided in Vol I, Part A are permitted, but shall be justified based on technical solution for unique task order requirements and clearly identified in the proposed task order price**
  - **FFP portions - comparison of proposed prices is the preferred and intended price analysis technique**
  - **CR portions - comparison of proposed costs, review of basis for cost estimating and application of proposed indirect rates**



## ***Factor 3 – Price***

### ***Part C: Proposal Documentation***

- **Include completed SF33, acknowledge amendments, necessary fill-ins and certifications for Sections C through K**
- **Description of any exceptions and deviations to RFP**
- **Identify cognizant DCAA and DCMA field offices that have oversight to Offeror's organization**
  - **Provide information on adequacy of accounting system pertaining to accumulation of costs for CR CLINs**
  - **If DCAA has determined accounting system adequate, provide DCAA audit report number and date**
  - **Provide the most recent review date of estimating system and identify any deficiencies identified by DCAA and resolution of deficiencies**



## ***Factor 3 – Price***

### ***Part C: Proposal Documentation (cont)***

- **Identify cognizant DCAA and DCMA field offices that have oversight to Offeror's organization (cont)**
  - **Provide any information that pertains to a recent DCAA or DCMA financial capability assessment**
  - **Provide evidence of indirect rates and factors used in the price schedule have been audited/approved by DCAA/DCMA**
- **Provide previous 3 fiscal year-end financial statements and documentation to show capability to access credit market**
- **Small Business Subcontracting Plan (Large Business Only)**
  - **Submit completed checklist with plan (Section L, Atch 5)**





## ***Factor 3 – Price***

### ***Part C: Proposal Documentation (cont)***

- **Supplemental Responsibility Determination IAW FAR Part 9 - DD Form 254**
  - Information from DD Form 254, items 6a through 6c for Offeror and 7a through 7c for each subcontractor
  - Facility Clearance equal to highest classification specified on DD Form 254 and entitled to COMSEC without additional authorization (i.e. National Interest Determination (NID))
  - Provide request for authorization to subcontract COMSEC work
- **Department of Labor Equal Employment Opportunity (EEO) Pre-award Clearance on Prime/Teaming Partners (not subcontractors) from the appropriate Office of Federal Contract Compliance Programs**
  - Provide copy of database registration
  - CO will request EEO clearance review for Offerors not listed in registry



# ***Major Milestones***

<b>Milestone</b>	<b>Date</b>
<b>Issue Final RFP</b>	<b>14 Mar 2012</b>
<b>Past Performance Volume</b>	<b>12 Apr 2012</b>
<b>Technical/Price Volumes (RFP Closing)</b>	<b>27 Apr 2012</b>
<b>Contract Award</b>	<b>Dec 2012</b>
<b>Transition Period</b>	<b>Dec 2012 – Mar 2013</b>
<b>Performance Start</b>	<b>Apr 2013</b>

**Note: Dates are subject to change**

