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SECTION A - SUPPLEMENTAL INFORMATION

1. The purpose of this amendment 0003 to Request for Proposals (RFP) W56HZV-04-R-0037 is to:

a. Delete the following sentence from paragraph L.3.2 of the RFP in its entirety as shown on the attached continuation sheets:

"The Subcontracting Plan shall further be consistent with the offeror's projected work accomplishment as described in the offeror's proposal in response to RFP Paragraph L.2.1."

b. Amend the date specified for receipt of offers

from: 2004MAY24

to: 2004JUN07

3. All other terms and conditions of RFP W56HZV-04-R-0037 remain unchanged.

*** END OF NARRATIVE A 004 ***

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SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS

PROPOSAL INSTRUCTIONS

The offerors shall submit their proposals in 4 volumes. The volumes should be clearly labeled as Vol. 1 Solicitation (1 copy); Vol. 2 Technical Area (4 copies); Vol. 3 Past Performance Area/Small Business Participation (2 copies); and Vol. 4 Price Area (2 copies).

L.1 VOLUME I SOLICITATION (Certifications/Representations)

L.2 VOLUME II TECHNICAL

L.2.1 ELEMENT 1 - TECHNICAL APPROACH

The offeror shall identify its technical proposal for meeting the following performance requirements:

(a) Tankrack capacity and weight. Each offeror shall identify and support its approach for meeting the requirements of Purchase Description ATPD 2336, paragraphs 3.5.6.1.1, Capacity, and 3.5.4, Weight as it relates to tank capacity and weight. Offerors shall provide sufficient detailed information and engineering data to demonstrate how their approach will meet or exceed the requirements. The offeror shall provide a description of the tankrack containing: a list of components with specifications (including dimensions, weight, capacity, material of construction and its characteristics, and any other pertinent information), sketches, and location of components. Any modeling, calculations, and details concerning assumptions used in modeling or calculations shall be provided to validate any claims made about performance regarding these requirements. All information and data relating to these requirements shall be provided in U.S. customary units of measurement.

(b) Control panel. In accordance with paragraph 3.5.6.2.4 of Purchase Description ATPD 2336, the offeror shall provide information detailing its proposed technology (sensors, user interface, and communications, if applicable). The offeror shall also provide the specifications of its proposed sensors and devices. The offeror shall describe the method of relaying the fluid level of each tankrack to the panel and volume determination. The offeror is to describe how the information (level and volume of each tankrack and total volume) will be displayed for the user.

(c) Pump Filtration Module. 3.5.6.2.1, Pumping Assembly. The offeror shall provide detailed drawings of the pump filtration module. All parts in the drawings shall be in the same relative scale. The drawings shall include all required components and shall be accompanied with full data descriptions of the components, including manufacturers, pump curves, filter and engine certifications, etc. The offeror shall provide projected filtered flow rates in gallons per minute. The offeror shall provide estimates of pressure head losses and energy efficiency losses to justify projected performance values. All major components and interfaces shall be highlighted or labeled in the drawings. Dimensions and weights of all the components shall be included in the descriptions, and the total weight of the pump filtration module shall be stated.

L.2.2 ELEMENT 2 EXPERIENCE

The offeror shall identify its experience, background and knowledge with respect to the following:

(a) Your experience, background and knowledge pertaining to the design and production of the following:

1. Tank and Tank-rack Modules
2. Pump Modules
3. Integration of Fuel Distribution Systems

Each offeror shall detail its experience as required below and how relevant its proposed system is to that experience. If an offeror lacks experience, that offeror shall detail how it intends to compensate for such lack of experience.

(1) Tanks and Tank-rack modules: The offeror shall detail its corporate experience in the design and mass production of tanks and tank-racks for the containment of fuel. The offeror shall provide detailed information about contracts performed for the government and commercial entities which demonstrate relevant experience in the design and production of tanks and tank rack modules similar to its proposed system. Provide proof of certifications held for manufacturing ISO tankracks and ASME certification for pressure vessels or equivalent.

(2) Pump modules, to include filtration system and integrated control panel. The offeror shall detail its corporate experience in the design and mass production of pump modules, filtration systems and integrated control panels. The offeror shall provide detailed information about contracts performed for government and commercial entities which demonstrate relevant experience in the design and production of pump modules to include filtration systems and control panels similar to its proposed system.

(3) Integration of fuel distribution systems. The offeror shall detail its corporate experience in the design and mass production of integrated fuel distribution systems to include measurement of fluid levels and volume measurements. The offeror shall provide

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detailed information about contracts performed for the government and commercial entities which demonstrate relevant experience in the design and production of integrated fuel distribution systems similar to its proposed system

L.3 VOLUME III PAST PERFORMANCE / SMALL BUSINESS PARTICIPATION

L.3.1 ELEMENT 1 - PAST PERFORMANCE:

Provide information for your recent, relevant contracts, and those of your proposed significant subcontractors, including Federal, State, and local government and private industry contracts.

Significant subcontractors are subcontractors, exclusive of raw material, whose total work contribution exceeds 10 % of the total proposed price. Recent contracts are those with any performance taking place approximately within the three (3) years prior to the date this solicitation was issued. Relevant contracts are those that are similar in scope (products and/or processes) to the requirements of this solicitation. Highly relevant contracts will tend to include contracts you have performed as:

- a. A manufacturer of petroleum tanks.
- b. A manufacturer of pump modules to include filtration systems and integrated control panels.
- c. A system integrator for fuel distribution systems.

Do not provide past performance information for subcontractors who do not meet the definition of significant or do not meet the definition of recent.

1. For each of your recent relevant past contracts you shall provide the following information. It is important to provide complete information and to avoid providing information on contracts that do not represent relevant performance within the last three years.

- a. Contract Number.
- b. Contract type.
- c. Award Price/Cost
- d. Original delivery schedule.
- e. Final, or projected final, delivery schedule.
- f. Your (and any significant subcontractors) CAGE and DUNNS numbers
- g. Government or commercial contracting activity address and telephone number.
- h. Procuring Contracting Officer's (PCO's) or Commercial Point of Contact (POC) name, telephone number and e-mail address.
- i. Government or commercial contracting activity technical representative or Contracting Officers Representative (COR), telephone number and e-mail address.
- j. Government or commercial contracting activity, and the name, telephone number and e-mail address of the Administrative Contracting Officer (ACO).
- k. Description of scope of work requirements and a discussion of similarities between the contract scope and the scope of this solicitation.
 1. Description of objectives achieved to date on the contract. Include an explanation of instances where technical or schedule requirements were not met and any corrective actions taken to avoid such problems in the future.

2. Cancellations and terminations: Identify any recent contracts which have been terminated, or canceled for any reason, in whole or in part. Include prime contracts, contracts under which you were a subcontractor, and any of your significant subcontractors' contracts. Provide the information requested in paragraph 1 above for any of these contracts. If there were no cancellations or terminations, please state that.

3. Corporate entities: If any contract listed in 1 above was performed by a corporate entity or division other than the corporate entity or division that would perform work under the instant RFP, please identify them and indicate to what extent those entities will perform this effort. If they have relocated or changed ownership since performance of the listed efforts, please describe any changes in terms of personnel, facilities, or equipment, from those expected to perform this effort.

4. Key Personnel: If you have limited or no recent or relevant past performance, but have key personnel who will be playing a significant role in this contract performance and who have had significant and similar responsibilities in conjunction with recent, relevant contracts or subcontracts of a previous employer, we may consider the performance of these individuals in our evaluation of performance risk. In order for us to consider such performance, please identify these key personnel, their roles and responsibilities for their previous employer and their roles and responsibilities as planned for the current requirement of this solicitation. Also provide similar information to that identified in 1 above for those contracts that these key personnel were involved in with those previous employers.

5. Predecessor Companies: Likewise, if you or a significant subcontractor only has relevant and recent performance history as a part of a predecessor company, we may consider that past performance in our evaluation of performance risk. Please provide the information identified in 1 through 3 above for those recent, relevant contracts of that predecessor company.

6. We may use data you provide and data we gather from other sources to evaluate past performance. Since we may not interview all the sources you provide, it is incumbent upon you to explain all the data you provide. If we find past performance problems as a result of the data you provide, we will not assume the responsibility to find other data which mitigates or resolves the problems. That burden,

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of providing thorough and complete past performance information, remains with you. We may assign a "higher risk" rating to your proposal or reject your proposal if it does not contain the information requested.

L.3.2 ELEMENT 2 - SMALL BUSINESS PARTICIPATION

This provision applies to every offeror (U.S. and non-U.S.), regardless of size status or location of its facility or headquarters.

a. All offerors, including offerors who are either (1) themselves U.S. small business concerns based on the NAICS code assigned to this requirement or (2) non-U.S. based foreign firms, are to identify the extent to which U.S. small business concerns would be utilized as first tier subcontractors in the performance of the proposed contract. U.S. small business concerns are defined (1) in FAR 19.001 and (2) by the criteria and size standards in FAR 19.102 for the applicable North American Industry Classification System code. U.S. Small Business concerns include small businesses (SBs), small disadvantaged businesses (SDBs), HUBZone small businesses (HUBZone SBs), woman-owned small businesses (WOSBs), veteran-owned small businesses (VOSBs), service-disabled veteran-owned small businesses (SDVOSBs) and historically black colleges/universities and minority institutions (HBCU/MI).

If the prime offeror (to include any U.S. small business concerns who are proposing as part of a joint venture or teaming arrangement), is itself a U.S. small business concern, the offeror's own participation, as a SB, SDB, WOSB, VOSB, SDVOSB, HUBZone SB, and/or HBCU/MI will also be considered small business participation for the purpose of this evaluation. In this event, the extent of prime offeror participation as a U.S. small business concern shall be detailed, as described below, in the same manner as subcontracts to first tier U.S. small business concerns.

Regarding small business concern participation, offerors shall address anticipated subcontracting based on the offeror receiving a single contract with delivery orders for each year of the 5 year IDIQ contract in the estimated/total quantities specified in Section L, Price Area. The required information shall be identified in a table format substantially in accordance with the following example:

BASE YEAR

Business Category (LB+SB)	Dollar Amount (all SubKs)* \$ 43M	Participation 100%	Total Subcontracting
SB	\$ 10 M	23.3%	(\$10M of \$43M)
SDB	\$ 2.15 M	5.0%	(\$2.15M of 43M)
WOSB	\$ 2.36 M	5.5%	(\$2.36M of \$43M)
VOSB	\$ 0.3 M	0.7%	(\$0.3M of \$43M)
SDVOSB	\$ 0.1 M	0.2%	(\$0.1M of \$43M)
HUBZone SB	\$ 1.0 M	2.3%	(\$1.0M of \$43M)
HBCU/MI	\$ 0.15 M	0.4%	(\$0.15M of \$43M)

*Includes 1st tier subcontractors only; Interdivisional transfers are considered subcontracts; includes prime offeror participation if the prime is a U.S. small business concern.

b. All offerors, regardless of size and whether the offeror is a U.S. or non-U.S. firm, are to provide (individually for each base year and for each option/out year (if any), the names of small business concerns (including the prime offeror if a small business concern) who would participate in the proposed contract; the small business classification of each small business concern (i.e. SB, SDB, WOSB, VOSB, HUBZone SB, and/or HBCU/MI); a short description of the specific services to be provided or components to be produced by each small business concern; and the estimated total dollars for each product or service. This data shall be provided in a table format substantially as follows:

Base Year	Name of Small Business Concern	Small Business Classification(s)	Description of Service/Product	Total Dollars
	ABC Co.	SB	Wire	\$0.50M
	ABC Co.	SB	Plating	\$0.75M
	EFG Inc. (Prime Offeror)	SB, WOSB, VOSB	Circuit Cards	\$1.20M

(c) As defined below, offerors shall also provide the following:

(1) Offerors who ARE either (1) a U.S. large business, as defined by the North American Industry Classification System code applicable to this solicitation, or (2) a firm who has previously performed a contract containing FAR 52.219-9, are to provide a description of their performance in complying with the requirements of FAR 52.219-9, including documentation of their accomplishment of the goals established under Subcontracting Plans of prior contracts. This data shall include contracts performed over the last three (3) calendar years. Firms which have never held a contract incorporating FAR 52.219-9 shall so state.

(2) All offerors who ARE NOT either (1) a U.S. large business, as defined by the North American Industry Classification System code applicable to this solicitation, or (2) a firm who has previously performed a contract containing FAR 52.219-9, shall substantiate their proposed approach to meeting the requirements of FAR 52.219-8. Substantiation may include providing (1) a description of the offeror's performance, over the past three calendar years, in complying with the requirements of FAR 52.219-8 (Note: if the offeror has not performed a contract, over the past three years, which included FAR 52.219-8, the offeror shall so state); (2) a description and

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available documentation of any methods or techniques used to promote small business participation; (3) any listings of U.S. small business concerns who are subcontracting candidates; (4) the internal procedures used to monitor small business participation during contract performance; and/or (5) any other information substantiating that the offeror will satisfy the requirements of FAR 52.219-8.

L.4 VOLUME IV - PRICE AREA

L.4. PRICE AREA

L.4.1 General: The Price Area volume shall include all data and information necessary to allow for an assessment of the realism and reasonableness of the offerors proposed prices. Realism seeks to determine whether the proposed prices are reflective of and consistent with the proposed technical approach in accomplishing the requirements and objectives of the solicitation. Reasonableness is defined as a price that does not exceed what would be incurred by a prudent person in the conduct of competitive business. Other significant aspects of the pricing proposal include the following:

(a) the estimated price to the Government must reflect the use of prudent judgment and sound business practices. Sound business practices include compliance with applicable Government contracting regulations and proper estimating and accounting of costs.

(b) the price volume must be consistent with the offerors technical solution. The consistency between the offerors price and technical approach reflects upon the offerors understanding of the requirements and their ability to perform the effort contained in the statement of work. Any inconsistency, if unexplained, raises a fundamental question as to the offerors inherent understanding of the required work and their ability to perform the work at the stated price.

L.4.1.1 Offerors shall submit their Price Area Volume in both hard copy (2 each) and electronic format (2 each). Electronic submission shall use the Microsoft Office Package; Excel for spreadsheets and Word for narrative files. Submitted electronic spreadsheets must contain all formulas and computations which calculate out to the proposed amounts. Print image files or files containing only values are not acceptable.

L.4.1.2 Offerors shall be held accountable for the validity of all information contained in their proposal. The Government does not assume the duty to search for data to cure problem areas it may find in the proposal. The burden of providing thorough and complete pricing information remains with the offeror. Should subsequent investigation uncover that the facts and/or conditions were not as stated, the proposal may be rejected.

L.4.1.3 To supplement the evaluation conducted by the Source Selection Evaluation Board, TACOM may request assistance from your cognizant DCAA or DCMAO office. As such, the offeror shall provide notice within its proposal as to which DCAA office is responsible for audit or the DCMAO office which administers your Government contracts along with a point of contact, phone number and e-mail address.

L.4.2 Proposal Structure: The instructions that follow are not intended to be restrictive or all inclusive. Offerors may submit any other cost or financial information they consider relevant and useful in the evaluation of their cost proposal. Pricing information is required for the Contract Line Item Numbers (CLINS) contained in Section B of the solicitation as well as data items from the CDRL listing where a request for a separate price is indicated. Offerors should note where the instructions ask for pricing based on a total value and those items where unit pricing is requested.

The requirements identified in the solicitation and which serve as the basis for the pricing proposal include the following efforts.

- ** LMFF First Article Test Units
 - Pump Modules
 - Tanktracks
- ** LMFF Production Units
 - Years 1 through 5
- ** System Support Package
- ** Log Demo
- ** Training for FAT
- ** Training for IOT&E
- ** IKP Training
- ** Contract Data Items
- ** Short term and long term packaging
- ** New Equipment Training (option)
- ** Distance learning (option)
- ** Field Service Representatives (option)

L.4.2.1 Projected Quantities. Offerors shall utilize the following projection of quantities per program year in developing their pricing. Some requirements will not require annual/program year pricing, rather, the value shall be based upon an occurrence of the event and/or session. The projected quantities per requirement and the manner in which the pricing shall be submitted are as follows:

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LMFF 1st Article and Production Units

	FAT		Prod.			
	Yr 1	Yr1	Yr2	Yr3	Yr4	Yr5
Tank Racks	17	14	42	306	378	792
Pump Modules	5	2	6	34	44	88

LMFF Test Support (Sec C.14 and C.15)

Offerors shall price out all Test Support related activities which are addressed in Section C of the solicitation. Efforts such as the following constitute the Test Support function...Logistics Demonstration (LD) Plan; LD Test and related support; LD Introductory Training session; SSPs; Contractor Support of Government Testing. The quantity for this effort is projected to be 1 lot.

Contract Data Items (CDRLs)

The offerors shall submit prices for data items and contractor support as indicated in the scope of work. The offerors shall provide a narrative explaining the development of the offered price supported with any vendor quotes. Offerors shall adhere to the instructions contained in the CDRL.

Training (Section C.18)

Offerors shall address all of the Government's training needs specified in the solicitation. Pricing shall be presented on a 'per course' basis.

New Equipment Training (Section C.19)

Offerors shall furnish pricing on a 'per course' basis.

Distance Learning Package (Section C.20)

Offerors shall provide a unit price for the CD ROM interactive courseware training.

Contractor Field Service Representatives (Section C.21)

Offerors shall base their pricing for Field Service Representatives on a 'per man-day' basis, exclusive of travel and subsistence costs.

L.4.3 Presentation of Cost Data. The offeror, as an independent contractor and not as an agent of the Government, shall provide all labor, materials, supplies, services, facilities and equipment necessary to accomplish the requirements within the statement of work. The offeror is required to submit a sufficient level of cost data in support of the proposed amounts for each of the efforts under contract. The level of detail must be sufficient to allow the Government to perform its assessment of the reasonableness and realism of the proposed amounts. All cost elements must include a brief written narrative which describes the purpose of the element and its method of derivation. The narrative shall be suitable for detailed analysis and traceable to its relevant cost within the price schedule. Any efforts performed by a subcontractor shall also be described and supported with the same level of detail as required of the prime contractor. All costs must be in U.S. Dollars only, including amounts for the prime contractor or any of its subcontractors. Additionally, all costs must be provided in then-year dollars for each of the performance (production) periods.

L.4.3.1 Offerors shall submit cost data in support of the following elements as they apply for each CLIN. Any other cost elements not identified below, which are part of your proposal cost, shall also be explained and supported. Failure to adhere to these instructions may result in the rejection of your proposal.

L.4.3.1.1 Materials (Raw Material/Purchased Parts). Provide a priced Bill of Material (BOM) for each CLIN. The following information shall be included in the BOM: part number (if applicable), nomenclature, vendor name, quantity per unit, unit price, extended price, basis of price (quote, estimate or history) and indicate whether the item is sole source or competitively priced. Narratively address any escalation adjustments, contingencies or negotiation challenges associated with the material costs.

L.4.3.1.2 Labor Hours (Manufacturing and Engineering). Provide a breakdown of the labor hours associated with the manufacturing and engineering (if applicable) efforts involved for each CLIN and CDRL requirement. Identify each labor category and/or classification having its own labor rate and in accordance with your accounting system. Provide a narrative explanation for the basis of the proposed labor hours, including how the impacts from learning may reduce the manufacturing hours across production years.

L.4.3.1.3 Labor Rates. Identify the labor rates for each labor category and/or classification that are applied against the proposed hours for each CLIN and CDRL requirement. Provide a narrative explanation of how the rates were developed. Address any economic adjustments made to the labor rates across program years.

L.4.3.1.4 Indirect Rates. Identify the indirect rates included in developing program year costs for each CLIN and CDRL requirement. Indirect rates include, but are not limited to, Overhead, Fringe Benefits, Material Burden, and General & Administrative Expense. Provide a narrative which explains the basis for the indirect rates. Also provide for those rates contained in your proposal what the actual/booked rates were for the preceding two years (per accounting year) and explain any significant variances between these historical rates and the rates used in your proposal. If your rates are based on a negotiated Forward Pricing Rate Agreement (FPRA), furnish the POC of the Government agency with whom they were negotiated and the date of settlement.

L.4.3.1.5 Other Direct Costs. Identify any other direct costs included in your proposal that are necessary to accomplish the efforts

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under each CLIN and CDRL requirement. Examples may include, but are not limited to, equipment, tooling, and travel. Provide an explanation of the purpose for these items and the basis of their price.

L.4.3.1.6 Profit. Identify the profit rate included in the prices for each CLIN and CDRL requirement. Provide an explanation for the basis of this rate.

L.4.4 Section B identifies certain CDRL requirements that are not-separately-priced (NSP). For these NSP CDRLs, offerors shall provide, for informational purposes only, the total cost for each CDRL, and indicate which CLIN the CDRL is allocated to.

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