



**IRAQI ARMED FORCES
AND ASSOCIATED SECURITY FORCES
BATTALION SETS
PRE-PROPOSAL CONFERENCE
15 APRIL 2004**



AGENDA

- WELCOME
- ADMINISTRATIVE GUIDELINES
- CONFERENCE GUIDANCE
- ACQUISITION STRATEGY
- ADVICE TO OFFERORS
- REQUIREMENTS - CONTRACT LINE ITEMS
- SPECIAL SOLICITATION CLAUSES
- BEST VALUE SOURCE SELECTION PROCESS
 - Basis of Award
 - Two Phase Evaluation Criteria
 - Requirements/Evaluation Crosswalk
 - Technical Acceptable/Not Acceptable Definition
 - Phase I Results Notification
- DATA TO BE SUBMITTED IN SUPPORT OF YOUR PROPOSAL
 - Determination of Responsibility
 - Past Performance/Small Business Participation
 - Fill-in Instructions, Attachments 1, 2, 3, 4B and 6
- MILESTONES
- QUESTION SUBMISSION
- LUNCH
- QUESTIONS AND ANSWERS



ADMINISTRATIVE GUIDELINES

- Smoking allowed outside of the building only
- Copies of the briefing charts will be posted to the web site
- It is requested that you do not converse with Government personnel about this acquisition except through official channels – Denise Mika
- Questions are encouraged. All questions should be written on the 3 x 5 cards. If you need assistance to write the questions, please let Denise know and assistance will be provided
- Questions shall be placed in the boxes near the door
- As many answers as possible will be given after lunch
- All questions and answers will be posted to the web site
- The published answers shall govern in the event of a conflict with information given at the conference



CONFERENCE GUIDANCE

- Information presented today is for **informational purposes only**
- Proposal shall be based on final solicitation posted to the TACOM web site, including amendments
- Offerors are notified that the Government will not reimburse costs incurred for solicitation preparation (FAR 31.205-18)



ACQUISITION STRATEGY

- Resolicitation of W914NS-04-D-0100
- One contract award
- Indefinite Delivery/Indefinite Quantity contract, Firm Fixed Price
- Three ordering periods, separately priced
 1. 1 June 04 – 31 May 05
 2. 1 June 05 – 31 May 06
 3. 1 June 06 – 30 Sep 06
 - Minimum and Maximum Quantities listed in Attachment 3
 - The Government may buy the maximum quantity in the first ordering period



ADVICE TO OFFERORS

- Offers submitted for less than the entire requirement contained in the solicitation will be rejected (see paragraph M.2 Rejection of Offers)
- Read and comply with solicitation requirements in Section L, Instructions to Offerors
- Proposals may not be considered if received subsequent to the Proposal due date, or if not in the format required



ADVICE TO OFFERORS

- The Government intends to evaluate proposals and award Contracts without discussion. However, the Government does reserve the right to conduct discussions, if determined necessary.



REQUIREMENTS - CONTRACT LINE ITEMS

(see quantities shown in Attachment 3)

Group 1 Vehicles

Heavy Truck
Medium Truck
Ambulance
Recovery Vehicle
Refueling Vehicle
Motorcycle
Kitchen Trailer
Large Cargo Trailer
Small Cargo Trailer
Water Trailer
2.5 KW Generator

Group 2 Weapons

9MM Handgun
AK 47
Heavy Machine Gun
Light Machine Gun
Armorer Kit

Group 3 Communication

Short Range Radio
Long Range Mobile Radio
Radio Repeater – Fixed
Radio Repeater - Mobile
Base Station
Fixed HF Radio
Mobile HF Radio

Group 4 Night Vision

Individual Night Vision Device
Weapon Mounted Night Vision Device

Group 5 Fire Control

Binoculars
Compass
GPS

Group 6 Individual Soldier

Sleeping Bag
Entrenching Tool
Load Bearing Vest
Poncho
Poncho Liner
Dust Goggles
Body Armor
Helmet
Water Can
Fuel Can
Medium Tent
Rucksack
Pistol Belt
Canteen
Canteen Cup
Canteen Cover

Services

Training



SPECIAL SOLICITATION CLAUSES

- Standards of Conduct – Improper Business Practice
- Source from an Eligible Country Certification
- Debaathification Clause
- Anti Kickback Procedures
- Trade Agreements deviation for eligible countries



SPECIAL SOLICITATION CLAUSES

- Berry Amendment may apply to some items

In accordance with Public Law 108-136, The Berry Amendment was amended such that the following items are required to be of US origin: clothing; tents, tarpaulins, or covers; cotton and other natural fiber products, woven silk or woven silk blends, spun silk yarn for cartridge cloth, synthetic fabric or coded synthetic fabric (including all textile fibers and yarns that are for use in such fabrics), canvas products, or wool (whether in the form or fiber or yarn or contained in fabrics, materials, or manufactured articles); or any item of individual equipment manufactured from or containing such fibers, yarns, fabrics, or materials. DFARS 225.7002-2 has additional exceptions. Please review this statute and its regulatory implementations carefully to assure compliance.



BEST VALUE SOURCE SELECTION PROCESS



BASIS OF AWARD

A single contract award is anticipated to that source whose proposal represents an acceptable technical approach and otherwise provides, in the Government's judgment, the most advantageous and realistic proposal considering both non-price and price areas as described below.



TWO PHASE EVALUATION CRITERIA

Phase I

Acceptable/Not Acceptable

Areas:

Technical Area*

Elements:

None

*No additional credit for exceeding technical requirements

Phase II

Best Value

Only technically acceptable offerors compete in Phase II



None

None

1 - Past Performance

≈

2 - Small Business Participation

Legend
 >> More important
 ≈ Approximately Equal





IRAQI ARMED FORCES BATTALION SETS

REQUIREMENTS/EVALUATION CROSSWALK



Proposal Volume/ Description	Section C Statement of Work	Section L Instructions to Offerors	Section M Evaluation Factors for Award
Volume 1 - Technical	C.1 thru C.8	L.2.1 and Attachment 1 with communications certifications	M.3.5 Phase I Evaluation: Technical
Volume 2 - Project Management/Delivery	C.1 thru C.8 Attachment 4A	L.2.2 and Attachment 4B and Time Phased Critical Path	M.3.6.1 Project Management/Delivery evaluation
Volume 3 - Price	C.1 thru C.8	L.2.3 and Attachment 3, Financial Capability	M.3.6.2 Price: Reasonableness, Realism, Affordability
Volume 4 - Past Performance/Small Business Participation	C.1 thru C.8	L.2.4.1 and Attachment 2	M.3.6.3 Past Performance/Small Business Participation -Past Performance Questionnaire - Subcontracting Plan



PHASE I EVALUATION CRITERIA

Phase I

Acceptable/Not Acceptable

Areas:

Technical Area*

Elements:

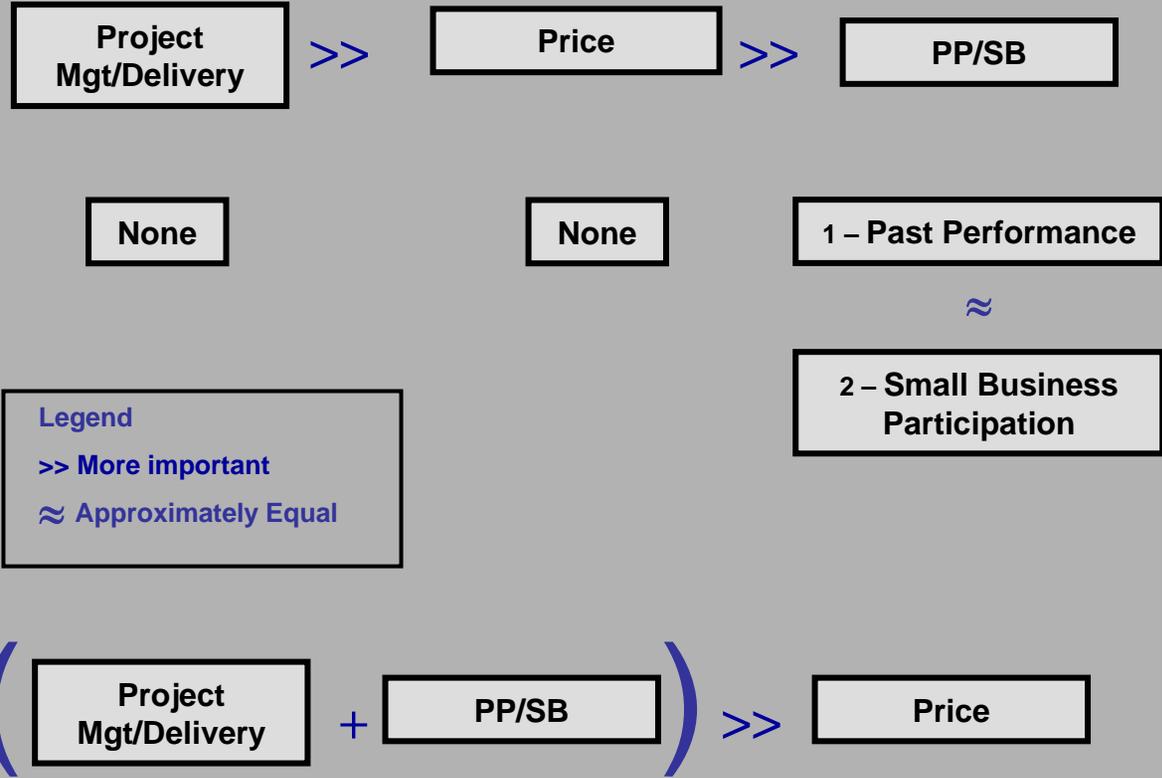
None

*No additional credit for exceeding technical requirements

Phase II

Best Value

Only technically acceptable offerors compete in Phase II





REQUIREMENTS/EVALUATION CROSSWALK

Proposal Volume/ Description	Section C Statement of Work	Section L Instructions to Offerors	Section M Evaluation Factors for Award
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Volume 4 - Past Performance/Small Business Participation	C.1 thru C.8	L.2.4.1 and Attachment 2	M.3.6.3 Past Performance/Small Business Participation -Past Performance Questionnaire - Subcontracting Plan



TECHNICAL Acceptable/Not Acceptable DEFINITION

- The Technical proposal will be evaluated on an Acceptable/not Acceptable basis. To be considered ACCEPTABLE, the technical proposal must present an approach to the equipment, routine maintenance spares, systems integration, and services that is assessed as reasonably likely to meet requirements without major redesign or major modification. Available technical documentation, including such items as commercial literature, specification sheets, engineering data or analysis, certifications, and test data have been provided, where necessary, to support a conclusion that the approach is feasible and practical. Supporting documentation shall be generally clear and demonstrate an understanding of the overall requirements.
- NOTE: Technical performance beyond the minimum acceptable, as defined above, will not be given extra evaluation credit.



PHASE I RESULTS NOTIFICATION

- When the Phase I evaluation has been completed, an Offeror who has been evaluated as not acceptable will be notified
- Offerors who are evaluated as not acceptable for Phase I, will not be considered for award.



PHASE II EVALUATION CRITERIA

Phase I

Acceptable/Not Acceptable

Areas:

Technical Area*

Elements:

None

*No additional credit for exceeding technical requirements

Phase II

Best Value

Only technically acceptable offerors compete in Phase II



≈



Legend
 >> More important
 ≈ Approximately Equal





IRAQI ARMED FORCES BATTALION SETS

REQUIREMENTS/EVALUATION CROSSWALK



Proposal Volume/ Description	Section C Statement of Work	Section L Instructions to Offerors	Section M Evaluation Factors for Award
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DATA TO BE SUBMITTED IN SUPPORT OF YOUR PROPOSAL

DETERMINATION OF RESPONSIBILITY (M.3.10)

- **FINANCIAL CAPABILITY (L.2.3.3)**
 1. Balance Sheet
 2. Income Statement
 3. Statement of Cash Flows
 - Statements should be certified by a Certified Public Accountant or equivalent
 - Financial Point of Contact from your company
 - Requested to be submitted by 15 Apr but not later than proposal submission to Denise Mika,
mikad@tacom.army.mil



DATA TO BE SUBMITTED IN SUPPORT OF YOUR PROPOSAL

PAST PERFORMANCE/SMALL BUSINESS PARTICIPATION

1. Element 1 – Past Performance (L.2.4.1)
 - Recent, relevant contracts
 - Significant subcontractors for specific items listed in L.2.4.1.1
 - Sub-volume requested by 15 April 04, but not later than proposal submission to Denise Mika, mikad@tacom.army.mil
 - Past Performance Questionnaire - Requested to be submitted 5 days before proposal submission to Denise Mika, mikad@tacom.army.mil
2. Element 2 - Small Business Participation (L.2.4.2)
 - Required for **ALL** Offerors
 - Utilization of U.S. Small Business Concerns, Coalition Partner Companies (including Iraqi owned and Iraqi Women owned companies), and Force-Contributing Nation Companies



Small Business Participation Evaluation (ATTACHMENT 7 of solicitation)

Adjectival Rating	EVALUATION CRITERIA			
	Total SB Concern Participation (All U.S. Small Business, Coalition Partner Companies, and Force Contributing Nation Companies Combined)	Small Disadvantaged Business Concern Participation Only	Complexity of Items/Services Provided by SB Concerns	Realism of Proposed SB Concern Participation based on Proposal Risk and Performance Risk
Excellent	10% or More	1.8% – or greater	Extreme Complexity	Highly Realistic
Good	8% or More	1.4% - 1.7%	Significant Complexity	Realistic
Adequate	5% or More	1.0% - 1.3%	Moderate Complexity	Somewhat Realistic
Marginal	2% or More	.5% - .9%	Limited Complexity	May not be Realistic
Poor	Less than 2%	.4 % or Less	Little or No Complexity	Not Realistic



**DATA TO BE SUBMITTED IN
SUPPORT OF YOUR PROPOSAL**
(Fill-in Instructions)

Attachment 1 – Technical Information Questionnaire

Attachment 2 – Past Performance Questionnaire

Attachment 3 – Pricing Fill-in Worksheet

Attachment 4B – Proposed Delivery Schedules

Attachment 6 – Routine Maintenance Spares



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Attachment 1 Technical Information Questionnaires Examples

ATTACHMENT 1

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6 APRIL 2004 OFFEROR: _____

TECHNICAL INFORMATION QUESTIONNAIRE

FAILURE TO PROVIDE ALL OF THE INFORMATION REQUIRED BELOW MAY RENDER YOUR PROPOSAL INELIGIBLE FOR AWARD

C.6.1 Binoculars

In addition to responding to the questions below for the Binoculars, the offeror shall provide commercial or other literature, or any other information that would substantiate the information provided.

1. Identify the manufacturer and manufacturing location of the item.

2. Identify the make and model number of the device.

3. What type of reticule pattern does the unit have?

4. What is the power and field of visions of the unit?

5. How is the unit ruggedized?

6. Is there individual eyepiece focus?

7. What is the length of the carrying strap?

8. Are foldable eyecups and covers for the lenses included?

9. What is the ambient temperature range the binoculars can function in without damage or internal fogging?

10. Are the binoculars water tight in one meter of water for 60 minutes?

11. What color is the unit?



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TECHNICAL INFORMATION QUESTIONNAIRE

**FAILURE TO PROVIDE ALL OF THE INFORMATION REQUIRED BELOW
MAY RENDER YOUR PROPOSAL INELIGIBLE FOR AWARD**

C.2.1 Medium Wheeled Vehicle

In addition to responding to the questions below for the medium wheeled vehicle, the offeror shall provide commercial or other literature, or any other information that would substantiate the information provided.

1. Identify the manufacturer and manufacturing location of the vehicle.

2. Provide the following information about the engine:

a. What displacement and configuration is the engine?

b. Supply the power and torque curves for the engine.

c. List all the types of fuel the engine can operate on.

d. What type of air cleaner system is on the vehicle (barrier filter/pre-cleaner/etc.)?

e. What are the maximum slopes (longitudinal and latitudinal) that the engine can operate on?

f. What fluid types are used in the engine?

g. Provide the engine manufacturer and model number/designation.

3. Provide the following information about the transmission:

a. Provide the ratios for each gear.

b. Is there a transmission cooler?

c. What fluid types are used in the transmission?

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TECHNICAL INFORMATION QUESTIONNAIRE C.2.1 CONTINUED

- d. Provide the transmission manufacturer and model number/designation.

4. **Provide the following information about the final drive/differential:**
- a. What is the ratio of the final drive/differential?

- b. What fluid types are used in the final drive/differential?

5. **Provide the following information about the propulsion system:**
- a. What is the ground clearance of the vehicle?

- b. What is the maximum speed of the vehicle at curb weight?

- c. What is the 0-32 km/h acceleration of the vehicle at curb weight?

- d. List all necessary loads.

6. **Provide the following information regarding mobility:**
- a. What is the curb weight and gross vehicle weight rating (GVWR)?

- b. How many axles and wheels?

- c. What are the axle configurations?

- d. What are the tire sizes/types/maximum load at highway pressure?

7. Provide a sketch or schematic showing the seating arrangement for six soldiers with equipment.

8. Does the vehicle have all wheel drive?



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TECHNICAL INFORMATION QUESTIONNAIRE C.2.1 CONTINUED

9. Is the vehicle capable of operation on a variety of surfaces and terrains ranging from desert environment to hard surface streets?

10. Is the vehicle operable on these surfaces at all vehicle loading conditions?

11. What is the operating temperature(s) range of the vehicle?

12. What is the maximum grade (degrees) the vehicle is capable of ascending and descending in the longitudinal direction?

13. What is the maximum grade the vehicle is capable of ascending at a minimum speed of 40 kph while towing a fully loaded trailer as specified in C.2.8/(ITEM 1080)?

14. What is the maximum side slope the vehicle is capable of traversing with either side of the vehicle facing upslope?

15. What is the minimum range (KM) of the vehicle on internally carried fuel?

16. What is the maximum speed of the vehicle in the highest gear?

17. What is the minimum speed in the lowest gear?

18. The vehicle shall be equipped with service brakes. How long (meters) will it take the service brakes to bring the vehicle to a complete stop from 32 KPH at all conditions of loading on a hard, dry, level surface that is free of loose material?

19. The vehicle shall have a manually operated park brake. What is the maximum grade the park brake shall be capable of holding the vehicle motionless in a longitudinal direction with a payload of 960 kg?

20. Is the park brake capable of holding the vehicle motionless with the vehicle facing in either the upgrade or downgrade direction?

NOTE: ATTACHMENT SHORTENED FOR EXAMPLE. SEE SOLICITATION FOR ENTIRE ATTACHMENT



PAST PERFORMANCE QUESTIONNAIRE – ATTACHMENT 2

Past Performance Questionnaire

Name and Address of Proposed Prime Contractor (*Offeror to fill in*):

Thank you for participating in this questionnaire. Please e-mail or fax your response to:

U.S. Army Tank-automotive & Armaments Command
Warren, Michigan 48397-5000
USA

E-mail: mikad@tacom.army.mil

Fax: 586-574-_____

Phone: 586-574-5763

Requested response date: 15 April 2004

Note: The information in this questionnaire is Source Selection Sensitive and may not be released to anyone other than those with the knowledge needed to fill it in and the appropriate U.S. Government proposal evaluation team members. See FAR 3.104.

1. Name and address of the company (proposed prime contractor or subcontractor/vendor) and the contract/order being evaluated in this questionnaire:

Company Name

Address:

Contract/Order Number:

Place of Performance:

Contract Initiation Date:

Contract Completion Date:

Contract Amount:

Description of the Contract Requirements or Work Performed:

2. Provide the following information for the company and individual completing this questionnaire:

Company/Agency Name and Address:

Name of person completing this questionnaire:

Title:

Role/responsibility for the effort being address in the survey:

Phone Number:

E-Mail:



ATTACHMENT 2 - CONTINUED

Rating Scale:

- EXCELLENT:** Superior performance. Objectives/requirements essentially always achieved or exceeded, with inconsequential exceptions.
- GOOD:** Highly satisfactory performance. Objectives/requirements achieved with only rare exceptions, and the exceptions had minor consequences.
- ADEQUATE:** Generally satisfactory performance. Objectives/requirements generally achieved with occasional exceptions, and, in most cases, the exceptions had minor consequences.
- MARGINAL:** Occasionally unsatisfactory performance of significance. Objectives/requirements were not fully achieved, with significant consequences in some cases.
- POOR:** Frequently unsatisfactory performance of significance. Objectives/requirements frequently not achieved, with significant consequences.
- UNKNOWN:** Unable to rate, not observed, or not a significant aspect of performance.

Questionnaire: Please indicate the rating that best reflects your experience with this contractor and provide a short narrative addressing the basis for the ratings assigned. Address compliance with requirements, actual performance, problems encountered and problem resolution. Use additional sheets if necessary.

- A. Customer satisfaction – Assess the contractor’s business-like concern for its customers, flexibility, and responsiveness.
 EXCELLENT GOOD ADEQUATE MARGINAL POOR UNKNOWN
- B. Delivery Compliance – Assess the contractor’s adherence to the required delivery schedule, and any requests for acceleration.
 EXCELLENT GOOD ADEQUATE MARGINAL POOR UNKNOWN
- C. Technical Compliance – Assess the contractor’s conformance with the contract requirements and specifications and quality of the products and/or services provided.
 EXCELLENT GOOD ADEQUATE MARGINAL POOR UNKNOWN
- D. Subcontract/Vendor Management – Assess the contractor’s ability to manage multiple subcontractors and vendors.
 EXCELLENT GOOD ADEQUATE MARGINAL POOR UNKNOWN
- E. Program Management – Assess the contractor’s overall management of the contract/order including planning and management controls, early problem identification and resolution, reporting and communication processes, and the level of customer involvement and oversight required.
 EXCELLENT GOOD ADEQUATE MARGINAL POOR UNKNOWN



ATTACHMENT 3

Pricing Fill-in Worksheet

- <http://contracting.tacom.army.mil/iraqrequire/04r0692/R0692.htm>
- Right click on Attachment 3 → Save Target As
 - W56HZV-04-R-06921.xls
- Open Excel → File → Open → W56HZV-04-R-06921.xls
- Data may be entered in GRAY boxes only
 - All other cells are locked.
- DEMO



ATTACHMENT 4 Delivery Schedule

- <http://contracting.tacom.army.mil/iraqrequire/04r0692/R0692.htm>
- Right click on Attachment 4 → Save Target As
 - deliveries.xls
- Open Excel → Tools → Macro → Security → Medium → OK
- Click on File → Open → Deliveries.xls → Enable Macros
 - Attachment 4A Desired Delivery Schedules
 - Attachment 4B Proposed Delivery Schedules
 - Attachment 4B Sample Sample Proposed Delivery Schedules
- Data may be entered in GRAY boxes only
 - All other cells are locked.
- DEMO



ATTACHMENT 6

ROUTINE MAINTENANCE SPARES BY ITEM

CLIN	Description	Item	Quantity	Part Number	Description
0001AA	Medium WV				
0001AB	Heavy WV				
0001AC	Motorcycles				
0001AD	Ambulance				
0001AE	Water Trailer				
0001AF	Refueling Tanker				
0001AG	Recovery Vehicle				
0001AH	Cargo Trailer				
0001AJ	Cargo Trailer - Large				
0001AK	Kitchen Trailer				
0001AL	2.5kVA Generator				

IRAQI ARMED FORCES BATTALION SETS



ATTACHMENT 6 ROUTINE MAINTENANCE SPARES BY ITEM (CONTINUED)

9 mm hand gun				
AK-47				
PKM Heavy MG				
RPK Lt. MG				
Armorer Kits				
Short Range Radio				
Long Range Radio				
Radio Repeater - Fixed				
Radio Repeater - Mobile				
Base Station				
Fixed HF Radio				
Mobile HF Radio				



MILESTONES

<u>EVENT</u>	<u>DATE</u>	
Synopsis Released	12 Mar 04	✓
Release DRAFT Solicitation	29 Mar 04	✓
Release Final Solicitation	6 Apr 04	✓
Pre-Proposal Conference	15 Apr 04	✓
Proposals Due	29 Apr 04	
Contract Award	1 Jun 04	



QUESTIONS AND ANSWERS



BACK-UP SLIDES



IRAQI ARMED FORCES BATTALION SETS



ATTACHMENT 3 PRICING FILL-IN WORKSHEET (PLEASE REFER TO AMENDMENT 0002 FOR NEW QUANTITIES)

14-Apr-04

Pricing Fill-in Worksheet

Item Description	Minimum Quantities			Evaluation Quantities			Proposed Unit Prices ⁽¹⁾			Extended Prices			Evaluated Prices			Maximum Quantities
	15	6	Total	1st Period	2nd Period	3rd Period	1st Period	2nd Period	3rd Period	1st Period	2nd Period	3rd Period	1st Period	2nd Period	3rd Period	
	Battalion Quantity	Brigade Quantity	Quantity	1st Period	2nd Period	3rd Period	1st Period	2nd Period	3rd Period	1st Period	2nd Period	3rd Period	1st Period	2nd Period	3rd Period	
0001AA Medium WV	56	21	966	966	483	483				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	2,086	
0001AB Heavy WV	45	20	795	795	398	397				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1,695	
0001AC Motorcycles	8	6	156	156	78	76				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	316	
0001AD Ambulance	7	4	129	129	65	64				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	269	
0001AE Water Trailer	3	2	57	57	29	28				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	117	
0001AF Refueling Tanker	3	2	57	57	29	28				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	117	
0001AG Recovery Vehicle	6	2	102	102	51	51				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	222	
0001AH Cargo Trailer	51	19	879	879	440	439				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1,899	
0001AJ Cargo Trailer - Large	6	2	102	102	51	51				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	222	
0001AK Kitchen Trailer	3	2	57	57	29	28				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	117	
0001AL 2.5 KVA Generator	3	1	51	51	26	25				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	111	
0002AA 9mm hand gun	57	25	1,005	1,005	503	502				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	2,145	
0002AB AK-47	692	185	11,490	11,490	5,745	5,745				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	25,330	
0002AC PKM Heavy MG	26	6	426	426	213	213				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	946	
0002AD RPK Lt. MG	88		1,320	1,320	660	660				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	3,080	
0002AE Armorer Kits	6		90	90	45	45				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	210	
0003AA Short Range Radio	125	52	2,187	2,187	1,094	1,093				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	4,687	
0003AB Long Range Radio	37	20	675	675	338	337				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1,415	
0003AC Radio Repeater - Fixed	2	2	42	42	21	21				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	82	
0003AD Radio Repeater - Mobile	2	1	36	36	18	18				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	76	
0003AE Base Station	1	1	21	21	11	10				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	41	
0003AF Fixed HF Radio	1	1	21	21	11	10				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	41	
0003AG Mobile HF Radio	3	3	63	63	32	31				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	123	
0004AA Individual NVD	118		1,770	1,770	885	885				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	4,130	
0004AB Weapon Mount NVD	26		390	390	195	195				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	910	
0005AA Binoculars	118		1,770	1,770	885	885				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	4,130	
0005AB Compass	154		2,310	2,310	1,155	1,155				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	5,390	
0005AC GPS	32		480	480	240	240				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	1,120	
0006AA Sleeping Bag	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AB Entrenching Tool	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AC Load Bearing Vest	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AD Poncho	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AE Poncho Liner	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AF Dust Goggles	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AG Body Armor	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AH Helmet	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AJ Water Can	515	200	8,925	8,925	4,463	4,462				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	19,225	
0006AK Fuel Can	315	120	5,445	5,445	2,723	2,722				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	11,745	
0006AL Medium Tent	14		210	210	105	105				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	490	
0006AM Rucksack	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AN Pistol Belt	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AP Canteen	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AQ Canteen Cup	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0006AR Canteen Cover	772	212	12,852	12,852	6,426	6,426				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	28,292	
0007AA Manuals for Items 0001AA through 0006AR							NSP	NSP	NSP							
0007AB Operator Training Support for items 0001AA through 0006AR																

Total Evaluated Price **\$0.00**

(1) Proposed prices entered using fractions of a cent or less will be rounded to whole cents. Evaluated prices will be calculated using the displayed unit prices. For example, \$1.112 will be displayed as \$1.11. The evaluated price will be calculated using \$1.11. For example, \$1.115 will be displayed as \$1.12. The evaluated price will be calculated using \$1.12.



IRAQI ARMED FORCES BATTALION SETS



ATTACHMENT 4 B – PROPOSED DELIVERY SCHEDULE

NOTE: PLEASE REFER TO AMENDMENT 0002 FOR NEW QUANTITIES

Attachment 4B Proposed Delivery Schedule

15 Battalion Sets

CLIN	Per Battalion Set	Delivery Date											Total	Battalion Sets			
		15-Jul-04	15-Aug-04	15-Sep-04	15-Oct-04	15-Nov-04	15-Dec-04	15-Jan-05	15-Feb-05	15-Mar-05	15-Apr-05	15-May-05			15-Jun-05		
0001AA Medium WV	56															0	0
0001AB Heavy WV	45															0	0
0001AC Motorcycles	8															0	0
0001AD Ambulance	7															0	0
0001AE Water Trailer	3															0	0
0001AF Refueling Tanker	3															0	0
0001AG Recovery Vehicle	6															0	0
0001AH Cargo Trailer	51															0	0
0001AJ Cargo Trailer - Large	6															0	0
0001AK Kitchen Trailer	3															0	0
0001AL 2.5 kVA Generator	3															0	0
0002AA 9mm hand gun	57															0	0
0002AB AK-47	692															0	0
0002AC PKM Heavy MG	26															0	0
0002AD RPK Lt. MG	88															0	0
0002AE Armorer Kits	6															0	0
0003AA Short Range Radio	125															0	0
0003AB Long Range Radio	37															0	0
0003AC Radio Repeater - Fixed	2															0	0
0003AD Radio Repeater - Mobile	2															0	0
0003AE Base Station	1															0	0
0003AF Fixed HF Radio	1															0	0
0003AG Mobile HF Radio	3															0	0
0004AA Individual NVD	118															0	0
0004AB Weapon Mount NVD	26															0	0
0005AA Binoculars	118															0	0
0005AB Compass	154															0	0
0005AC GPS	32															0	0
0006AA Sleeping Bag	772															0	0
0006AB Entrenching Tool	772															0	0
0006AC Load Bearing Vest	772															0	0
0006AD Poncho	772															0	0
0006AE Poncho Liner	772															0	0
0006AF Dust Goggles	772															0	0
0006AG Body Armor	772															0	0
0006AH Helmet	772															0	0
0006AJ Water Can	515															0	0
0006AK Fuel Can	315															0	0
0006AL Medium Tent	14															0	0
0006AM Rucksack	772															0	0
0006AN Pistol Belt	772															0	0
0006AP Canteen	772															0	0
0006AQ Canteen Cup	772															0	0
0006AR Canteen Cover	772															0	0

14-Apr-04

Data may only be entered in the gray boxes.



IRAQI ARMED FORCES BATTALION SETS



ATTACHMENT 4 B – PROPOSED DELIVERY SCHEDULE NOTE: PLEASE REFER TO AMENDMENT 0002 FOR NEW QUANTITIES

Attachment 4B Proposed Delivery Schedule

6 Brigade Sets

CLIN	Per Brigade HQ Set Set	Delivery Date											Total	Brigade HQ Sets			
		15-Jul-04	15-Aug-04	15-Sep-04	15-Oct-04	15-Nov-04	15-Dec-04	15-Jan-05	15-Feb-05	15-Mar-05	15-Apr-05	15-May-05			15-Jun-05		
0001AA Medium WV	21															0	0
0001AB Heavy WV	20															0	0
0001AC Motorcycles	6															0	0
0001AD Ambulance	4															0	0
0001AE Water Trailer	2															0	0
0001AF Refueling Tanker	2															0	0
0001AG Recovery Vehicle	2															0	0
0001AH Cargo Trailer	19															0	0
0001AJ Cargo Trailer - Large	2															0	0
0001AK Kitchen Trailer	2															0	0
0001AL 2.5 kVA Generator	1															0	0
0002AA 9mm hand gun	25															0	0
0002AB AK-47	185															0	0
0002AC PKM Heavy MG	6															0	0
0002AD RPK Lt. MG																	
0002AE Armorer Kits																	
0003AA Short Range Radio	52															0	0
0003AB Long Range Radio	20															0	0
0003AC Radio Repeater - Fixed	2															0	0
0003AD Radio Repeater - Mobile	1															0	0
0003AE Base Station	1															0	0
0003AF Fixed HF Radio	1															0	0
0003AG Mobile HF Radio	3															0	0
0004AA Individual NVD																	
0004AB Weapon Mount NVD																	
0005AA Binoculars																	
0005AB Compass																	
0005AC GPS																	
0006AA Sleeping Bag	212															0	0
0006AB Entrenching Tool	212															0	0
0006AC Load Bearing Vest	212															0	0
0006AD Poncho	212															0	0
0006AE Poncho Liner	212															0	0
0006AF Dust Goggles	212															0	0
0006AG Body Armor	212															0	0
0006AH Helmet	212															0	0
0006AJ Water Can	200															0	0
0006AK Fuel Can	120															0	0
0006AL Medium Tent																	
0006AM Rucksack	212															0	0
0006AN Pistol Belt	212															0	0
0006AP Canteen	212															0	0
0006AQ Canteen Cup	212															0	0
0006AR Canteen Cover	212															0	0

14-Apr-04

Data may only be entered in the gray boxes.



IRAQI ARMED FORCES BATTALION SETS



ADDITIONAL HANDOUTS



PRELIMINARY SOLICITATION CHANGES TO BE INCLUDED IN AMENDMENT 0002

- 1) Minimum Order Quantity changed FROM: 27 Battalion Sets, 9 Brigade Sets, TO: 15 Battalion Sets, 6 Brigade Sets. The schedule with contract line item numbers and Attachment 3 will be amended to reflect this change.
- 2) Destination Change: The equipment shall be shipped to 4 different sites:
Kirkush Military Training Base (KMTB), Tadjji Military Training Base (TMTB), An Numaniyah and Al Kasik. Attachment 4 in Amendment 2 will include the new quantities and location changes.



PRELIMINARY SOLICITATION CHANGES TO BE INCLUDED IN AMENDMENT 0002

- 3) Section C, paragraphs C.4.2 through C.4.4 concerning Communication Equipment will be better defined in Amendment 2.
- 4) Clause H.1, Source From An Eligible Country – will be amended to include Costa Rica and Mongolia.
(Typographical error)
- 5) Clause 52.216-19, Order Limitations, the minimum order will be changed to \$50,000 in Amendment 2.
- 6) Section L, paragraph L.2.4.1.1 – add i.
communication equipment



PRELIMINARY SOLICITATION CHANGES TO BE INCLUDED IN AMENDMENT 0002

- 7) Section L, paragraph L.2.3.3 Financial Capability Information. Add the following sentence, “In the event that a company cannot provide all of the required Financial Capability Information, then 1) state why the required information can not be provided, 2) provide as much of the required information as possible, 3) provide the Financial Capability Information for significant subcontractors as defined in L.2.4.1.1, 4) provide evidence of access to financial resources, for example, letters of credit or approved lines of credit, 5) provide copies of any loan covenants of agreements your company has, 6) provide the status of any outstanding lines of credit, and 7) provide copies of any debt/bond payment schedules.



PRELIMINARY SOLICITATION CHANGES TO BE INCLUDED IN AMENDMENT 0002

- 8) Attachment 1, Technical Information Questionnaire will correct the following:
 - a. references to Item numbers in the text
 - b. the spare parts for the weapons are all one year and shall be provided in Attachment 6.
- 9) Attachment 7 – Small Business Participation Evaluation - will be amended to include:
 - a. the Coalition Partner Companies, and Force Contributing Nation Companies for the Total Small Business Concern Participation
 - b. In the “excellent” row, Small Disadvantaged Business Concern Participation Only, change from: 1.8% - 2.2% TO: 1.8% or greater

**NOTE: THESE CHANGES ARE NOT ALL INCLUSIVE, PLEASE
READ AMENDMENT 0002 CAREFULLY FOR ALL CHANGES**



IRAQI ARMED FORCES BATTALION SETS



LIST OF COMPANIES INTERESTED IN SUBCONTRACTING as of 14 April 2004 (check web site for updated list)

COMPANY	POINT OF CONTACT	NUMBER	EMAIL	ITEM
Nivisys Ind.	Byron Harding	480-970-3222	bharding@nivisys.com	Night Vision
TTi Inc.	Joseph Bastian	248-853-5550, x211	jbastian@tinao.com	Training Dev and Deployment Services
Dexter Meadows	Dexter Meadows	661-392-8769	dexter@dextermeadows.com	Clip-on Kneepads
EROLS	Jim Hughes	703-680-7488	hughes-jr@erols.com	Kitchens
Safety Vision	Marc Chidichimo	480-503-4569	mvcglow@cox.net	Safety and Evacuation Products
KEJO Limited Co.	Tony Tanner	727-433-3455	krijovmopsny@mindspring.com	Body Armor Products, website: www.bodyarmorcompany.com
Global Protection LLC	Gary Andres	810-245-6625	gandres@protectivesuits.com	Personal Protective Equipment
The American Connection	Steven LaBell	941-329-0330	slabell@TheAmericanConnection.biz	US Govt and International Sales Consultants



IRAQI ARMED FORCES BATTALION SETS



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