

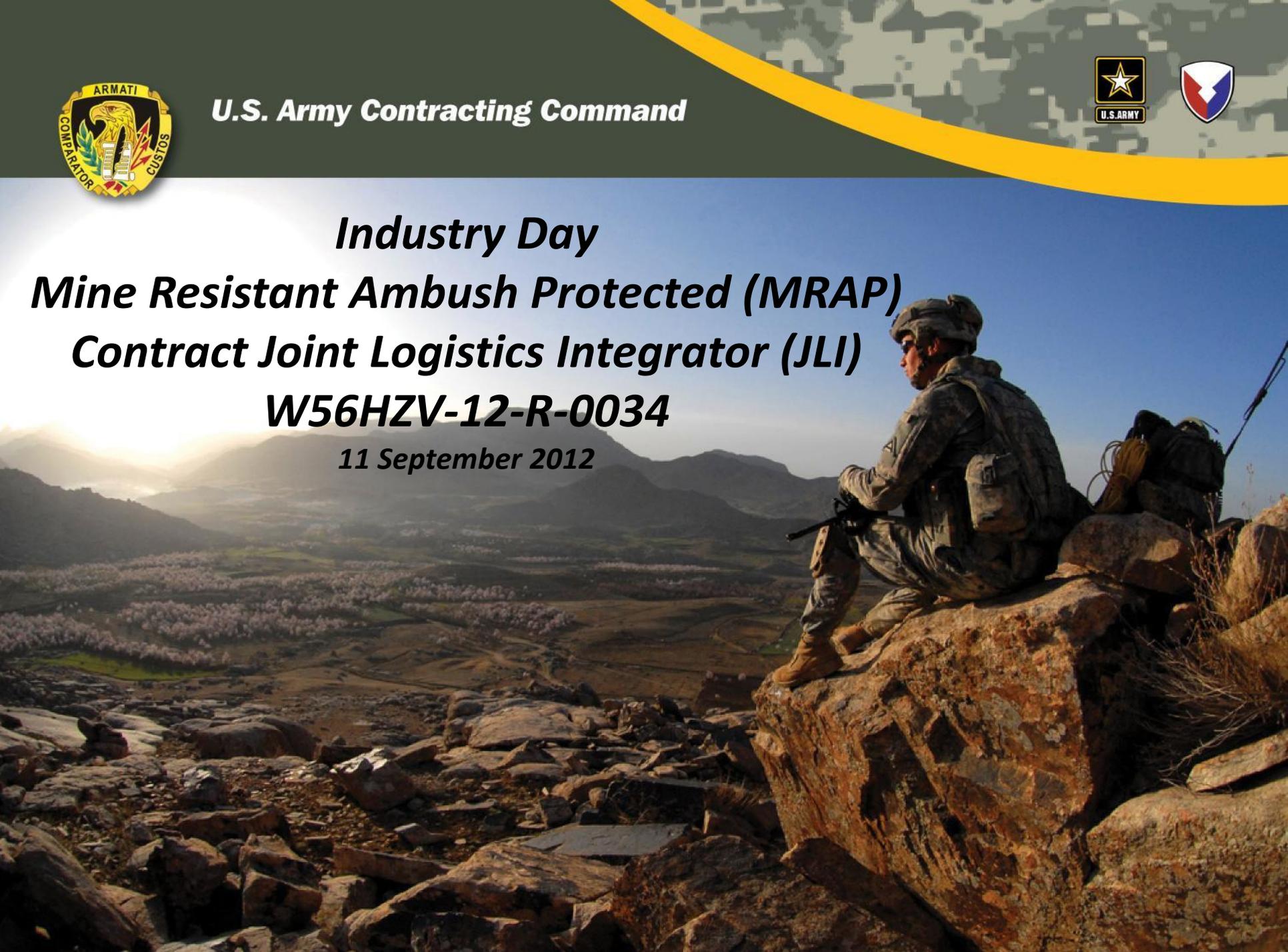


U.S. Army Contracting Command



Industry Day
Mine Resistant Ambush Protected (MRAP)
Contract Joint Logistics Integrator (JLI)
W56HZV-12-R-0034

11 September 2012





Industry Day Purpose

The purpose of Industry Day is to provide Offerors with an opportunity to formulate comments and questions regarding the DRAFT RFP documents and to facilitate the proposal process by providing the requirement in advance of the Final RFP.

No offers will be accepted in response to this draft RFP.

The Draft RFP is provided for your advance review and is subject to change. It is not the final document.



Agenda/Briefers

<u>TIME</u>	<u>TOPIC</u>	<u>PRESENTER</u>
0700 - 0730	Check-In	
0730 - 0800	Welcome, Schedule and Admin & Guidelines	Helen Smith
0800 - 0830	Program Status	Mike Loos
0830- 0900	Performance Work Statement Overview	Mike Loos
0900 - 0930	BREAK	
0930- 1000	Contract Overview	Dawn VanHulle
1000 - 1045	Competitive Source Selection Process	Dawn VanHulle
1045- 1130	Pricing Workbooks	Sean Kennedy/Fahim Khatri
1130 - 1200	Special Provisions	Dawn Vanhulle
1200 - 1330	LUNCH	
1330 - 1415	Proposal Submission	Helen Smith
1415 - 1445	BREAK	
1445 - 1530	Questions and Answers	Scott Straw



MRAP Program Status

PRESENTER:

Mike Loos

Product Manager Logistics

Program Management Office – MRAP



MRAP Government Team



DoD



DCMA



DoN USMC



LOGCOM



DoA



DoAF



SAFAC



ATEC



DoN



ASN RDA



Aberdeen Test Center



SOCOM



PEO CSS

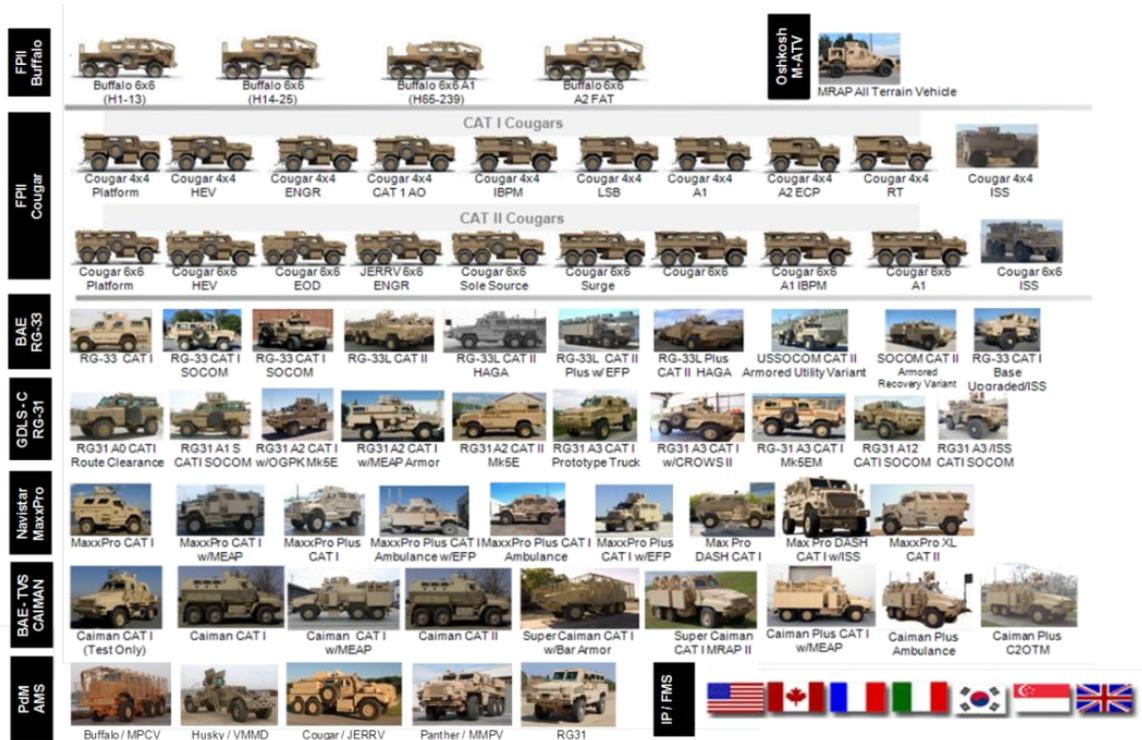


NAVFLAC



MRAP Family

- MaxxPro (4x4)
- MaxxPro Plus (4x4)
- MaxxPro Dash (4x4)
- MRAP Category I (4x4) Cougar
- MRAP Category II (6x6) Cougar.
- RG-31A1 Mark V (4x4) Category I MRAP
- RG-31A2 Mark 5-E (4x4) Category I MRAP
- Ambulance (HAGA)
- Caiman (6x6) Model XM1220 Category I MRAP
- Caiman-Plus (6x6) XM1230 Category I MRAP
- MRAP All-Terrain Vehicles (M-ATV)
- MRAP Recovery Vehicle (MRV)

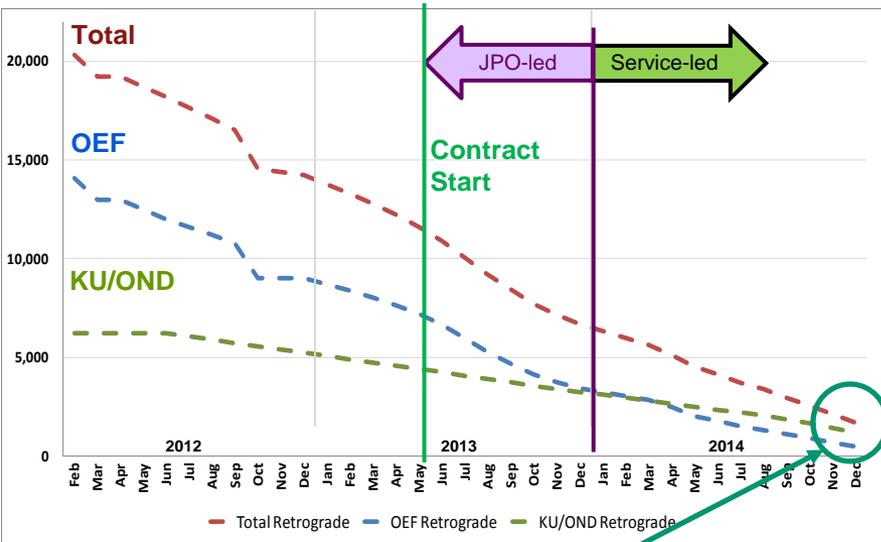


> 27,300 vehicles

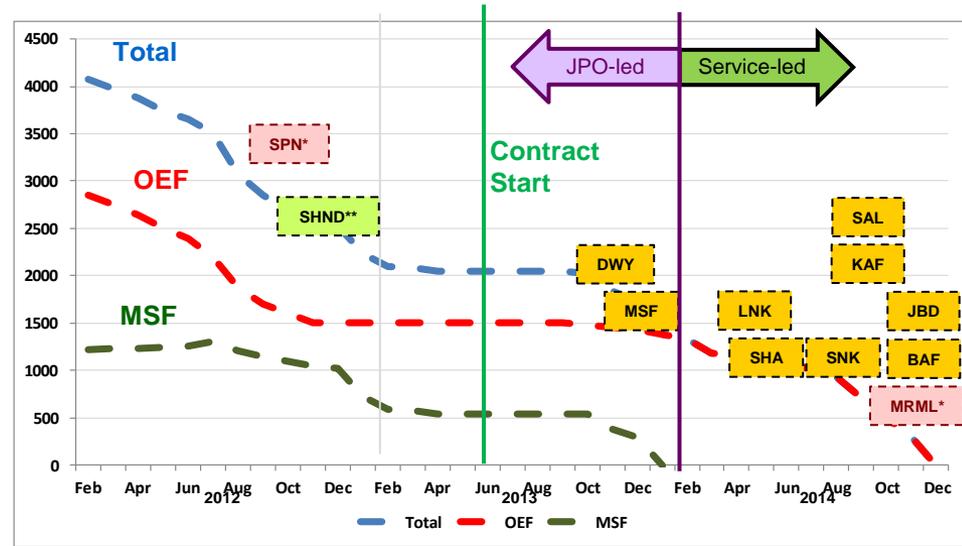


Current MRAP Timeline

MRAP Vehicle Retrograde Plans



MRAP RSA/MSF Facility Closure Plans and MRAP Program Personnel Drawdown



Assumes	On Hand	Remain	Retrograde
• OEF	14,100	500	13,600
• KU/OND	6,227	1,200	5,027
• Total	20,327	1,700	18,627



MRAP Program Status

- **JPO MRAP has fielded over 27,000 vehicles in the past 5 years.**
- **Currently, there are 13,000 MRAPs and MRAP All Terrain Vehicles in use by units in OEF**
- **JPO MRAP currently has over 3,200 personnel in theater (Gov't, military, and contractor) and has plans to draw down to ~ 1,900 in the 3rd QTR of FY13**
- **JPO MRAP's operations are focused on supporting Warfighter requirements in Afghanistan at 9 Regional Support Activities (RSAs) and the MRAP Sustainment Facility (MSF) in Kuwait**



Key OCONUS Stakeholders-Government

- **United States Forces – Afghanistan (USFOR-A)**
- **Central Command (CENTCOM)**
 - **Army Central Command (ARCENT)**
 - **Marine Corps Forces Central Command (MARCENT)**
 - **Navy Central Command (NAVCENT)**
 - **Air Force Central Command (AFCENT)**
 - **Special Operations Central Command (SOCCENT)**
- **401st and 402nd Army Field Support Brigades**
- **I Marine Expeditionary Force**



MRAP Theater Contractor Support

- **Joint Logistics Integrator (JLI) Contract**
 - **Locations:** Kuwait (MSF), Afghanistan (RSAs), and CONUS
 - **Mission:** Provide Strategic Planning Support, Facilities Management, Retrofit Coordination, and Class VII, GFE, and non-expendable supply and transportation management.
- **Contractor Logistics Sustainment Support (CLSS) Contract**
 - **Locations:** Kuwait, throughout Afghanistan, OCONUS, and CONUS
 - **Mission:** Provide Maintenance Quality Control, Repair Parts Supply and transportation support to Route Clearance, SOCOM, and MRAP systems
- **Original Equipment Manufacturers (OEMs) Contracts**
 - **Locations:** various OCONUS sites, personnel embedded with units. Accountable on JPO Forward PERSTAT report.
 - **Mission:** Provide subject mater expertise on vehicles manufactured by their company and maintenance support on all MRAPs.
- **C4I Personnel (Contractor)**
 - **Locations:** MSF and RSAs
 - **Mission:** Install and document the C4I suites in MRAP systems.



Performance Work Statement Overview

PRESENTER:

Derek West

JLI COR

Program Management Office – MRAP



Performance Work Statement Overview

- **The 5 W's: Who, What, When, Where, and Why**
- **MRAP JLI Primary Operational Sites**
- **MRAP JLI Mission Overview**
 - **MSF Organization**
 - **RSA Organization**
- **Mission Areas**
 - **Supply Support**
 - **Transportation Support**
 - **Facilities Support**
 - **Operational Planning and Program Support**
- **Labor Categories/Staffing Requirements**
- **Contract Work Schedule**



5 W's

- **Who**
 - Requirement Office: JPO MRAP
- **What**
 - Provide Fleet Planning, Facilities, Supply (Class VII) and Transportation, and Retrofit support
- **Where**
 - AOR: Afghanistan & Kuwait
 - CONUS: Multiple Government sites
- **When**
 - Contract Award May 2013
- **Why**
 - Support JPO MRAP and the Warfighters during the draw-down process

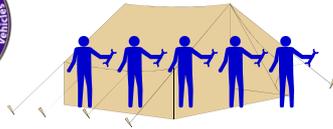




MRAP JLI Primary Operational Sites

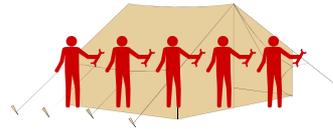
Joint Logistics Integrator (JLI) Contract - Primary Sites

MRAP MSF Kuwait



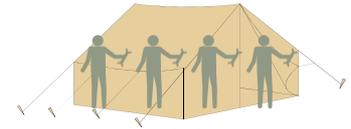
- MRAP Sustainment Facility (MSF)

MRAP RSAs Afghanistan



- MRAP HQ Bagram
- Regional Support Activities (RSA)
 - Kandahar
 - Leatherneck
 - Jalalabad
 - Sharana
 - Salerno
 - Shank
 - Dwyer

MRAP Program Support, CONUS



- JPO MRAP, Warren, MI
- SPAWAR, Charleston, SC
- Fort Bliss, TX
- Sealy, TX
- Red River Army Depot (RRAD), Texarkana, TX
- Stafford, VA
- Anniston, AL



MRAP JLI Mission Overview

Joint Logistics Integrator (JLI) Contract Mission



JLI Kuwait Mission

- Strategic Fleet and Sustainment Planning
- Supply Support: Class VII, Kits, and Non-expendable items
- Facilities Planning and Support
 - Safety, Health, Environment
- Transportation Planning and Tracking
- Retrofit Coordination



JLI Afghanistan Mission

- Strategic Fleet and Sustainment Planning
- Supply Support: Class VII, Kits, and Non-expendable items
- Facilities Planning and Support
 - Safety, Health, Environment
- Transportation Planning and Tracking
- Retrofit Coordination

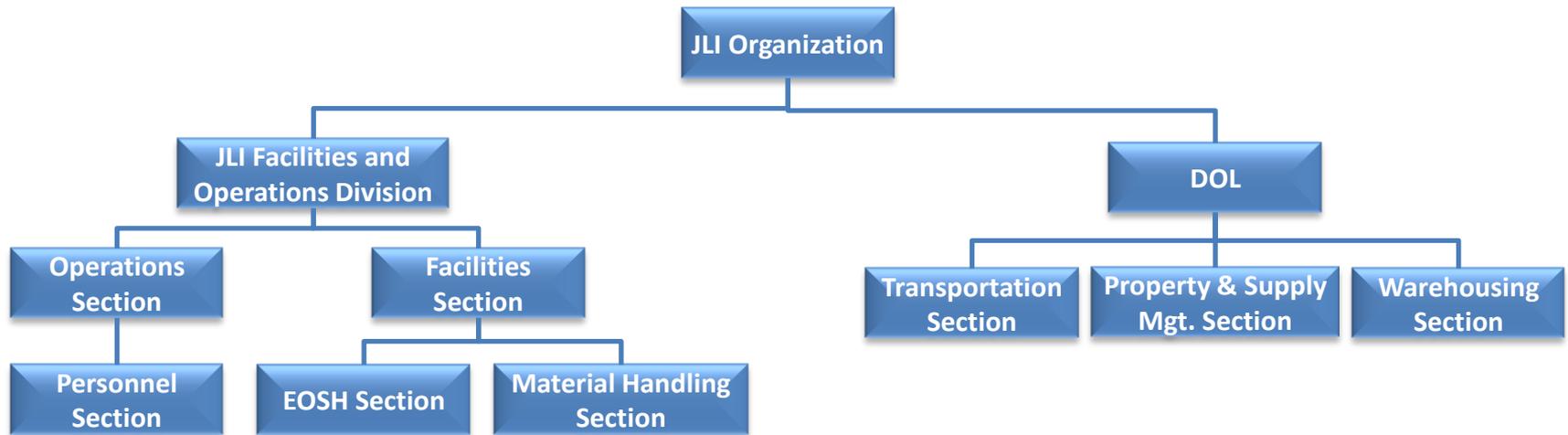


JLI CONUS Mission

- Operational Planning and Support
- Purchase of items not in the supply system
- Retrofit Coordination
- Transportation Planning and Tracking



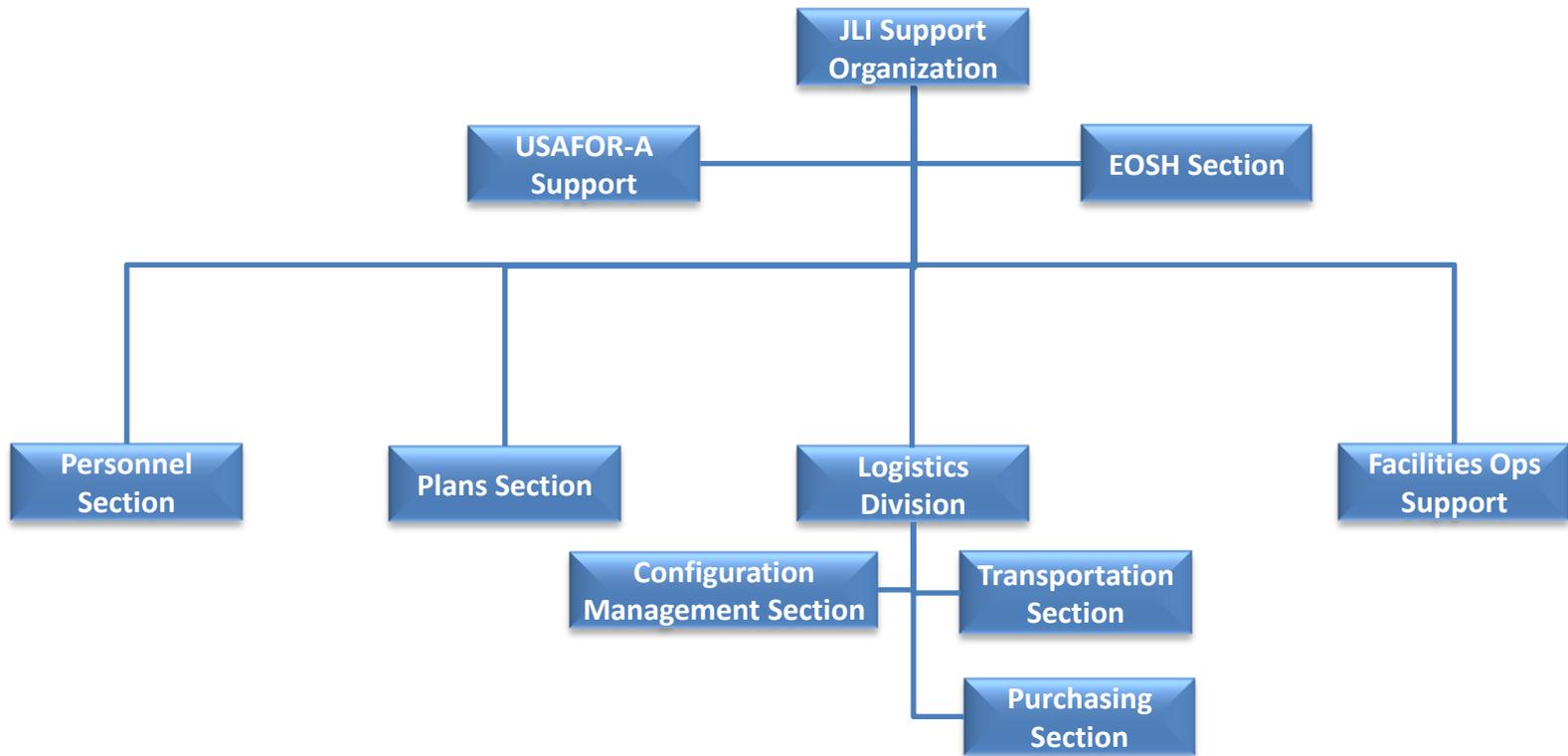
MSF Kuwait Organization (Notional)



EOSH = Environmental and Occupational Safety and Health

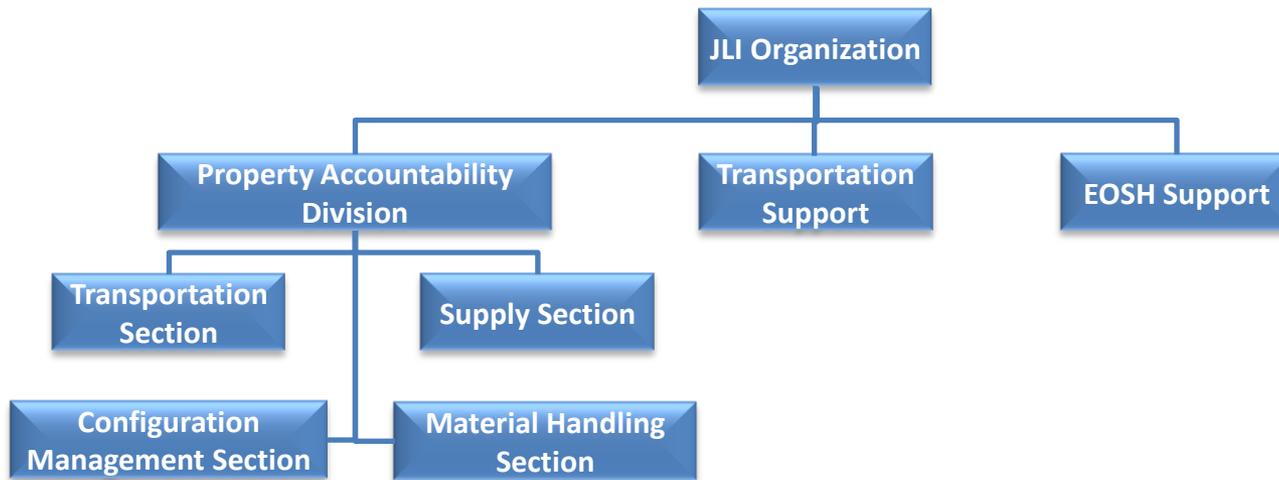


Afghanistan HQ Organization (Notional)



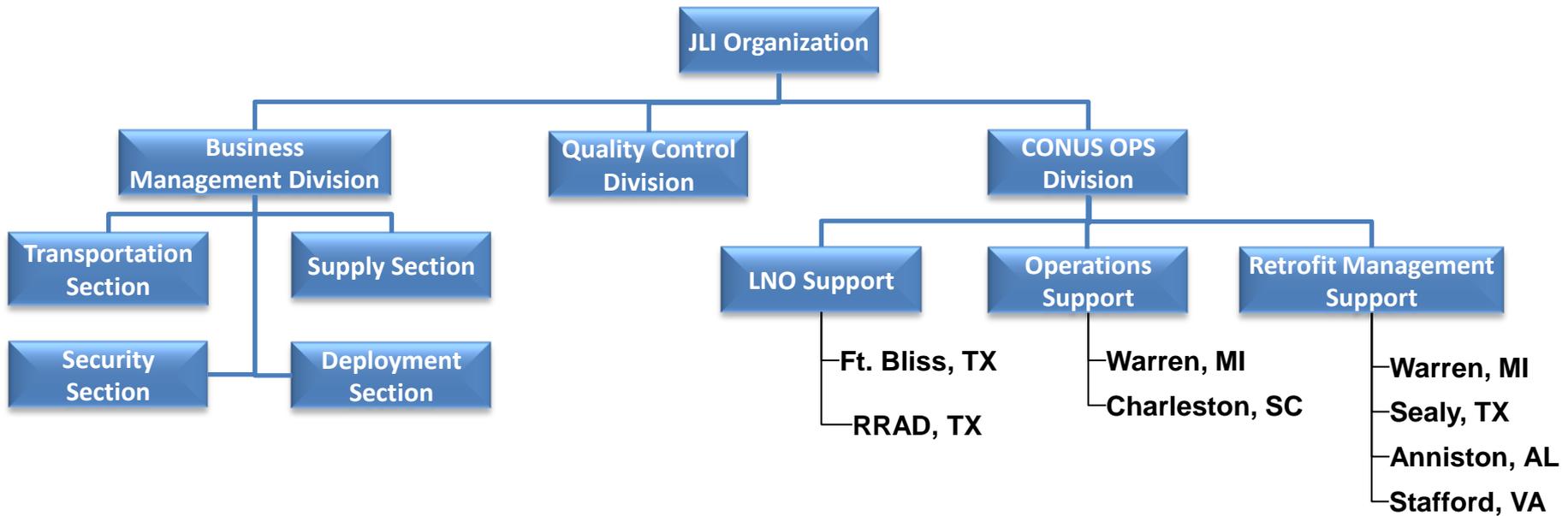


Afghanistan RSA Organization (Notional)





CONUS Support Organization





JLI Mission

- **Facilities Support**
 - **Support to Government Provided Facilities for the Regional Support Activities (RSAs) and MRAP Sustainment Facility (MSF) in Afghanistan and Kuwait respectively to include development, monitoring and corrective actions of Environmental, Safety, and Health programs, monitoring and recommending office and production equipment required to maintain the facilities, provide non-permanent facilities update services, badging and administrative support, and lease and turn-in of temporary facilities.**
- **Operational Planning and Program Support**
 - **Operational Planning and Support to include monitoring the Retrofit program, reporting on and maintain contractor personnel status of deployed staff supporting the MRAP program, and the planning of distribution and retrograde of vehicles, material, and kits.**



JLI Mission, continued

- **Supply Support**
 - **Supply support of Class VII, Kits, and non-expendable items, to include material handling services, ordering, receipt, storage, issue, and control.**
- **Transportation Support**
 - **Transportation Support to include the monitoring of the movement of major and secondary items required to support the MRAP mission in the Afghanistan and Kuwait**



JLI Labor Categories

Labor Category
Administrative Support, Level I
Administrative Support, Level II
Senior Systems Analyst
Lead Systems Analyst
Logistics Technician, Level I - V
Program/Project Manager I - IV
Material Handling Equipment Operator, Level I - III
Maintenance Specialist
Operations Manager
Acquisition Specialist

Labor Category
Warehouse Specialist, Level I - III
Automated Logistic Specialist, Level I - III
Transportation Specialist
Transportation/HAZMAT Specialist
Quality Control Specialist
Quality Control Lead
Production Specialist
Logistics Analyst/STAMIS SME
Supply Clerk Level I - III

Staffing Requirements

- All Staff will have CAC



Sample of Contract Deliverables

CDRLs

Program Management Plan
Monthly Contractor Cost and Performance Report
Monthly In-Process Review (IPR) Meetings
Program Protection Plan Certification
Information Assurance Plan
Information Assurance Annual Training Certification
SAMS-E Continuity of Operation Plan (COOP)
Contractor's Annex to the MRAP OPSEC Plan
Inventory Management Report
Shop Supply Listing report
Retrofit Supply Support
Transportation Tracking Report
Supply Support Activities Report

CDRLs

Quality Control Program Plan
Safety and Occupational Health Program
Serious Incident Reports (SIR)/ Commander's Critical Incident Reports (CCIR)
HAZCOM Communication Program
HAZMAT Plan
Pollution Prevention Program Plan
Job Hazard Assessments
Contractor Acquired Property (CAP) not acquired though SAMS-E
PCO Consent Package Guidance
LRAS Tracker
Daily PERSAT Report
Synchronized Pre-deployment & Operational Tracker (SPOT)
Weekly Fielding, Training, and Manpower Report



Contract Work Schedule

- **Afghanistan: 12 hours per day/7 days per week**
- **AOR Kuwait: 12 hours per day/6 days per week**
- **CONUS: 8 hours per day/5 days per week**



Contracting Overview

PRESENTER:

Dawn VanHulle

Procuring Contracting Officer



Contracting Overview

- **The MRAP FOV provides unique survivability characteristics and include the basic MRAP vehicle family used for:**
 - **Military Police**
 - **Convoy Escort and other missions**
 - **Route Clearance Vehicles (RCV)**
 - **United States Special Operations Command (USSOCOM) vehicles**
 - **U.S. Marine Corps (USMC) vehicles**
 - **Vehicles operated by the U.S. Air Force and Navy**
- **The MRAP FOV are operating in a dynamic, constantly changing environment. This wartime environment has greatly influenced our requirement, contract type, and acquisition strategy.**



Contracting Strategy

- **Cost Plus Fixed Fee (CPFF) Term also described as Level of Effort (LOE) was chosen as the primary contract type for the following reasons:**
 - **Performance uncertainties and the likelihood of changes in personnel staffing make it difficult to estimate performance costs in advance**
 - **The difficulty in which a realistic cost completion or firm fixed pricing standard could be developed**
 - **Historical Data does not exist to allow for meaningful cost completion fixed prices to be proposed**
 - **Even if Historical Data did exist it would not be predictive of future requirements**
 - **FPIF, CPIF, or any other contract type is not suitable for this procurement**
 - **A target cost could not be reasonably estimated in order to establish a target cost baseline upon which an incentive contract could be created**
 - **Constantly evolving requirements would make achievement of incentives extremely difficult**
 - **Only the phase in portion of Scope can be segregated as FFP**

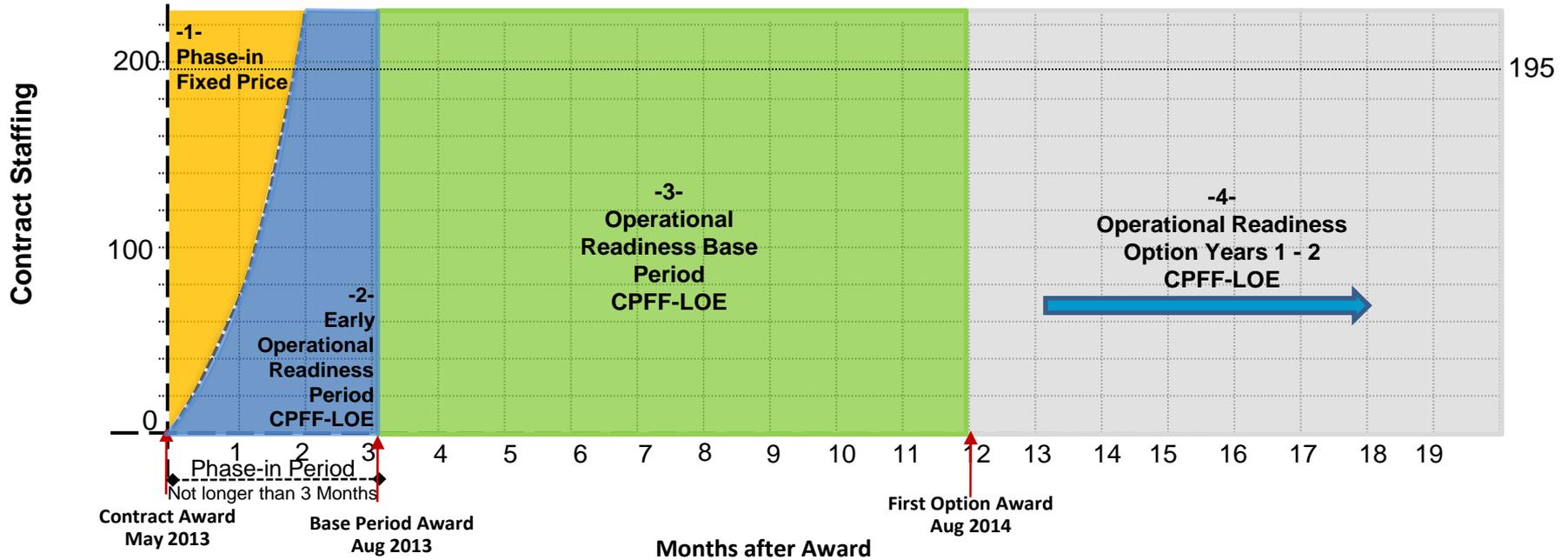


Contracting Strategy

- **ACC-WRN has gone to great lengths to create evaluation factors that will allow for a meaningful full and open competition while simultaneously addressing, through the non-Cost Price evaluation Factors, the risks likely to impact successful performance.**
- **The Government is highly confident that we have selected a contracting strategy that maximizes competition, controls costs, and allows for the flexibility required to perform the mission.**
- **As part of Industry Day we welcome any feedback or comments related to our strategy.**



Program Schedule: Graphical Representation



-1- Phase-In

- Firm Fixed Price
- Contractor Proposes Time To Complete, Not To Exceed 90 Days After Contract Award

-2- Early Operational Readiness Period

- Cost Plus Fixed Fee – Level of Effort
- Period Begins based on Contractor proposal And Ends 90 Days After Contract Award

-3- Operational Readiness Base Period

- Cost Plus Fixed Fee – Level of Effort
- Base Period Begins 91 Days After Contract Award and lasts 9 Months

-4- Operational Readiness Option Years 1 & 2

- 1st Option Year Begins 12 Months after contract award
- Option Periods: Two 12-Month periods



Contracting Overview

- **Contract Type:**
 - **The Contract will include both Firm Fixed Price and Cost Plus Fixed Fee CLINs**
 - **Specifically, the Phase-in CLIN will be Firm Fixed Price; All Operational Readiness CLINs will be Cost Plus Fixed Fee Level of Effort (LOE)**
 - **The Operational Readiness effort will be in accordance with the PWS based on labor categories and site locations**
- **The contract will be up to a 3 year effort which will include:**
 - **Phase-in: 3 months**
 - **Early Operational Readiness (if proposed): Overlaps with Phase-in**
 - **Operational Readiness- Base Period: 9 Months**
 - **Operational Readiness Option Periods 1 & 2: Two 12 month options**



Contracting Overview

- **The Phase-in and Early Operational Readiness listed above are described as follows:**
 - **Phase-in Period (FFP):** This period begins at contract award and shall not exceed 90 days after award. Phase-in is the effort required to provide the necessary personnel to the locations specified in the RFP and should include all costs necessary to complete the Phase-in requirements defined in the PWS.
- **Early Operational Readiness (EOR)**
 - **The solicitation allows Offerors to propose EOR prior to the end of the 90 day Phase-In period. Offerors are not required to propose EOR.**



Contracting Overview

- **EOR allows the contractor to begin performing all non phase in tasks as outlined in the PWS after performing all activities necessary to complete the Phase-in scope of work**
 - **The transition of personnel from Phase-in to EOR can occur on a rolling basis subject to the limitations found in the RFP (on a per site basis after all site personnel have completed phase in)**
 - **EOR begins after the handoff/transition from the current contractor employee is complete (1 day to not more than 1 week, except for GFE/GFM accounting which the Government estimates may take 30 days)**
 - **As Phase-In is completed for each employee and EOR (or Operational Readiness if EOR is not proposed) begins , the contract type will be transitioned for that employee from the FFP Phase-in to a Cost Plus Fixed Fee Term Form, also described as a Level of Effort, (CPFF LOE) arrangement**
- **After EOR is completed, Operational Readiness begins**
 - **Full effort as required by the PWS with all contractor personnel in place**



Contracting Overview

- **Phase-in Constraints:**
 - **The contractor will face constraints in its ability to phase-in employees to the AOR**
 - **These constraints relate to the ability to timely process significant quantities of personnel through the activities in order to support the 90 day Phase-in**
 - **These constraints include:**
 - **Security Clearances and Common Access Card (CAC)**
 - **Government transportation throughput constraints**
 - **Housing In-Theater**
 - **Phase-in Overlap**
 - **Local Nationals (LN) and Third Country Nationals (TCN) may NOT be used to fill positions**
 - **Performance Locations**
- **A maximum quantity of 2,323,063 Level of Effort deliverable hours are available to be awarded over the life of the contract (All periods to include EOR (if proposed), OR and OR option periods)**



Contracting Overview

- **Performance Locations:**
 - **The locations where services will be provided under this contract have been broken into three worldwide geographical areas:**
 - **AOR (Area of Responsibility): Afghanistan, and Kuwait (at award of contract the predominance of the work will be in the AOR).**
 - **CONUS (Contiguous United States): Multiple to include Charleston, South Carolina; Stafford, VA; Red River Army Depot, TX; Fort Bliss, TX; and Warren, MI**



Contracting Overview

Contract Performance Metrics

Performance Objectives		Performance Standard PWS Para	Acceptable Quality Level (AQL) Performance	Method of Surveillance
1	Deliverables under this Statement of Work shall be delivered IAW their associated CDRLs and developed IAW the associated DID	C.3.5.5.1	Delivered on time NLT 98% of the time	Periodic Inspection
			Content is accurate NLT 95% of the time	
2	The contractor will comply with the approved plans developed and delivered under this contract	C.3.5.5.2	Contractor shall meet the established schedules in the Plans 98% of the time	Periodic Inspection
			Efforts conducted under the Plans will be complete and compliant 98% of the time	
3	All personnel working under this contract shall meet the minimum requirements for the position as defined in SOW Appendix C, Labor Categories	C.3.1	All staff meet the minimum requirements of the contract 100%	Random Sampling & Validated User/Customer Complaints
4	The Contractor shall at all times maintain an adequate work force for the uninterrupted performance of all tasks defined within this statement of work	C.3.1.1.1	No activity will be delayed by absence of properly skilled contractor staff more than 5% of the time. Contractor shall notify the Government 98% of the time of potential delays due to staffing 24 hours in advance of the delay along with corrective actions	Progress or status meetings
5	SAMS-E backup will be conducted daily	C.11.1.3	Backup accomplished not less than 98% of the time during any 30 day period	Random Sampling
6	Contractor will identify any lost shipments within 48 hours of identification of material discrepancy	C.12.4.1	Notification will be made within 48 hours 95% of the time in any 30 day period	Progress or status meetings & random sampling



Contracting Overview

- **Important Considerations:**
 - **Phase-in period is 90 days. However offerors may propose to phase-in earlier than 90 days to commence Early Operational Readiness during the 90 day phase in period**
 - **Work will be located principally at Government sites (all efforts in the AOR will be performed at Government locations)**
 - **All facilities and equipment, transportation to and within, housing, and meals in Afghanistan will be provided by the Government**
 - **Payment of fee for the LOE deliverable hours shall occur in accordance with FAR 52.216-8 and 52.232-20. No Fee will be applied to Material, Travel and Other Direct Costs**



Contracting Overview

- **Important Considerations (continued)**
 - **All Labor Categories require a Common Access Card (CAC)**
 - **For each labor category there are minimum position qualifications (Attachment 34, Appendix C)**
 - **In the AOR, the contractor shall perform services 12 hours per day/7 days per week in Afghanistan**
 - **The contractor shall perform services 12 hours per day 6/days per week in Kuwait**
 - **In CONUS contractor shall perform services 8 hours per day/5 days per week**
 - **Please note there is an OCI clause in the solicitation.**



Contracting Overview

- **Additional information related to this RFP may be found at the following two websites (Please note that both websites should be reviewed as they both contain pertinent but different information)**
 - **The link to the FBO website is the following:**
 - **<https://www.fbo.gov/notices/1b11674720f7b4b615c38a62852121f1>**
 - **The link to the PROCNET website is the following:**
 - **<http://contracting.tacom.army.mil/majorsys/JointLogInt/JLI.htm>**
- **Note: Export Controlled/Distribution D Attachments to the RFP are posted to the FBO website and require submission of a Nondisclosure Agreement (NDA) and explicit access. A copy of the NDA and guidance on obtaining explicit access can be found at the TACOM PROCNET website shown above.**



COMPETITIVE SOURCE SELECTION

PRESENTER:

Dawn VanHulle

Procuring Contracting Officer



Source Selection Process

- **Source Selection Authority**
 - **The Source Selection Authority (SSA) is the official designated to direct the source selection process and select the Offeror for contract award**
- **Source Selection Evaluation Board (SSEB)**
 - **An SSEB has been established by the Government to evaluate proposals in response to this solicitation**
 - **The SSEB is comprised of technically qualified individuals who have been selected to conduct this evaluation in accordance with the evaluation criteria listed for this solicitation**
 - **Careful, full, and impartial consideration will be given to all proposals received pursuant to this solicitation**



M.1 BASIS FOR AWARD

- **Based on the criteria set forth in Section M of this RFP, the Government intends to award one contract to the responsible offeror whose proposal, as determined by the Source Selection Authority, represents the best value to the government**
- **The best value will be determined on a Source Selection Trade-off basis considering Cost/Price and Non-Cost/Price Factors**
- **The Government reserves the right to make no award if, upon evaluation, none of the proposals are deemed to meet the requirements at an acceptable level of risk or contain a total evaluated cost/price that is fair and reasonable.**



M.2 Rejection of Offerors

- **The circumstances that may lead to the rejection of a proposal are:**
 - a. **The proposal fails to meaningfully respond to the Proposal Preparation Instructions specified in Section L of this solicitation**
 - **Examples of failure to meaningfully respond include:**
 - I. **When a proposal merely offers to perform work according to the RFP terms or fails to present more than a statement indicating its capability to comply with the RFP terms and does not provide support and elaboration as specified in Section L of this solicitation.**
 - II. **A proposal fails to provide any of the data and information required in Section L.**
 - III. **A proposal provides some data but omits significant material data and information required by Section L.**
 - IV. **A proposal merely repeats the contract Performance Work Statement without elaboration.**



M.2 Rejection of Offerors

- b. Reflects an inherent lack of technical competence or a failure to comprehend the complexity and risks required to perform the RFPs requirements due to submission of a proposal which is unrealistically high or low in cost and/or price and/or unrealistic in terms of technical or schedule commitments.**
- c. Contains any unexplained significant inconsistency between the proposed effort and cost/price, which implies the offeror has (1) an inherent misunderstanding of the scope of work, or (2) an inability to perform the resultant contract.**
- d. Is unbalanced as to cost and/or price. An unbalanced offer is one which is based on costs and/or prices significantly high or low for one given period versus another period. There must be a direct relationship between the effort expended and its cost and/or price for each basic and option year.**
- e. Is unaffordable.**
- f. Offers a product or service that does not meet all stated material requirements of the solicitation.**



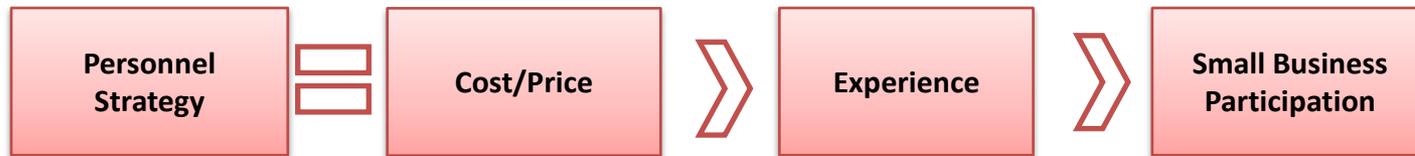
Evaluation

- **The evaluation will be conducted on the following four evaluation Factors: Personnel Strategy, Cost/Price, Experience, and Small Business Participation. In selecting an Offeror for award, the Government will weigh the evaluated proposals in the non-Cost/Price Factors against the evaluated cost/price to the Government**
- **As part of the source selection tradeoff determination, the relative risks, strengths and/or weaknesses of each proposal shall be considered in selecting the offer that represents the best overall value to the Government**



FAR 15.101-1 Tradeoff Process Evaluation Factors

Relative Importance



Taken Together, Personnel Strategy, Experience and Small Business Participation are Significantly More Important Than Cost/Price



M.3.7 Relative Importance of Evaluation Factors:

- **Personnel Strategy is equal to Cost/Price. Cost/Price is more important than Experience. Experience is more important than Small Business Participation.**
- **Taken together, Personnel Strategy and Experience and Small Business Participation are significantly more important than Cost/Price.**



Discussions

- **M.3.3 Discussions:**
 - **This RFP includes FAR Provision 52.215-1 Instructions to Offerors - Competitive Acquisition (Alternate I) in Section L which advises that the Government intends to conduct discussions with Offerors who are in the Competitive Range**
 - **Since written and oral discussions are limited prior to any competitive range determination (FAR 15.306 (c)), it is vitally important that the Offeror's initial proposal be complete and comprehensive.**
 - **PLEASE Fully comply with the proposal instructions. If you do not understand something, ask the Contracting Officer**



Section L Security Clearance

- **L.2.6 Facility Security Clearances**
 - **The contractor shall have a Facility Security Clearance (FCL) granted by Defense Security Service (DSS) at the SECRET level. Secret storage in the United States is required.**
 - **The contractor shall be capable of transmitting and receiving SIPRNET e-mail communications and conducting work at the SECRET level. Contractor shall satisfy this requirement in one of the following ways:**
 - **Have an operational facility at their CONUS key program management location capable of transmitting and receiving SIPRNET e-mail communications and conducting work at the SECRET level (Ref: Contract DD254), or**
 - **Utilize a US Government facility local to (not more than 25 miles from) their CONUS key program management location, or**
 - **Utilize a US Government cleared contractor facilities local to (not more than 25 miles from) their CONUS key program management location**



M.3.4.2 Importance of Cost/Price:

- **All the factors contained in each proposal will be evaluated. However, the closer the Offerors' evaluations are in the Non-Cost/Price Factors, the more important the cost/price becomes in the decision. Notwithstanding the relative order of importance of the Evaluation Factors (M.3.4.1), Cost/ Price may be controlling when:**
 - a. **Proposals are otherwise considered approximately equal non-cost/price factors; or**
 - b. **An otherwise superior proposal is unaffordable; or**
 - c. **The advantages of a higher rated, higher cost/price proposal are not considered to be worth the cost/price premium**



Personnel Strategy Section M

- **M.4.1 The Government evaluation under the Personnel Strategy Factor will assess the risk that the Offeror will successfully meet the requirements of timely phase-in within 90 days IAW requirement of C.3.4 and maintaining an adequate work force in IAW C.1.1.**
- **Offerors credibly proposing Early Operational Readiness may be assessed as lower risk.**
- **M.4.2 The Government evaluation of proposals will consider the Program Constraints and Assumptions identified in Paragraph L.3.3 of this RFP.**



Personnel Strategy Section L

- **Volume II-Evaluation Factor 1: Personnel Strategy:**
 - **L.3.1 The JLI's four distinct time periods include: Phase-in Period, Early Operational Readiness (EOR) Period, Operational Readiness (OR) Base Period, and Operational Readiness (OR) Option period.**
 - **L.3.1.1 For purposes of Offeror proposal preparation and Government proposal evaluation, (a) Offerors shall assume the JLI positions identified in the Initial Staffing Matrix (Attachment 32) will be awarded simultaneously with the award of the JLI contract, and (b) Offerors shall form their proposals considering the Program Constraints and Assumptions identified in Paragraph L.3.4.**



Personnel Strategy Section L

- **L.3.2 The Offeror's Personnel Strategy proposal, as described in detail below, shall include:**
 - **L.3.2.2 Hiring and Retention Plan. Describe the Offeror's hiring approach for achieving full staffing at the end of the Operational Readiness Base Period. The Hiring and Retention Plan shall include:**
 - **L.3.2.2.1 Specific plans and strategy utilized, for each labor category for employing non-incumbent and incumbent personnel.**
 - **L.3.2.2.2 For each Labor Category, provide a Marketplace Compensation Analysis substantiating the realism of the Offerors proposed Total Employee Compensation to hire AND RETAIN skilled personnel meeting the minimum positional requirements, as proposed in the Cost/Price Volume submission in L.4.4.6.**



Personnel Strategy Section L

- **L.3.2.2.3 Program Adjustments.** The Offeror shall discuss plans for responding to JLI program increases and decreases in staffing requirements and changes to staffing locations within Afghanistan and Kuwait in accordance with C.3.1.1.3.
- **L.3.3.1 Completion of an Attachment 32, Initial Staffing Matrix.** Attachment 32 includes all LOE deliverable hours by labor category and by location which the Government intends to award simultaneously with the award of the JLI contract. Please note the labor categories and locations are subject to change after award. See C.3.1.1.3.
 - Attachment 32 includes embedded instructions describing all required inputs, including proposing EOR. To the extent the Offeror proposes EOR Period
- **L.3.3.2. The Phase-in Plan shall include the management resources, structure and execution strategy for oversight and management of the Phase-in effort.** The Offeror shall address the plan to hire personnel listed on the Staffing Matrix (L.3.3.1). The Offeror's Phase-in Plan shall describe all key processes, activities and events necessary to ensure a timely Phase-in
 - **L.3.3.2.1** The Offeror's Phase-in Plan shall describe all key processes, activities and events necessary to ensure a timely Phase-in.



Personnel Strategy Section L

- **L.3.3.2.2 The Phase-in Plan shall also address the transfer of Government Furnished Equipment (GFE)/Government Furnished Material (GFM) in Attachment 19 of Section J of the RFP from the incumbent.**
- **L.3.3.3 Offeror shall submit Letters of Commitment for the following labor categories and associated 11 positions.**
- **L.3.4.1 Security Clearances (C.3.2.3) and Common Access Card (CAC) (C.3.2.3.1):**
 - **Before deployment and/or performance of the SOW, all personnel must have initiated a SF-87 FBI Fingerprint Investigation and National Agency Check and Inquiry (NACI) and received a CAC, those personnel identified in Attachment 1 requiring Secret Clearances shall have at least an Interim Secret Clearance. (Approx 25 days for an Interim Secret Clearance)**
 - **All Personnel must have a CAC**



Personnel Strategy Section L

- **L.3.4.2 Camp Atterbury Individual Replacement Deployment Operation (IRDO) Camp Atterbury Individual Replacement Deployment Operation (IRDO)**
 - All contractor staff departing CONUS are required to process through the Camp Atterbury in route to the Afghanistan and Kuwait.
 - Additional details regarding IRDO can be found at the web site :
 - <http://www.campatterbury.in.ng.mil/CivilianContractorDeploymentRedeploymentInfo/tabid/1101/Default.aspx>
 - The contractor will have a minimum wait time of 14 days between the time an employee's name is submitted to the Government for an IRDO reservation and their scheduled arrival at IRDO.
 - IRDO on-site processing time is six (6) days with classes starting Sunday.
 - A maximum throughput of 175 personnel may be processed per week.



Personnel Strategy Section L

- **L.3.4.3 Government-Provided Transportation in Support of Personnel Strategy (Reference C.3.3)**
 - **L.3.4.3.1 Transportation from Kuwait to Afghanistan will be provided by the Government at no additional cost to the Contractor. Flights from the IRDO (C.3.3.2) to Kuwait will be via Military Air at no additional cost to the Offeror**
 - **L.3.4.3.2 Government transportation is required for all contractor personnel from Kuwait to Afghanistan and from Afghanistan back to Kuwait. Transportation from IRDO to Kuwait is arranged by the Government, arrival is the day after departure based on flight time and time zone shift.**
 - **For deployment from Kuwait to Afghanistan, the Government will provide transportation to performance locations for a combined 60 personnel per week for those currently in Kuwait and those arriving from IRDO/CRC. In preparing its Phase-in Plan, the Offeror shall allow seven (7) days for transport from Kuwait to all Regional Support Activities (RSAs) for MRAP.**



Personnel Strategy Section L

- **L.3.4.3.3 Government Transportation consists of the following combination of trips. Any trip not listed below is the sole responsibility of the contractor and should be considered in the Offeror's Phase-in Plan and price proposal:**
 - a. **Kuwait to Afghanistan**
 - b. **Locations within Afghanistan**
 - c. **Afghanistan to Kuwait**
 - d. **IRDO to Kuwait**
 - e. **Kuwait to IRDO**



Personnel Strategy Section L

- **L.3.4.4 Housing In-Theater (Reference C.3.9)**
 - **The Government will provide housing for personnel in Afghanistan if facilities are available. The type of housing will vary depending on location assignment. The Contractor may share housing with the incumbent until such time as the incumbent departs. The Contractor shall be responsible for housing in OCONUS (Kuwait locations); this shall be considered in the Offeror's Phase-in Plan.**
- **L.3.4.5 Phase-in Overlap**
 - **Once the Offeror arrives at the performance location there will be an overlap with incumbent personnel during which incumbent personnel and the Offeror's personnel will be working on the same program. This overlap applies to all performance locations and will ensure there are no disruptions in service. The overlap will be for a minimum of one (1) day, and maximum of one (1) week with the exception of the GFE/GFM accounting which the Government estimates may take 30 days for the entire process. The contractor shall propose the overlap time required by labor category and location in its Phase-in Plan.**



Personnel Strategy Section L

- **L.3.4.6 Performance Locations:**
 - **The breakout of personnel required by site for the Phase-in period is listed in Attachment 1, Manpower Distribution.**
- **L.3.4.7**
 - **The contractor shall be in place, fully staffed, and conducting compliant operations IAW SOW Paragraph C.3.4.1 at all locations within 90 days.**



Section L and M Cost/Price

- **For presentation purposes Section L/M Cost Price will be discussed last.**
- **Please note that this does not reflect the relative importance of the evaluation factors**



Section M Experience

- **M.6 EVALUATION FACTOR 3: Experience**
 - **M.6.1 The Experience Factor will assess the performance confidence that the prime Offeror, and any proposed subcontractor's will, based upon the extent and relevance of recent experience applicable to the Offeror's ability to successfully perform the required effort.**
 - a. **Offerors without a record of recent and relevant Experience will be rated as No Confidence.**
 - b. **A higher rating will be assigned to Offerors who have relevant and recent Experience described in L.5.2 (a-d).**
 - c. **A higher rating may be assigned to Offerors who have Experience in Afghanistan.**



Section L : Experience

- **Volume IV-Evaluation Factor 3: Experience**
 - **L.5.1.1 For the Experience Factor, provide information on recent and relevant contracts for (i) you, and (ii) your proposed Subcontractor(s)**
 - **The Offeror shall only submit a grand total of up to eight (8) recent and relevant contracts**
 - **The Offeror shall only submit those recent and relevant contracts for itself and its Subcontractor(s) for efforts that it proposes to be performed by the Offeror and its Subcontractor(s) on the MRAP JLI effort**
 - **Recent includes performance of contracts occurring within approximately three (3) years of the date of issuance of this RFP**
 - **The Offeror shall briefly describe the specific work activity to be performed by itself, as the prime Offeror, and by each of its significant partners/subcontractors/teammates**



Section L : Experience

- **Relevancy Tests:**
 - **Performance of work in Theater in Southwest Asia (SWA) with 100 or more employees, C.1.3.1. For the purpose of this contract, SWA is defined as Afghanistan and Kuwait.**
 - **Operation of SAMS-E2 systems. See Paragraph C.3.11.1.1 and C.3.11.1.2.**
 - **Supply Management as required in C.3.11.2.2 and C.3.11.2.3 at an average number of parts ordered per month of 20,000 (2,000/location) and at an average number of 1,335 GFE items stocked at each location.**
 - **Transportation and Retrograde activities. Planning and executing international shipments of secondary and major items (C.3.11.4.2.) and Retrograde of material. Estimated number of shipments at (number to be added) per month. See Paragraph C.3.11.4.2.2.**
 - **Operations Planning Cell. Experience in maintaining and updating the Common Operation Picture Reports. (See paragraph C.13.12.1.4) and asset tracking and Strategic Planning. (See Paragraph C.3.12.6.)**



Section L : Experience

- **Environmental, Safety and Occupational Health (ESOH). Experience (See paragraph preparation, staffing, implementing, surveying, and implementing corrective action process for all of the ESOH programs identified in Paragraphs C.3.10.2.1.1, C.3.10.2.2.1. C.3.10.2.2.3 and C.3.10.2.2.5 of the SOW.**
- **Attachment 31, Experience Relevance Matrix shall be completed and submitted in Volume IV, Experience Factor.**
 - **Any brief narrative provided in the matrix itself will not be sufficient to constitute as a substitute for the narrative required discussing the experience factor as required by L.5.3 (i) above.**
- **Failure to provide the information requested under paragraph L.5.3 (a-i), so that the Government may evaluate the recency and relevance of offered experience may result in a lower rating**



Section M Small Business

- **M.7 EVALUATION FACTOR 4: SMALL BUSINESS PARTICIPATION**
 - **M.7.1 The Government will evaluate the extent of small business participation in terms of the percentage of total estimated costs including the Government plug number for Material, ODCs and Travel that the Offeror credibly proposes to subcontract to U.S. small business (SB) concerns in the performance of the contract. For the purpose of this evaluation, the extent of Offeror (or joint venture partner/teaming arrangement) participation in proposed contract performance, where the Offeror is a U.S. small business concern, for the NAICS code applicable to this solicitation, will also be considered small business participation.**



Section M Small Business

- **M.7 EVALUATION FACTOR 4: SMALL BUSINESS PARTICIPATION**
 - **M.7.2 The evaluation will consist of the following:**
 - a. **The extent to which the proposal identifies participation by U.S. small business concerns to achieve the Governments goals listed below for SB and SDB subcontracting (to include, as described above, the participation of the Offeror if it is a U.S. small business concern). The extent of participation of such concerns will be evaluated in terms of the percentage of the total estimated contract value (to include, as described above, the extent of participation of the Offeror if it is a U.S. small business concern). The Governments subcontracting goals for small business participation are:**
 - 33% for SBs
 - 5.0% for SDBs
 - b. **An assessment of the probability that the Offeror will achieve the levels of small business participation identified in the proposal.**



Section L Small Business

- **ALL Offerors, including Offerors who are themselves U.S. small business concerns based on the NAICS code assigned to this requirement, are required to complete Attachment 33, Small Business Participation Factor Submittal. The Attachment contains detailed instructions for filling out each tab in the file, including instructions for Offerors proposing as joint ventures or members of teaming agreements.**
- **Offerors are responsible for including sufficient detail to permit a complete evaluation under the Small Business Participation Factor Volume. Any information provided as part of the Small Business Participation Factor Volume may be used to correlate the evaluation of the other proposal volumes.**
- **L.6.3.2.1: Offerors shall provide pertinent information about the small business prime and 1st tier small business subcontractors that are planned to be utilized for the contract**
- **The information provided should be consistent with the information provided in other proposal volumes and with the offeror's subcontracting plan (for offerors who are other than small business)**



***Mine Resistant Ambush Protected (MRAP) Contract
Joint Logistics Integrator (JLI)
Pricing***

Sean Kennedy

Cost / Price Analyst

Army Contracting Command – MRAP

Fahim Khatri

Cost / Price Analyst

Army Contracting Command – MRAP



Cost / Price Section M

- **Reasonableness (Applicable to CPFF and FFP)**
 - **A cost / price is reasonable if, in its nature and amount, it does not exceed that which would be incurred by a prudent person in the conduct of competitive business**

- **Cost Realism (Applicable to CPFF only)**
 - **Determine the most probable cost to the Government**
 - **May differ from the proposed cost and is determined by adjusting the Offeror's proposed cost to reflect any additions or reductions in cost elements to realistic levels**

- **Will be used in a trade-off evaluation to determine best value**



Pricing

- **The Offeror is to Provide:**
 - **L.4.3 Offerors Cost Price Proposal**
 - **L.4.3.3 Roadmap**
 - **L.4.4 Completed Government Standardized Spreadsheets**



Pricing

- **Electronic Proposal:**
 - **For the Cost/Price Factor Volume, spreadsheet documents must be submitted in Microsoft Excel 2003/2007**
 - **Submit a live, unprotected file that includes all formulas, macros, and computations that calculate out to the proposed amounts.**
 - **Printed or scanned images of spreadsheets, files containing only values, or "read only" files are not acceptable.**



Pricing

- **Roadmap:**
 - **The prime contractor and all subcontractors proposing deliverable hours shall provide the calculations showing the translation of the Offerors' proposed costs to the Government provided spreadsheets (Attachment 36 and Attachment 37).**
 - **The Offerors and its subcontractors proposed costs provided in its/their own format shall be equal to the Government standardized spreadsheets except for minor rounding differences.**



Pricing

- **Attachments 36 & 37 represent the Government Standardized Spreadsheets**
- **The prime contractor shall complete the spreadsheets shown in Attachment 36.**
- **Each subcontractor providing deliverable hours shall complete Attachment 37**
 -



Pricing

- **“Sanitized” information, as referenced in both Attachment 36 & 37 is defined as excluding any proprietary information.**
- **“Unsanitized” information, as referenced in both Attachment 36 & 37 is defined as including all information, including proprietary information.**



U.S. Army Contracting Command

Attachment 36		Attachment 37	
Workbook Contents:		Workbook Contents:	
Worksheet Instructions	**	Worksheet Instructions	**
SUMMARY (Section B)		Phase-In Sub	*
SUMMARY (by Program)		Individual Sub form (Sanitized)	
SUMMARY (Prime & Sub Sum)		Labor (Sub unsanitized)	*
COST RATE BY LABOR CATEGORY			
TOTAL SUB COST			
Prime form(Sanitized)			
Requirement check			
LABOR (Prime)	*		
Phase-In FFP	*		
MATERIAL (Prime)	*		
ODC (Prime)	*		
TRAVEL (Prime)	*		
SUB SUM (Prime Populates)	*		
Check Totals			
Check Totals by POP			
Contract Administration			
* These workbook sheets require prime and/or subcontractor fill-ins.			
** These workbook sheets provide instructions on how to input fill-ins.			
All remaining workbook sheets will populate by formulas using links to other sheets in this workbook.			



Pricing

- **Phase-In is Firm Fixed Price (FFP).**
- **Although the Phase-In worksheets on Attachments 36 & 37 only have FFP inputs and do not have detailed cost breakdown inputs required, the Offerors proposal should include detailed cost element breakouts of what the FFP is comprised of.**
- **Detailed supporting information of each proposed cost element should also be provided along with the proposal.**



Subcontractor Pricing

- **Attachment 37 sheet entitled “Individual Sub form (Sanitized)” can be copied and pasted into Attachment 36 sheet entitled “SUB SUM (Prime Populates)” if the prime contractor is using one subcontractor. The prime may add material handling on this sheet if applicable.**
- **If the prime contractor has multiple subcontractors, the totals of each subcontractor’s hours, costs, and, fees from each subcontractors Attachment 37 should be summed and input into Attachment 36 sheet entitled “SUB SUM (Prime Populates).” Details should be provided supporting the addition of each individual subcontractor input and how this ties into Attachment 36.**



Attachment 36: Requirement check Worksheet

- **Established for the purpose of verifying that the sum of prime offeror's data [from Prime form(Sanitized)] and subcontractor data [from SUB SUM (Prime Populates)] fulfill the RFP Requirement provided by the Government.**
- **No Offeror input shall be manually inserted into this worksheet.**
- **This worksheet will be populated by formulas including using links to other worksheets in this workbook.**



Attachment 36: Contract Administration Worksheet

- **This worksheet will be populated by formulas including using links to other worksheets in this workbook.**
- **Calculates a weighted average estimated cost rate per hour and fixed fee per hour for all ordering periods based on the Offerors proposed costs and the labor hours provided for three locations (Afghanistan, Kuwait, and CONUS).**
- **These rates will be utilized on the awarded contract.**



Pricing Summary

- **The Offeror is to Provide:**
 - **L.4.3 Offerors Cost Price Proposal**
 - **L.4.3.3 Roadmap (translation of Offerors format to Government format)**
 - **L.4.4 Completed Government Standardized Spreadsheets**
- **L.4.3.2.3 Supporting data and rationale shall be in sufficient detail to enable the Government to evaluate the reasonableness and realism of the Offeror's proposed costs and pricing.**
- **Cost / Price Reasonableness and Cost Realism evaluation will be used in the trade-off evaluation to determine the best value in accordance with Section M.**



Attachment 32

STAFFING MATRIX



Staffing Matrix Attachment 32

- Instructions tab
- Staffing Matrix tab
 - Row 2 – Column Titles
 - Row 3-6 – Brief Column Instructions

	A	B	C
1	ATTACHMENT 32-STAFFING PLAN MAT		
2	<u>Labor Category</u>	<u>Contract Performance Location</u>	<u>Site Locations</u>
3			
4			
5		No Entry by Contractor	No Entry by Contractor
6			
7			
8	Sample fill-ins:		
9	Logistics Technician, Level II	Afghanistan	Kandahar
10	Logistics Technician, Level II	CONUS	CONUS
11	Program / Project Manager, Level I	Kuwait	MSF
12			



	R	S	T	U	V
	<u># of hours in Phase In</u>	<u># of Work days in EOR</u>	<u># of hours in EOR</u>	<u>Total Hours</u>	<u>Self Check for IRDO-Day of week</u>
	Contractor Fill In	Automatically Calculated	Automatically Calculated	Automatically Calculated	Automatically Calculated- Shows the day of the week IRDO Arrival is scheduled for. Must be a Saturday
	360	58	696	1,056	Sat
	48	56	448	496	
	260	50	497	757	Sat



Staffing Matrix Attachment 32

- **Government will provide and pre-populate in Attachment 32:**
 - **Labor Category**
 - **Contract Performance Location (Afghanistan, CONUS, Kuwait)**
 - **Site Location (Leatherneck, MSF, etc)**
- **Other Cells will require the Offeror to fill in specific information (labor hours, dates, etc) based on certain events outlined in the instructions**
- **Cells that do not require contractor entry will be auto-calculated based on the contractor entries and based on 90 days from anticipated contract award**



Staffing Matrix Attachment 32

- **Used to evaluate the Offeror's approach for hiring qualified personnel in accordance with the solicitation**
- **Labor hours proposed for the labor categories outlined in Attachment 32 for Phase-In should coincide with the Offeror's FFP Phase-In proposed labor hours for these categories**
- **Labor hours proposed for Early Operational Readiness (EOR) should coincide with labor hours proposed in Attachments 36 and 37 for EOR**



Special Provisions

PRESENTER:

Dawn VanHulle

Contracting Officer



SPECIAL PROVISIONS

NOTE: Below are synopsis of pertinent provisions, please read solicitation for complete description of all provisions.

- **H. 1 Level of Effort (Cost Reimbursement) –** The maximum number of labor hours to be ordered under this contract is 2,323,063 labor hours including all option hours if exercised. The total composition of the labor hours by labor category is provided in Attachment 32, Initial Staffing Matrix.
- **H.1.2** During the life of the contract, including the EOR, OR Base and OR Option Period 1 and Option Period 2 (if exercised) the Government may award CLINs up to the maximum number of labor hours 2,323,063. During the life of this contract, the Government has the unilateral right to increase the number of labor hours, material, travel, and other direct costs (ODCs) for the various CLINs. An increase in the number of hours may require an increase in personnel. The Government has the unilateral right to increase the number of labor hours, materials, travel and ODCs throughout the life of the contract.



SPECIAL PROVISIONS

- **H.1.4: The CLINs will be associated with Attachment 32, which will specify the required labor categories, labor hours, and performance locations by country. The PCO is the only authorized Government representative to change the requirements as set forth in Attachment 32.**
- **H.1.5: The Government will estimate the cost of the labor hours per CLIN using the labor rates provided in Attachment 36 for each of the labor categories, performance locations and hours specified in Attachment 32.**
- **H.1.6: To determine the total fixed fee per CLIN, the Government will multiply the calculated Fixed Fee rate per hour found in Attachment 36 by the amount of hours required in Attachment 32.**



SPECIAL PROVISIONS

NOTE: Below are synopsis of pertinent provisions, please read solicitation for complete description of all provisions.

- **H.1.7:** The Government will award CLIN(s) for material, travel and ODCs required for the applicable period of performance. These costs will be non-fee bearing and will be based on the Governments estimates of the costs required for the applicable period of performance for the associated labor CLIN(s).
- **H.2.3:** The Contractor is entitled to fee on hours expended only regardless of the hours awarded on the contract



SPECIAL PROVISIONS

- **H.4.1 Option to Exercise Additional Hours: The exercise of additional hours may occur in the base period and/or option period. In no event shall the exercise of option hours in both the base and option periods exceed 2,323,063 labor hours.**
- **H.4.1.1 A pool of 2,323,063 hours is established (see H.1.1), which represents the cumulative amount of hours available for the life of the contract. The Government may utilize the available pool of hours at any time from DACA until the total available hours are expended or expiration of the period of performance, whichever occurs first.**



Proposal Submission

**PRESENTER:
HELEN SMITH
CONTRACT SPECIALIST**



Proposal Submission

L.1.2 The Offeror's proposal shall be submitted in five (5) separate volumes. The set of volumes shall be clearly labeled and in separate binders as follows:

- **Volume 1: Proposal Terms and Conditions.....L.2.0**
- **Volume 2: Personnel Strategy Factor.....L.3.0**
- **Volume 3: Cost/Price Factor.....L.4.0**
- **Volume 4: Experience FactorL.5.0**
- **Volume 5: Small Business Participation Factor.....L.6.0**



Proposal Submission

- **L.1.3 Offerors are required to submit both electronic and paper copies of their proposals**
 - **L.1.3.1 Electronic copies**
 - **For each volume, submit four (4) identical copies of the proposal on CD-ROM or DVD utilizing Microsoft (MS) Word, MS Excel, MS PowerPoint, MS Project, MS Access, OpenPlan or searchable (non-scanned) PDF compatible formats**
 - **All MS files shall be 2003/2007 compatible**



Proposal Submission

- **L.1.3.3 Each CD-ROM or DVD shall be labeled so that it is easily identifiable for evaluation purposes (example Personnel Strategy Volume, Set 1 of 4, CD 1 of X), and shall also include the Offeror's name and the RFP number**
 - **Each volume shall include a (i) title page, (ii) table of contents, and (iii) list of tables and figures**
 - **Each page of the proposal shall be numbered, and each paragraph of the proposal shall have a reference number**
 - **List all attachments and substantiating data in the table of contents under the specific sub-factor (if applicable) it supports**
- **L.1.3.2 Paper Copies: Submit three (3) identical sets of paper copies of each volume**
- **L.1.3.4 The electronic proposal copies and paper proposal copies shall be identical**



Proposal Submission

- **L.1.4 Submission Due Date No later than 1:00 PM ET on XX XXX XXXX.**
- **L.1.5 Proposals delivered in response to this RFP, whether hand-carried or submitted via U.S. mail, shall be addressed as follows:**
 - **US Army TACOM
MRAP FOV JLI PROPOSAL
Bid Lobby, Mail Stop 303
6501 E. Eleven Mile Rd.
Warren, MI 48397-5000**
 - **RFP Number: W56HZV-12-R-0034
XX XX 2012, 1:00 PM ET**
 - **TO BE DELIVERED UNOPENED**
 - **(Offeror's name)**



Proposal Submission

- **L.1.6 Method of Submission**
 - **Proposals may either be hand-carried or submitted via US mail**
 - **Hand-carried submissions include proposals delivered by commercial carriers such as FedEx, UPS or services other than the US Postal Service**
 - **Hand-carried proposals must be delivered to the Detroit Arsenal (DTA) Mail Handling Facility (Building 255) between the hours of 8:00 AM and no later than 1:00 PM ET**
 - **The package(s) will be dated and time stamped at the Mail Handling Facility and the Government will be responsible for forwarding the package(s) to the appropriate personnel**
 - **If the proposal is hand-carried by other than a commercial carrier, the delivery person (even if an employee of the Offeror) must be a US citizen, and must obtain a signed receipt, indicating date and time of delivery, from Mail Handling Facility personnel.**
 - **Offerors are cautioned that it may be necessary for the delivery person to obtain a visitors badge prior to being allowed to enter the installation. Due to security procedures, delays are probable at the entry point and Offerors must plan to accommodate them.**



Proposal Submission

- **Volume I-Proposal Terms and Conditions**
 - **This volume shall include the SF 33 (RFP) Sections A-K (with all fill-ins completed) and Small Business Subcontracting Plan (This does not apply to U.S. Small Business firms)**
 - **L.2.1 Submit two (2) signed copies of the Standard Form 33 (SF33) cover page and a copy of all completed fill-ins for Sections A through K, including all signed copies of Amendments, if applicable, to the RFP**
 - **L.2.3 A statement specifying agreement with all terms, conditions, and provisions included in the solicitation or any exceptions**



Proposal Submission

- **L.2.4 Offerors other than US Small Business concerns shall submit an acceptable small business subcontracting plan in accordance with Department of Defense FAR Supplement (DFARS) 252.219-7003 and provide this plan as part of the proposal submission**
- **L.2.5 DCMA Approved Accounting System If an Offeror does not currently have a DCMA Approved Accounting System, the Offeror shall provide the reason for this as well as documentation demonstrating when an approved system will be in place**
- **L.2.6 Facility Security Clearances. Include documentation demonstrating, as applicable, that the Offeror and Subcontractors have a Facility Clearance certification.**