

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

1. Contract ID Code
Firm-Fixed-Price

Page 1 Of 10

2. Amendment/Modification No.

0004

3. Effective Date

4. Requisition/Purchase Req No.

SEE SCHEDULE

5. Project No. (If applicable)

6. Issued By

TACOM WARREN BLDG 231
AMSTA-AQ-ATBD
BERTRAM SCOTT (586) 574-6232
WARREN, MICHIGAN 48397-5000
HTTP://CONTRACTING.TACOM.ARMY.MIL
EMAIL: SCOTTBT@TACOM.ARMY.MIL

Code W56HZV

7. Administered By (If other than Item 6)

Code

SCD PAS ADP PT

8. Name And Address Of Contractor (No., Street, City, County, State and Zip Code)

9A. Amendment Of Solicitation No.

DAAE07-03-R-S196

9B. Dated (See Item 11)

2003OCT08

10A. Modification Of Contract/Order No.

Code

Facility Code

10B. Dated (See Item 13)

11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS

The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers

is extended, is not extended.

Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing items 8 and 15, and returning 2 signed copies of the amendments; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. **FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER.** If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. Accounting And Appropriation Data (If required)

13. THIS ITEM ONLY APPLIES TO MODIFICATIONS OF CONTRACTS/ORDERS

It Modifies The Contract/Order No. As Described In Item 14.

A. This Change Order is Issued Pursuant To: The Changes Set Forth In Item 14 Are Made In The Contract/Order No. In Item 10A.

B. The Above Numbered Contract/Order Is Modified To Reflect The Administrative Changes (such as changes in paying office, appropriation data, etc.) Set Forth In Item 14, Pursuant To The Authority of FAR 43.103(b).

C. This Supplemental Agreement Is Entered Into Pursuant To Authority Of:

D. Other (Specify type of modification and authority)

E. IMPORTANT: Contractor is not, is required to sign this document and return _____ copies to the Issuing Office.

14. Description Of Amendment/Modification (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)

SEE SECOND PAGE FOR DESCRIPTION

Except as provided herein, all terms and conditions of the document referenced in item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. Name And Title Of Signer (Type or print)

16A. Name And Title Of Contracting Officer (Type or print)

15B. Contractor/Offoror

15C. Date Signed

16B. United States Of America

16C. Date Signed

(Signature of person authorized to sign)

By

(Signature of Contracting Officer)

NSN 7540-01-152-8070
PREVIOUS EDITIONS UNUSABLE

30-105-02

STANDARD FORM 30 (REV. 10-83)
Prescribed by GSA FAR (48 CFR) 53.243

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MOD/AMD 0004

Name of Offeror or Contractor:

SECTION A - SUPPLEMENTAL INFORMATION

1. Amendment 0003 is null and void.

2. This Amendment 0004 adds the below sentence to:

a. Section L: the below sentence is added at the bottom of Paragraph L.5.1

b. Section M: in 3.2, the below sentence is added to the beginning of the paragraph that currently starts "For Evaluation of Delivery Schedule".

Below is the sentence added to both sections.

When addressing performance risk, the Government will focus its inquiry on the offeror's and significant subcontractors' record of performance as related to contract requirements and objectives including (1) technical (contractor's ability to produce in accordance with technical requirements such as a TDP, performance description, etc.), (2) delivery, and (3) customer satisfaction.

3. All other terms and conditions of the Solicitation remain unchanged.

*** END OF NARRATIVE A 005 ***

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Name of Offeror or Contractor:

SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS

PROPOSAL INSTRUCTIONS

L.1 Proposal Instructions and Content

a. Proposals shall be submitted electronically in the format and quantities set forth below. All proposals shall be in English (American Standard) language. All proposals shall be in US dollars. In preparing proposals, the Offeror shall cross-reference its response within each section of the proposal to the pertinent evaluation criteria in Section M. In the case where a proposal response would become duplicative of a response previously given, the proposal shall reference and not restate the information. Each section of the proposal shall be separable to facilitate review by the Government. Your proposal shall include all information specified and address all requirements outlined in Section L.

b. The Offeror's proposal/offer as required by this section shall be evaluated as set forth in Section M of this solicitation.

c. The proposal shall be submitted in four (4) separate volumes/electronic folders. The volumes/electronic folders shall be identified with the offerors name and RFP number and clearly labeled as:

Volume I, Certifications/Representations, 3 electronic copies (CDs)

Volume II, Production Capability Area, 3 electronic copies (CDs)

Volume III, Past Performance Area, 3 electronic copies (CDs)

Volume IV, Price Area, 3 electronic copies (CDs)

d. Volumes I, II and III shall utilize the Windows 95 (or higher) version of Microsoft Word or compatible software. Volume IV (Price Area Proposal) shall use Microsoft Excel Version 5 (or higher) or comparable software. All volumes shall be in separate electronic files and shall be appropriately labeled.

Please note that submission of the Past Performance Proposal Volume is requested 15 days prior to the formal RFP closing date specified in Block 9 of page 1.

L.2 Volume I Certifications/Representations:
(3 Electronic Copies)

In this Volume offerors will provide:

a. One copy of an SF 1449, Solicitation/Contract/Order For Commercial Items, appropriately completed and signed by a person authorized to sign proposals, quotations, or proposals on behalf of the offeror. Include completed fill-ins of SF 1449 Blocks 12, 17, 17b, 30a-c.

b. Proposed Contract Line Item Prices inserted in the appropriate spaces in the matrices at the end of Section B, of the RFP, for each priced contract Line Item Number (CLIN) and sub-CLIN.

c. One copy of this solicitation with all fill-ins completed.

d. Any failure or refusal by the offeror to assent to any of the terms and conditions of this RFP, or any imposition of conditions, or any material omission in an offer, may constitute a deficiency (See FAR 15.301), which will make the offer unacceptable. A deficiency may be corrected through discussion; however, the Government intends to award a contract without discussions, as permitted by FAR 15.306(a). Therefore, offerors are warned to consult with the Contracting Officer before submitting an offer that takes exception to any term or condition of this RFP. The Government reserves the right to conduct discussions and to permit offerors to revise their proposals.

e. You are urged to examine this solicitation in its entirety to ensure that your proposal contains all necessary information, provides all required documentation, and is complete in all respects. Contact the Contracting Officer or the person listed in Blocks 7A-B of page 1 by telephone or email (Block 9) if you do not understand these instructions.

L.3 Conduct of Discussions:

This RFP includes FAR Provision 52.212-1 Instructions to Offerors - Commercial Acquisition, which advises that the Government intends to award without Discussions. Given the intent to award without Discussions, exchanges with offerors would be limited to those exchanges described in FAR 15.306(a). Therefore, it is vitally important that the Offeror's proposal as submitted at the time of RFP closing, be complete, comprehensive and fully address all proposal preparation instructions contained herein.

L.4 Volume II Production Capability Area:
(3 Electronic Copies)

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Name of Offeror or Contractor:

L.4.1 The offeror shall prepare a Production Capability Area proposal addressing (a) Manufacturing Facilities, (b) Key Tooling and Equipment, (c) Production Approach, and (d) Time Phased Critical Path as described in L.4.2 (a-d) below. For proposal preparation and evaluation purposes, the offeror shall prepare its proposal based on the following delivery order assumptions:

L.4.1(a) Test Articles Delivery Order Deliveries:

- 1) Deliver six (6) test trailers (4 each M1102 Cargo and 2 each Heavy Chassis) 150 days after receipt of order (DARO)
- 2) Deliver six (6) HMMWV Crossmember Reinforcement Kits 120 DARO

L.4.1(b) Initial Production Articles Delivery Order Deliveries:

- 1) Deliver a low rate initial production of cargo trailers as follows:
 - 10 per month 180-240 DARO (10 per month for 3 months)
 - 20 each, 270 DARO
 - 48 each, 300 DARO
 - 72 each, 330 DARO
 - 80 per month 360-480 DARO (80 per month for up to 5 months)
- 2) Deliver 712 cross-member kits within 365 DARO

L.4.1(c) Estimated Monthly Production Delivery Order Deliveries:

- 1) Manufacture an estimated monthly production rate of trailers as follows:

<u>1st Order Year</u>	<u>2nd Order Year</u>	<u>3rd Order Year</u>	<u>4th Order Year</u>	<u>5th Order Year</u>
116	110	156	224	248

Note: (The estimated monthly production rate is derived from the total estimated ordering year quantities for the Family of LTTs (M1101, M1102 and Heavy Chassis). The maximum monthly production rate is 300 trailers, as identified in paragraph 52.242-4457, Delivery Schedule for Delivery Orders.)

- 2) Manufacture an estimated monthly production rate of HMMWV Crossmember Reinforcement Kits as follows:

<u>1st Order Year</u>	<u>2nd Order Year</u>	<u>3rd Order Year</u>	<u>4th Order Year</u>	<u>5th Order Year</u>
117	144	129	299	205

(Note: The estimated monthly production rate is derived from the total estimated ordering year quantities for the HMMWV Crossmember Reinforcement Kits.)

- 3) Manufacture an estimated monthly production rate of TQG Kits as follow:

<u>1st Order Year</u>	<u>2nd Order Year</u>	<u>3rd Order Year</u>	<u>4th Order Year</u>	<u>5th Order Year</u>
29	15	44	54	71

(Note: The estimated monthly production rate is derived from the total estimated ordering year quantities for the TQG Kits.)

L.4.2 Offerors are required to submit the following information in support of this area:

(a) Manufacturing Facilities (only provide the below specified information with respect to your approach to manufacturing facilities for the Initial Production Articles deliveries, described in L.4.1(b) above, and for the estimated Monthly Production Quantities, described in L.4.1(c) above):

Identify the proposed facility (ies) specifically intended for use in the production of Light Tactical Trailers. Provide the dimensional size of all structures, storage areas, lots, test facilities, open areas, and shipping receiving areas. Offeror must distinguish between existing facilities and proposed plans to obtain facilities. Provide a milestone schedule for any new facility construction, and identify the size and capacity of the new facility and any impact that the new facility construction may have on the proposed production schedule. If you plan to use subcontractor support, address the above details with regard to subcontracted effort.

(b) Key tooling and equipment (provide the below specified information with respect to your tooling and equipment approach for Test Articles as described in L.4.1(a) above, for the Initial Production Articles as described in L.4.1(b) above, and for the estimated Monthly Production Quantities, to include the maximum monthly production rate of 300, as described in L.4.1(c) above):

Identify the key tooling and equipment required in production of the Light Tactical Trailers and categorize the

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equipment and tooling in accordance with its proposed use. Offerors must distinguish between existing tooling and equipment and proposed plans to obtain tooling and equipment. Provide milestones for the operational availability of all key tooling and equipment. Address any problems that the availability of equipment may have on production and how you will remedy that problem. If you plan to use major subcontractor support, address the above details with regard to subcontracted effort.

(c) Production Approach (provide the information specified below with respect to your production approach for the Initial Production Articles deliveries as described in L.4.1(b) above, and estimated Monthly Production Quantities for each of the five ordering years, as described in L.4.1(c) above):

Describe your proposed production facility (ies) layout to accommodate the maximum daily production rate for the trailer, HMMWV Crossmember Kits and TQG Kits. The layout should identify the progressive physical flow of hardware within the proposed production site(s). The progressive physical flow shall detail the flow process from the point of material receipt and storage through sub-assembly work, final trailer assembly, paint, test, prep and ship. Explain your production plan to accommodate the first order year estimated monthly quantity of 116 trailers per month. Explain the changes in your production plan that are required to accommodate the estimated increase in monthly production in the fourth (224 trailer per month) and fifth (248 trailers per month) ordering years. In addition, explain how your production plan would accommodate a surge in production to include the maximum production quantity of 300 trailers per month, if required.

(d) Time Phased Critical Path (provide the below specified information with respect to your time phased critical path approach for Test Articles as described in L.4.1(a) above, and for the Initial Production Articles as described in L.4.1(b) above. This will require two separate TPCPs)::

Provide a Time Phased Critical Path (TPCP) of key events necessary to ensure the timely delivery of trailers conforming to the TDP. The Time Phased Critical Path, to include specific milestone dates for every event identified, should include but is not limited to:

1. Issuance of Purchase orders for Long Lead Time Items (LLTIs) and source controlled items. Provide a list of at least 5 each of the major long lead time items and source controlled (approved source of supply) items. If you plan to qualify a different part number from the one that is currently restricted to an approved source, include the proposed milestones to accomplish this in the TPCP.
2. Facilitation activities (if any)
3. Receipt of LLTI and source- controlled Material
4. Assembly time (broken down to include times for individual major component assembly)
5. Paint
6. Testing
8. Final Preparation and Acceptance

L.5 Volume III Past Performance Area
(3 Electronic Copies)

Offerors are requested to submit the Past Performance information required below, 15 days prior to the formal RFP closing date specified in Block 8 of Page 1. The basic information submitted may be supplemented up until the closing date of the RFP or any extension of that date. While compliance with this request is not mandatory, it will help the Government expedite the evaluation process once offers have been received. If the offeror plans to submit an offer but cannot comply with this request, please notify Bertram Scott by e-mail at scottb@taacom.army.mil <<mailto:scottb@taacom.army.mil>>

L.5.1 Provide information for your recent, relevant contracts, and those of your proposed significant subcontractors, including Federal, State, and Local government and private industry contracts. Significant subcontractors are subcontractors, exclusive of raw material or component suppliers, whose total work contributions exceed 50% of the total proposed price. Recent contracts are those with any performance that has taken place approximately within the three (3) years prior to the date this solicitation was issued.

Relevant contracts are those that are similar in scope (products and/or processes) to the requirements of this solicitation. Highly relevant contracts will tend to include the following:

1. Manufacturing in accordance with a Technical Data Package
2. Monthly production quantities that reflect the capability to manufacture the quantities required by this solicitation
3. Manufacturing experience with aluminum extrusions, aluminum welding, forming, stamping, bending and aluminum riveting.
4. Producing a trailer or similar item with dissimilar metals and protecting dissimilar metals against galvanic corrosion.

When addressing performance risk, the Government will focus its inquiry on the offeror's and significant subcontractors' record of performance as related to contract requirements and objectives including (1) technical (contractor's ability to produce in accordance with technical requirements such as a TDP, performance description, etc.), (2) delivery, and (3) customer satisfaction.

L.5.1.1 For each of your recent, relevant past contracts, you should provide the following information. It is important to provide complete information.

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Name of Offeror or Contractor:

- (a) Contract Number
- (b) Contract Type.
- (c) Award Price.
- (d) Production Quantities and rate of production.
- (e) Overall dates of contract performance.
- (f) Identification of Customer.
- (g) Final, or projected final, Price.
- (h) Original contract delivery schedule requirements.
- (i) Identify your (and any partners or significant subcontractors) CAGE and DUNS number.
- (j) Government or commercial contracting activities address, e- mail address, telephone number and point of contact information (for Government contracts include the Contracting Officer (PCO) and Administrative Contracting Officer (ACO) information).
- (k) Identify in specific detail why or how you consider the historical contract effort to be relevant or similar to the requirements of this solicitation. Provide a description of the scope of work requirements and a discussion of similarities between the contract scope you are reporting and the scope of this solicitation, to include each of the following:
 1. Manufacturing in accordance with a Technical Data Package
 2. Monthly production quantities that reflect the capability to manufacture the quantities required by this solicitation
 3. Manufacturing experience with aluminum extrusions, aluminum welding, forming, stamping, bending and aluminum riveting.
 4. Producing a trailer or similar item with dissimilar metals and protecting dissimilar metals against galvanic corrosion.
- (l) For any reported contracts that did not or do not meet the original contract requirements with regard to cost, schedule or technical performance, provide a detailed explanation of the reasons for such shortcomings and any corrective actions taken to fix the problem and avoid reoccurrence.
- (m) Provide a brief narrative explanation that describes the objectives achieved to date on each contract. This includes the extent to which contract technical and schedule requirements have been met. If it is a U.S. Government contract, the offeror shall also provide a copy of any Cure Notices or Show Cause Letters received on each contract listed and a description of any corrective action taken by the offeror.

L.5.1.2 Cancellations or Terminations: Identify any recent contracts (in the last 3 years) which have been terminated or cancelled for any reason, in whole or in part, to include those currently in the process of termination and those not similar to the proposed effort. Include prime contracts, contracts under which you were a subcontractor and any of your major subcontractors' contracts. Provide the information requested above for any of these contracts. If there were no terminations or cancellations, please state that. The contractor shall list each time the delivery schedule was revised and provide an explanation of why the revision was necessary.

L.5.1.3 Corporate Entities: If any contract was performed by a corporate entity or division other than the corporate entity or division that would perform the work under this solicitation, please identify them and indicate to what extent those entities will perform work under this effort. If they have relocated or changed ownership since performance of the listed efforts, please describe any changes in terms of personnel, facilities or equipment, from those expected to perform this effort.

L.5.1.4 Key Personnel: If you have limited or no recent or relevant past performance, but have key personnel who will be playing a significant role in this contract performance and who have had significant and similar responsibilities in conjunction with recent, relevant contracts or subcontracts with a previous employer, we may consider this experience in our evaluation of performance risk. In order for us to consider such experience, please identify these key personnel, their roles and responsibilities for their previous employer and their roles and responsibilities as planned for the current solicitation requirement. Also provide similar information to that identified in L.5.1.1 above, for the recent, relevant contracts of the predecessor company.

L.5.1.5 Predecessor Company: Likewise, if you or a significant subcontractor only have relevant and recent performance history as part of a predecessor company, we may consider that past performance in our evaluation of performance risk. Please provide the information identified in L.5.1.1 above and the Paragraphs addressing "Cancellations or Terminations" and "Corporate Entities", for those recent, relevant contracts of that predecessor company.

We may use data you provide and data we gather independently from other sources to evaluate past performance. Since we may not interview all the sources you provide, it is incumbent upon you to explain all the data you provide. We do not assume the duty to search for data to cure problems we find in proposals. The burden of providing thorough and complete past performance information remains with the offeror. We may assign a higher risk rating to your proposal, or reject your proposal if it does not contain the information requested.

L.6 Volume IV Price Area:
(3 Electronic Copies)

The Price volume shall include supporting information/data in sufficient detail to enable the Government to evaluate the reasonableness and realism of the Offerors proposed price. To expedite Government review of the proposals, the spreadsheets files shall be in Microsoft Excel format. Supporting narrative shall be in Microsoft Word format.

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Name of Offeror or Contractor:

L.6.1 In this Volume offerors shall provide the following:

a. Prices for all CLINs set forth in Section B. All prices as well as any pricing information provided as a result of these instructions shall be in U.S. Dollars.

b. The basis that was used for the establishment of the proposed prices including:

1. Unit Price cost element schedule showing the build-up of the basic years unit price by cost element (such as Material, Material O/H, Labor, Labor O/H, ODCs, G&A, Profit).
2. Direct Labor hours for fabrication and assembly (basic year only).
3. Direct Labor rates and indirect rates (basic year only).
4. Material costs to include the total material cost per unit and a break-out list of costs for raw materials and purchased items over \$50.00 per unit (basic year only). Provide the vendor name and vendor quoted prices for the following source controlled components: Wheel and Runflat Assembly, P/N 12460176; Axle, P/N 12449380; Surge Brake Slide (lunette), P/N 12479774 Housing; P/N 12479772; Landing Leg, P/N 12479188 and Brake Assembly, P/N 12449381.
5. Escalation rates applied to ordering years 2 through 5.

The offerors Price volume shall also identify: (a) any judgmental characteristics applied and the mathematical or other methods used in the estimate and (b) the nature and amount of any contingencies or adjustments included in the proposed price amounts.

The information described will be used to determine the reasonableness and realism of the offerors proposed price in accordance with FAR 15.403.-3.

*** END OF NARRATIVE L 001 ***

Name of Offeror or Contractor:

SECTION M - EVALUATION FACTORS FOR AWARD

PROPOSAL EVALUATION INFORMATION

M.1 BASIS OF AWARD

a. Selection of Successful Offeror: The Government plans to award one contract to the offeror whose proposal best meets program objectives and represents the best value to the Government. However, the Government reserves the right to make no award as a result of this solicitation if, upon evaluation, none of the proposals are deemed to meet the requirements at an acceptable level of risk or price. The evaluation of proposals submitted in response to this solicitation shall be conducted on a source selection basis utilizing a trade-off process to obtain the best value to the Government. The Government will weigh the evaluated Production Capability and Past Performance Areas against the evaluated Price. As part of the trade-off determination, the relative advantages and/or disadvantages of each proposal will be considered in selecting the offer that represents the best overall value to the Government.

b. The Government may reject any proposal which:

(1) 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 without support and elaboration specified in Section L of this solicitation.

(2) is found to be unrealistic in terms of Production Capability or Price. Such a proposal will be judged either as exhibiting a lack of competence or failure to comprehend the Governments requirements.

(3) contains any unexplained significant inconsistency between the proposed effort and Price, due to the offerors apparent misunderstanding of the work required or its inability to perform any resultant contract.

(4) fails to meaningfully respond to requirements of Section L., Proposal Instructions.

(5) is materially unbalanced as to price for an ordering year. An unbalanced offer is one, which is based on prices significantly high or low for one given period versus another period. There must be a direct relationship between the effort expended and its price for each ordering year.

c. Trade-Off process: This is a best value acquisition using the trade-off process. As such, the Source Selection Authority (SSA), in making the final source selection trade-off judgment will weigh the merits of the non-price areas of the proposal against the price area in arriving at the final source selection decision. The closer the offerors evaluations are in the non-price areas, the more significant the price area becomes in making the final decision. Despite the fact that the price area is not the most important consideration, it may be a controlling factor when:

(1) two or more proposals are otherwise considered equal;

(2) an otherwise superior proposal is unaffordable; or

(3) the advantages of a higher rated, higher priced proposal are not considered to be worth the cost premium.

(4) when an offeror proposes prices that pose an unacceptable level of risk to successful contract performance.

M.2 SOURCE SELECTION EVALUATION PROCESS:

a. Evaluation: The Government will have a Source Selection Evaluation board (SSEB) evaluate proposals submitted by offerors. The SSEB will assess the advantages, disadvantages, and relative risks associated with each offeror and proposal, and then assign an appropriate adjectival rating for each Area evaluated (except for the Price Area), and provide rationale to support the rating. The government reserves the right to reject offers, in accordance with M.1(b) above.

b. Risk Assessment: The Government will assess the merits and risks (proposal risk and performance risk) of the offerors proposal. It is important to distinguish the difference between proposal risk and performance risk.

1. Proposal risks are those risks associated with an offerors proposed approach in meeting the Governments requirements. Proposal risk is assessed by the SSEB and is integrated into the rating of the Production Capability and Price Areas.

2. Performance risks are those risks associated with the probability that an offeror will successfully perform the solicitation requirements as indicated by the offerors record of past and current performance. Performance risk will be assessed by the SSEB and is integrated into the rating of the Past Performance Area.

M.3 Evaluation Criteria

The award of one contract shall be made to that offeror whose proposal is most advantageous and represents the best overall value to the Government, based upon the following evaluation criteria:

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- (1) Production Capability
- (2) Past Performance
- (3) Price

The Areas of Production Capability, Past Performance and Price are equal in importance. The non-Price areas, when combined, are significantly more important than the Area of Price

M.3.1 Production Capability Area:

The Area of Production Capability will assess the proposal risk probability (based on the information supplied in response to paragraph L.4.2) that the offeror and its subcontractors will timely achieve delivery of supplies satisfying Contract requirements. Specifically, the Government will assess the offerors approach for timely delivering Contract supplies with respect to:

(a) Manufacturing Facilities for Initial Production Articles Deliveries and Estimated Monthly Production Delivery quantities as described in L.4.1(b) and L.4.1(c).

(b) Key Tooling and Equipment for Test Articles, Initial Production Article Deliveries and Estimated Monthly Production Delivery quantities as described in L.4.1(a), L.4.1 (b) and L.4.1 (c).

(c) Production Approach for Initial Production Articles Deliveries and Estimated Monthly Production Delivery quantities (to include the maximum monthly production rate of 300) as described in L.4.1(b) and L.4.1(c) and

(d) Time Phased Critical Path for Test Articles and Initial Production Quantities as described in L.4.1 (a) and L.4.1(b).

M.3.2 Past Performance Area:

The assessment of Past Performance will be based on the offeror and significant subcontractor(s) current and past record of relevant contract performance, on contracts performed within the last three (3) years (as of the date of this RFP), as it relates to the performance risk probability that the offeror will successfully accomplish the required effort.

Past Performance will be evaluated on relevant contracts as defined by L.5.1.

When addressing performance risk, the Government will focus its inquiry on the offeror's and major subcontractors' record of performance as related to contract requirements and objectives including (1) technical (contractor's ability to produce in accordance with technical requirements such as a TDP, performance description, etc.), (2) delivery, and (3) customer satisfaction. For evaluation of delivery schedule performance, the assessment will be made against the contracts original delivery schedule, unless the Government caused a delay. Schedule extensions which were caused by the offeror, or a proposed subcontractor, even if consideration was provided, will be counted against the offeror.

The Government may use internal or private industry sources of information. However, the burden of providing thorough and complete past performance information rests with the offeror. All offerors should include any relevant previous performance, including any demonstrated corrective actions for negative performance, in their proposal.

Significant achievements, problems, or lack of relevant data in any element of the work can become an important consideration in the source selection process. The existence of negative past performance findings may result in a rating that reflects elevated performance risk. Offerors without a record of relevant Past Performance upon which to base a meaningful performance risk prediction will be rated as unknown risk, which is neither favorable nor unfavorable.

M.4 Price Area:

The Government will evaluate the Offerors proposed prices, for the items identified in Section B, for reasonableness and realism. Reasonableness is interpreted to mean that the Price, in its nature and amount, does not exceed that which would be incurred by a prudent person in the conduct of competitive business. This evaluation of reasonableness may also include a comparison to prices proposed by other Offerors. Realism pertains to whether the price accurately reflects the Offerors proposed effort to meet program requirements and objectives

M.4.1 The realism analysis will assess the risk of the offeror performing the effort at the proposed price. However, the offered prices shall not be adjusted as a result of the realism analysis. But the results may be used both in (a) the assessment of Proposal Risk in the Production Capability Area, and (b) determining offeror Responsibility.

M.4.2 The price evaluation will also yield a total evaluated price amount that will be considered in the trade-off evaluation. The total evaluated price amount shall include all firm-fixed priced CLINS and shall be based on the estimated quantities for all CLINS listed in Section B and evaluation of Transportation Costs for the initial delivery quantity of 576 each.

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Name of Offeror or Contractor:

Transportation costs: Only transportation costs for the estimated initial delivery quantity of 576 each will be evaluated. For evaluation purposes, transportation costs will be added for 576 each Cargo Trailers, M1101 or M1102 to destinations as follows:

QTY	DESTINATION
6	Aberdeen, MD
271	Leesville, LA (Ft. Polk)
21	Ft. Belvoir, VA
3	Kirtland, NM
11	Kaiserslautern, Germany
5	Bakersfield, CA
5	Woodland, NC
5	St. Albans, WV
5	Ft. Knox, KY
6	Phoenix, AZ
20	Cockeysville, MD
6	Watervliet, NY
10	Laguna, NM
30	Ft. Monmouth, NJ
13	Ft. Wainwright, AK
9	Honolulu, HI
2	Anncville, PA
64	Ft. Bragg, NC
63	Ft. Hood, TX
4	Ft. Lewis, WA
6	Ft. Bliss, TX
5	Ft. Sill, OK
6	Huntsville, AL

M.4.3 Offerors are cautioned to enter CLIN prices that reflect a fair apportionment of total contract costs, based upon the value to be received by the Government for those items. The Government may determine an offer not eligible for award if it is materially unbalanced as to price. An offer is materially unbalanced as to price when, in the judgment of the PCO, it cites prices that are significantly less than cost for some work and significantly more than cost for other work. An unrealistic price may present an unacceptable risk to the Government and may result in elimination of the proposal from consideration for award.

*** END OF NARRATIVE M 001 ***