

L.1 General Proposal Information. The proposal, subject to the Submission, Modification, Revision and Withdrawal, paragraph of Instructions to Offeror(s) - Competitive Acquisitions (52.215-1, ALT I) contained in Section L of the solicitation, shall be submitted in the format and quantities set forth below. All information necessary for the review and evaluation of a proposal must be contained in the proposal volumes set forth below. Section M of the solicitation sets forth the evaluation criteria and delineates the factors, sub-factors, and elements to be evaluated and their relative order of importance. The Offeror's proposal, as required by this section, shall be evaluated as set forth in Section M of this solicitation. The proposal shall be presented in sufficient detail to allow Government evaluation of its response to the requirements of the solicitation. The Government will not assume the Offeror possesses any capability, understanding, or commitment not specified in its proposal. It is an Offeror's responsibility to submit a well-written proposal, with adequately detailed information which clearly demonstrates an understanding of and the ability to comply with the solicitation requirements to allow for a meaningful review.

L.1.1 The Offeror's proposal shall be submitted in six separate volumes as set forth below. Some parts of the proposal contain page recommendations as set forth in the balance of Section L below. Where page recommendations are specified, they are based upon standard 8.5" x 11" paper with a minimum font size of 10pt. and with a minimum of .5" margins. Schedules, drawings and other documents more appropriate to larger paper may be formatted no larger than 11" x 17". A Proposal Executive Summary or transmittal letter is optional. It will not be considered as part of the responses called for in the six proposal volumes required below, nor will it be evaluated. If a Proposal Executive Summary or transmittal letter is submitted, it must be submitted as a separate volume from the six (6) volumes set forth below and it is recommended to be no more than five pages. Submissions must be made electronically (including file formats) in accordance with the instructions at <http://contracting.tacom.army.mil/acqinfor/ebidnotice.htm> and within this solicitation. Email and datafax submissions are not authorized for this solicitation. The Offeror's proposal shall consist of the following volumes:

- a. Volume 1: Technical Volume. Submit three (3) identical sets of CD-ROMs or DVDs.
- b. Volume 2: Program Management. Submit three (3) identical sets of CD-ROMs or DVDs.
- c. Volume 3: Past Performance Volume. Submit three (3) identical sets of CD-ROMs or DVDs. The Offeror shall request that the COR and PCO or commercial contractor representative complete the Past Performance Questionnaire (as described further in Section L) and forward it to the contract specialist via email to DAMI_JLTV-RFP@conus.army.mil no later than five (5) days before the due date of this solicitation.
- d. Volume 4: Small Business Participation Volume. Submit three (3) identical sets of CD-ROMs or DVDs.
- e. Volume 5: Price/Cost Volume. Submit three (3) identical sets of CD-ROMs or DVDs.

f. Volume 6: Proposal Terms and Conditions. Submit two (2) identical sets of CD-ROMs or DVDs

L.1.1.1 Procedure for Submitting Classified Information (part of Technical Factor):

Classified information shall be submitted separately. **Do not** e-mail or submit any classified information in any of the volumes listed above. The classified information must be received by the due date on the cover sheet of this solicitation. This procedure applies to classified information submitted in electronic format as well. When submitting classified information, follow the NISPOM Chapter 5 instructions using the below mailing address:

U.S. Army TACOM LCMC
Attention: SFAE-CSS-JC-JL
Mail Stop 640
6501 East 11 Mile Rd
Warren MI 48397-5000

L.1.2 CD-ROMs/ DVDs. Each volume listed above shall be submitted on a separate set of CD-ROMs or DVDs to facilitate Government review. Each CD-ROM or DVD shall be labeled so that it is easily identifiable for evaluation purposes (example Technical Volume, Set 1 of 3 , CD 1 of X), and shall also include the Offeror's name and the solicitation 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. The table of contents shall be organized by sub-factor and element as set forth in Section L. Provide a list of all attachments and substantiating data in the table of contents under the specific sub-factor or element which it supports. The table of contents shall include the following information for each sub-factor or element, attachment and/or substantiated data listed:

Cross-reference to related section L paragraph number
Page number
CD-ROM or DVD Volume and number
File Name

L.1.3 Internet-Based Collaboration Tools. The Offeror shall provide names, contact information, level of access (upload or download), and training required for personnel requiring access to JLTV internet-based collaboration tools. As outlined in Section C 2.4. The Government can only sponsor accounts for U.S. Citizens. This information shall be included within the proposal. The above information shall be sent to the Contracting Officer via electronic mail to DAMI_JLTV-RFP@conus.army.mil or via postal mail to Doreen Costa, Contracting Officer, US Army TACOM, 6501 E. Eleven Mile Road, Mailstop 416, Warren, MI 48397-5000.

L.1.4 Government Support Contractor (GSC). Offeror(s) are advised that GSCs that are employees of Booz Allen Hamilton (information identified below) may serve as evaluators in, or provide support to, the source selection process.

L.1.4.1 The individuals will be authorized access only to those portions of the proposal data and discussions that are necessary to enable them to perform their respective duties. The GSCs are expressly prohibited from competing on the subject acquisition. In accomplishing their duties related to the source selection process, the GSCs may require access to proprietary information contained in the Offeror's proposal. To expedite the evaluation process, each Offeror must contact the GSC to effect execution of an agreement referenced below prior to the submission of proposals. Pursuant to FAR Part 9.505-4, the GSC must execute an agreement with each Offeror that states that they will (1) protect the Offeror's information from unauthorized use or disclosure for as long as it remains proprietary, and (2) refrain from using the information for any purpose other than that for which it was furnished.

L.1.4.2 Twenty days before delivery of the Offeror's proposal, Offeror(s) should submit to the Government the dated agreement that has been executed with the GSC listed below or identify if discussions are still ongoing and include an estimated date of completion. Offeror(s) shall provide a list of any issues associated with executing the agreement. These documents shall be sent to the Contracting Officer via electronic mail to DAMI_JLTV-RFP@conus.army.mil or via postal mail to Doreen Costa, Contracting Officer, US Army TACOM, 6501 E. Eleven Mile Road, Mailstop 416, Warren, MI 48397-5000. The executed agreement shall also be included within the proposal. If an Offeror is not able to reach an agreement with the GSC listed below, immediately notify the Contracting Officer via electronic mail at DAMI_JLTV-RFP@conus.army.mil.

L.1.4.3 The contact information for the GSC identified above is the following:

Booz Allen Hamilton
8283 Greensboro Drive
McLean, VA 22102 USA
(586) 239-3965
POC: Mr. Nate Clark

L.1.5 Submission Due Date. The Offeror's proposal shall be received at the address set forth below 1:00 PM Eastern Time (ET) approximately 45 days after release of the final solicitation. The Offeror must ensure its proposal, in its entirety, reaches its intended destination before the date and time set for closing of the solicitation.

L.1.6 Proposal Submission Address. After compiling all of the required information, submit the proposal to the address below. All proposals delivered in response to this solicitation, whether hand-carried or submitted via U.S. mail, shall be addressed as follows:

US Army TACOM
Attn: JLTV Proposal
Bid Lobby
6501 E. Eleven Mile Rd.
Warren, MI 48397-5000
Solicitation Number: W56HZV-11-R-0329
Approximately 45 days after release of the final solicitation, 1:00 PM ET
TO BE DELIVERED UNOPENED
(Offeror's name)

L.1.7 Method of Submission. Proposals may either be hand-carried or submitted via US mail. Electronic mail or facsimile of proposals and modifications are not authorized. 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 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. Offeror(s) should ensure that any commercial carrier it uses has a tracking system that can provide documentation that will prove the date and time of delivery to the Government. 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.

*Directions to DTA: From Van Dyke Avenue, travel west on East 11 Mile Road to railroad track. Immediately after crossing railroad track, turn right into DTA main gate and follow security officer directions to the Mail Handling Facility (Building 255). It may be necessary for the delivery person to obtain a visitors badge prior to being allowed to enter the installation. If so, the security officer will advise the delivery person of the procedures to follow.

Exterior envelopes must identify the solicitation number and date specified for receipt of proposals. Offeror(s) are cautioned that approval to enter the installation must be obtained prior to the closing date and time for receipt of proposals. Follow the procedures outlined above for entry. Due to security procedures, delays are probable at the entry point and Offeror(s) must plan to accommodate them.

L.1.8 All or None. Offers in response to this solicitation must be submitted for all the requirements identified in the solicitation. Offers submitted for less than all the requirements called for by this solicitation may be rejected.

L.2 Incorporation of proposal. Specific features or characteristics of the proposal or entire documents (i.e. Integrated Master Plan and Integration Master Schedule) submitted with the proposal may be incorporated into the contract at time of award. One exception with regard to the Integrated Master Schedule is that events after the end of the contract would be removed prior to incorporation into the contract.

L.3 Alternate Proposals. Offeror(s) may submit multiple alternate proposals with differing approaches to meeting the requirements. The Government will separately evaluate each alternate proposal received. Therefore, each alternate offer submitted must be a complete, comprehensive, stand-alone proposal, which is fully responsive to the information requested in the solicitation. Alternate offers must be clearly identified and submitted entirely separate with their own proposal set of CD-ROMs/DVDs. All proposals shall clearly identify why the acceptance of the proposal would be advantageous to the Government and highlight the differences from its other proposals submitted. The solicitation shall also identify any proposed deviations from the terms and conditions of the solicitation, as well as the comparative advantage to the Government, shall be clearly identified and explicitly defined and may be cause for rejection of the proposal. An Offeror will only be eligible for one award, regardless of the number of

proposals submitted. It is the Government's intent to award up to three (3) contracts to three (3) separate Offeror(s) competing independently that do not share a common parent, do not have a parent/subsidiary relationship with the other awardee(s), and are not affiliates (as defined in FAR 19.101) of the other awardee(s).

L.4 Volume 1 - Technical Factor: The Technical Volume includes the two Sub-factors: 1) Maturity; and 2) Performance. The Offeror shall include the specified maturity and performance data relative to their proposed JLTV-GP configuration unless otherwise designated.

System Description. The Offeror shall provide the proposed vehicle design for the JLTV-GP configuration. This description shall be consistent with and considered in the assessment of the Offeror's proposal for Maturity, Performance, and Cost; and may include text, photos, illustrations and model/drawing extracts. The description shall include subsystem and component selections if completed. It is recommended that the system description be presented in no more than 25 pages.

Specification Sheets. The Offeror shall provide a completed specification sheet found in Attachment BB for each vehicle design configuration cited in the substantiating data. These submissions should be limited to major subsystem design or vehicle builds and should detail the evolution of the proposed design. Additionally, the Offeror shall provide a completed specification sheet found in Attachment CC for the proposed JLTV-GP design configuration.

3D CAD Model. The offeror shall deliver one (1) 3D CAD Model representative of their proposed JLTV-GP design configuration IAW Attachment JJ.

L.4.1 Maturity Sub-factor. The Maturity Sub-factor contains two (2) Elements: (1) Engineering Design Maturity; and (2) System Reliability and Maintainability Maturity.

L.4.1.1 For Maturity Elements 1(Engineering Design Maturity) and 2(System Reliability and Maintainability Maturity), the Offeror shall provide the following:

a. A self-assessment of the level of maturity of the following two Elements: Engineering Design Maturity and System Reliability and Maintainability Maturity. For each Element, the Offeror shall claim the level of maturity of its proposed system based on the definitions contained in Attachment DD. Attachment DD identifies six levels of maturity for Engineering Design Maturity and System Reliability and Maintainability Maturity. The Maturity self-assessment shall be based upon the JLTV-GP design configuration characterized in the Offeror's System Description (as provided in response to Paragraph L.4). It is recommended that the self-assessment be limited to 1 page.

b. The self-assessment shall be accompanied by substantiating data supporting the Offeror's self-assessment of the maturity level achieved for Engineering Design Maturity and System Reliability and Maintainability Maturity. The Offeror shall provide substantiating data for each achieved maturity characteristic, within each maturity level identified in Attachment DD. The resulting technical information, documentation, test data and rationale shall be complete,

specific, and relevant only to the specific maturity characteristics the Offeror's self-assessment asserts were achieved. Where the Offeror submits substantiating data for a design configuration that varies from the offered design configuration, the Offeror shall discuss the extent of the variance and the impact such variances have on the credibility of the substantiating data. Additionally, the Offeror shall provide the completed data matrix found in Attachment EE.

L.4.2 Performance Sub-factor. The Performance Sub-factor contains three (3) Elements: 1) Force Protection, 2) Mobility, and 3) Transportability for the JLTV-GP configuration. Attachment FF identifies the Purchase Description (PD) requirements to be evaluated under this Performance Sub-factor. Based on your system description, identify in the compliance matrix (Attachment FF) the proposed level of performance for each requirement listed in the matrix. Additionally, provide the data specified in Attachment GG.

L.5 Volume 2 – Program Management Factor: The Program Management Volume includes the two Sub-factors: 1) Unit Manufacturing Cost (UMC); and 2) Integrated Master Schedule. The Offeror shall include the specified maturity and performance data relative to the JLTV-GP configuration unless otherwise designated.

L.5.1 Unit Manufacturing Cost Estimate (UMC) Sub-factor. Under the UMC Sub-factor, the Government has determined that the base JLTV-GP vehicle UMC target is \$260K (expressed in Government fiscal year 2011 constant dollars, as defined by the 2011 Office of the Secretary of Defense Inflation Guidance FY2012 President's Budget) excluding B-kit Armor and all other kits (as identified in the Purchase Description (PD)). The Offeror shall provide a UMC estimate consistent with its proposed JLTV-GP design configuration that addresses the following:

- (a) The manufacturing cost includes the recurring costs of material, labor, and other expenses incurred in the fabrication, checkout, and processing of parts, subassemblies, and major assemblies/subsystems needed for the final system. The manufacturing cost also includes recurring costs of subcontractors and purchased parts/equipment. The manufacturing cost further includes recurring costs of the efforts to integrate and assemble the various subassemblies into a working system, recurring costs to install special and general equipment, and recurring costs to paint and package the system for shipment to its acceptance destination. It also includes moves in order to assemble into a final system (the Manufacturing Cost definition is taken from the Department of the Army Cost Analysis Manual).
- (b) For the purposes of the UMC estimate, the Offeror shall assume the following production configuration quantities and densities:

Total Vehicle Quantity: 20,750

- i. GP = 37.7%; 7,793 vehicles
- ii. SP = 3.2%; 674 vehicles
- iii. HGC = 18.1%; 3,754 vehicles
- iv. CCWC = 4.6%; 964 vehicles

- v. C2OTM = 1.5%; 315 vehicles
 - vi. UTL = 34.9%; 7,250 vehicles
- (c) For the purposes of the UMC estimate, the Offeror shall assume the following production rates over a 8 year planning horizon:
- a. a production ramp up of: 450 vehicles in the first year of production, 1,200 vehicles in the second year of production and 2,300 vehicles in the third year of production
 - b. a steady-state production rate of 3,360 JLTVs per year for the next 5 years.
 - c. Configurations will be produced in the densities (relative to yearly total vehicle production) described above each year in the 8 year planning horizon.
- (d) The UMC estimate shall be broken out to at least the lowest level of the OSD/DCARC approved WBS (reference Attachment 0005, DD Form 2794) and provide cost estimates on the DD Forms 1921 and 1921-1 (IAW DFAR 215.403-5).
- (e) The Offeror shall provide a detailed documentation of the basis of the estimate. This basis of estimate shall, at a minimum, include: the cost estimating methodology for each line item in the estimate (e.g., expert/engineering opinion, analogy, parametric, actual cost history); key back-up data including, but not limited to a BOM filled-out with UMC estimate information (reference Attachment 0006) and all available part level details; and significant ground rules and assumptions. If the Offeror utilizes vendor quotes in their UMC estimates, the Offeror shall provide detailed documentation on the basis of the estimates for the vendor quotes. If the Offeror's estimate assumes non-recurring investments to achieve the UMC estimates, the Offeror shall provide documentation on the non-recurring investments in the detailed documentation of the basis of estimate. The Offeror shall provide documentation and data to support all factors/rates used in the cost estimating methodologies (e.g. learning slopes, cost adjustments, etc).
- (f) The Offeror shall explain the rationale behind the step down factor between the prototype costs in the Price/Cost Volume and the UMC estimate. History has shown a reasonable step down factor of 2-3.

L.5.2 Integrated Master Schedule Sub-factor. The Offeror shall provide the following:

L.5.2.1 The Offeror shall provide their Integrated Master Schedule (IMS) to support the accomplishments in the Government provided Integrated Master Plan (IMP). The IMS shall be based upon the effort required to fabricate and deliver JLTV test assets and System Support Package per Section C and E of this solicitation. The IMS shall be provided in the scheduling format referenced in CDRL A012.

Subcontractor schedules shall be provided for all second tier suppliers or partners who are contributing 20% or more to a key subsystem as defined in Attachment 0009 or whose contract value exceeds 10% of the total contract value.

The schedule shall also include a thorough Resource Loading, by Calendar Year quarter, of the direct costs (labor, material, subcontracts (with material and labor within the subcontracts identified), ODCs, etc) proposed to be incurred during the performance of tasks within that quarter. The resource loading may be provided a) as part of the schedule submission using the capabilities in one of the approved formats (the scheduling software), or b) separate from the scheduling software provided that the separate submission is in one of the other electronic formats approved for this solicitation (see L.1.1) and is directly trackable to the schedule, or c) as part of or along with the Price/Cost Factor proposal and referenced back to the schedule provided that it is directly trackable to the schedule. The Resource Loading shall track directly with the Price/Cost Factor proposal and, for labor, shall include the labor categories and hours for all direct cost labor activity (prime and team members/subcontractors).

L.6 Volume 3 - Past Performance Factor: The Past Performance Factor Volume is comprised of a single chapter. Offerors are responsible for including sufficient detail to permit a complete evaluation. Any information provided as part of the Past Performance Factor Volume may be used to correlate the evaluation of the other proposal volumes.

L.6.1 Provide information on recent and relevant contract for (i) you, and (ii) your proposed subcontractor(s). The Offeror shall only submit a grand total of up to six (6) 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 this solicitation. These may include foreign, federal, state, local and private industry commercial contracts. Recent includes performance of contracts occurring within approximately three (3) years of the date of issuance of this solicitation. 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. Relevant past performance includes any of the following scope of work activities that have a complexity of which is similar to the JLTV requirements:

- (a) System Integration development activity involving the balancing of Transportability, Force Protection and Mobility requirements.
- (b) System Integration development activity involving integration of C4I subsystems onto mobility platforms.
- (c) System Integration development activity to achieve reliability requirements on mobility platforms.

L.6.1.2 Contract Information: For each of the up to six (6) recent and relevant contracts submitted under L.6.1 above, provide the following information:

- (a) Contract Number (and delivery order number if applicable) and Commercial and Government Entity (CAGE) code;
- (b) Contract Type;
- (c) Total Value of the Contract: (beginning & ending value);
- (d) Contract Performance Schedule and Actual Dates of Contract Performance;
- (e) Government or Commercial Contracting Activity Address, Telephone Number and E-mail;

(f) Procuring Contracting Officers (PCO) and/or Contract Specialists Name, Telephone Number and E-mail;

(g) Government (DCMA) or Commercial Administrative Contracting Officer (ACO), Contracting Officers Representative (COR), Performance Certifier, and/or Quality Assurance Representative (QAR), Name, Telephone Number and E-mail;

(h) A detailed description of scope of work requirements and a discussion of the similarities between the cited contract scope and the relevance standards identified above in L.6.1 (a-c).

(i) Percentage of effort performed as a prime or subcontractor;

(j) Any significant subcontracting or teaming agreements.

(k) For each of the contracts listed, provide a self-assessment of contract performance for each contract listed. Your self-assessment must address the performance to meet technical and schedule requirements within estimated costs and include the effort provided, timeliness of performance, timeliness of deliveries, and conformance with estimated costs. Include an explanation for any cost growth, schedule delays or failure to meet technical requirements, and any corrective actions, measures, or procedures to avoid such problems in the future;

(j) Copies of the Statements of Work from each of the up to (6) submitted contracts to establish the relevance of the contract to the scope of work activities listed in 6.1 above.

L.6.2 The above instructions are provided to advise Offerors as to the information required by the Government to assess the contractors recent and relevant past performance. Since this information constitutes a basis of the Government's review, it is imperative that the Offeror present its past performance in a clear and complete manner.

L.6.3 Past Performance Questionnaire. A past performance questionnaire is provided in Attachment PP. For each of the up to six (6) recent and relevant contracts submitted by the Offeror, and based on identification of your most recent and relevant contracts, the Offeror shall send a copy of the past performance questionnaire directly to the appropriate Procuring Contracting Officer (PCO) and/or Contracting Officer's Representative (COR) or other appropriate technical and contracting individuals. The Offeror shall request that these individuals complete the questionnaire and forward it electronically directly to the Government at DAMI_JLTV-RFP@conus.army.mil as soon as possible, but no later than the RFP closing date (See Block #9 of the SF33 cover page to this solicitation) with the subject heading - PAST PERFORMANCE INFORMATION FOR [Offeror name].

L.6.3.1 In addition, the Offeror is requested to prepare and submit to the Contract Specialist, within twenty (20) days of the Government's posting of the solicitation, a past performance matrix of the references to whom the Offeror sent the past performance questionnaires. The matrix shall be sent to the Contract Specialist via email to DAMI_JLTV-RFP@conus.army.mil and shall contain the following information prepared in the following format:

(a) Contract No./Delivery Order;

(b) Contract/Delivery Order Type;

(c) Program Title, including brief (200 words or less) description of work performed;

(d) Enter "P" if performed as a prime contractor or "S" if performed as a subcontractor;

(e) Point of Contact and Telephone Number, E-mail (PM/PCO/ACO/COR); and

(f) Date Questionnaire sent to the Government or Contractor Point of Contact

L.6.4 Corporate Entities. If any contract, listed as part of the Past Performance Factor submission, was performed by a corporate entity or division other than the corporate entity or division that would perform work under this solicitation, please identify them and indicate which entity will perform this effort. The Offeror shall also provide the above requested information for any proposed subcontractor on which the Offeror is submitting past performance information.

L.6.5 Predecessor Companies. If you, or your subcontractor(s), only have relevant and recent performance history as a part of a predecessor company, we may consider that past performance in our evaluation of past performance. Please provide the information for those recent, relevant contracts of that predecessor company. Offerors must also document the history of the evolution from the predecessor company.

L.6.6 Contacting References. Offerors are advised that the Government may contact any of the references that the Offeror provides, may contact other third parties for performance information, and the Government reserves the right to use any information received as part of its evaluation. Offerors shall include in their proposal the written consent of their proposed subcontractors to allow the Government to discuss the subcontractor's past performance.

L.6.7 Complete Information. The Government does 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. While the Government may elect to consider data obtained from external sources other than the proposal, the burden on providing thorough and complete past performance information rests with the Offeror.

L.7 Volume 4 - Small Business Participation Factor: The Small Business Participation Factor Volume is comprised of a single chapter. Offerors are responsible for including sufficient detail to permit a complete evaluation. 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.7.1 Application: The following Small Business Participation proposal submission instructions apply to every Offeror (U.S. and non-U.S.), regardless of size status or locations of working facilities or headquarters.

L.7.2 Definitions: U.S. small business concerns are defined (1) in FAR 19.001 and (2) by the criteria and size standards in FAR 19.102 for the applicable NAICS code. U.S. small business concerns include small businesses (SBs), small disadvantaged businesses (SDBs), woman-owned small businesses (WOSBs), HUBZone small businesses (HUBZone SBs), veteran-owned small businesses (VOSBs), and service disabled veteran-owned small businesses (SDVOSBs).

L.7.3 Small Business Participation Plan: 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 SB, "Small Business Participation Plan". The Attachment SB contains detailed instructions

for filling out each tab in the file, including instructions for Offerors proposing as joint ventures or members of teaming agreements.

L.7.3.1 Extent of Small Business Participation. Offerors have two tabs to fill in:

- a. Prime Contractor Participation Dollars - Offeror must provide the dollars for the portion of work the prime contractor (s) will be performing. Dollars will be broken out for Other Than Small Business (OTSB) and each category of Small Business (SB).
- b. Subcontractor Participation Dollars - Offeror must provide the dollars for the portion of work the First Tier Subcontractors will be performing. Dollars will be broken out for Other Than Small Business (OTSB) and each category of Small Business (SB).

Based on inputs to the Small Business Plan, the Offerors extent of small business participation in each small business category will be calculated using 'Dollars for portion of work to be performed by Small Business Prime' plus 'Dollars for portion of work to be performed by First Tier Small Business Subcontractors' divided by 'Total Contract Amount'. Therefore, if the Offeror is itself a U.S. small business concern under the NAICS code applicable to this solicitation (to include U.S. small business concerns who are proposing as part of a joint venture or teaming arrangement), the Government will consider the Offeror's own portion of the work to be performed as Small Business Participation for purposes of this evaluation.

L.7.3.2 Support for Proposed Goals.

L.7.3.2.1 Offerors have two tabs to fill in to provide support for the proposed goals:

- a. Small Business Prime List – Offeror must provide pertinent information about the small business prime contractors, including small business joint venture or team members who are, according to their legal agreement, prime contractors and not 1st tier subcontractors.
- b. Small Business Subcontractor List - Offeror must provide pertinent information about the 1st tier small business subcontractors they plan to use for the contract. This would include any joint venture or team members who are, according to the legal agreement, 1st tier subcontractors and not prime contractors.

L.7.3.2.2 Consistency between Small Business Participation Plan and other Proposal Volumes. Small Business Participation Plan content shall be consistent with any and all small business prime and subcontracting information cited in the Offeror's Price/Cost Factor proposal and elsewhere in the Offeror's response to the solicitation. The Government may request Offeror's to correlate or crosswalk the contents of the Offeror's Small Business Participation Plan with small business references in the Price/Cost Factor proposal and/or elsewhere in the Offeror's solicitation response.

L.7.3.2.3 Consistency between Small Business Participation Plan and Subcontracting Plan. If the Offeror IS NOT a U.S. small business concern and must submit a Small Business Subcontracting Plan under this

solicitation, in accordance with FAR 52.219-9, the Small Business Subcontracting Plan shall be consistent with the Offeror's Small Business Participation Plan information as provided in response to this Section L, regardless of the type of subcontracting plan. (The Small Business Subcontracting Plan percentages will be different from those of the Small Business Participation Plan because small business goals in the Subcontracting Plan are expressed as a percentage of total subcontracting amount as opposed to total proposed contract amount). To check for consistency, the Small Business Participation Plan contains the Con tab that calculates the cumulative (CUM) goals one would expect from the Offeror's Small Business Subcontracting Plan based on the information submitted for the Small Business Participation Plan.

L.7.3.2.4 Corroboration. During the evaluation the Government may request Offeror(s) to submit a letter from a small business or other evidence corroborating the information in the Small Business Prime List and Small Business Subcontractors List in the Small Business Participation Plan.

L.7.3.2.5 Approach. In addition to the Attachment SB and the past performance information required in L.7.4, the Offeror shall submit a brief narrative describing its proposed approach to small business participation, including any descriptions of joint ventures or teaming arrangements.

L.7.4 Past Compliance with FAR 52.219-9. Offerors which are both

(1) other than U.S. small business concerns (as defined by the North American Industry Classification System (NAICS) code applicable to this solicitation) and

(2) have had prior contracts requiring the submission of a Small Business Subcontracting Plan in accordance with FAR 52.219-9 shall provide a description of performance over the prior twelve months in complying with the requirements of FAR 52.219-9, including documentation of all goals established under Subcontracting Plans of the Offeror's prior contracts and the extent of their achievement. This documentation shall include, for each contract, the latest Individual Subcontracting Reports (ISRs/DD Form 294s) which identify both goals and accomplishments against Individual or Master Subcontracting Plans. If over the twelve months preceding the date of solicitation release the Offeror has reported accomplishments against Commercial or Comprehensive Subcontracting Plans in lieu of Individual or master plans, the Offeror shall submit copies of those plans to document their goals and the latest Summary Subcontract Reports (SSRs/DD Form 295s) to document accomplishments. All copies of reports should be with eSRS acceptance /rejection comments visible. If reports are not being submitted to eSRS, send signed copies. If the Offeror has not performed a contract over the past twelve months that contained FAR 52.219-9, the Offeror shall so state.

L.8 Volume 5 - Price/Cost Factor

L.8.1 Submit the Price/Cost Volume in the electronic format specified in L.1.1 and L.1.2. All spreadsheets and supporting documents must be provided in Microsoft Excel and Microsoft Word format using Microsoft Office XP and lower products. Electronic spreadsheet files must be sent in a format that includes all formulas, functions, macro, computations, or equations used to compute the proposed amounts. There can be no cell references to data or files not included in the Price/Cost

Volume. For each Workbook, all rows, columns, cells and worksheets must be visible. If workbooks or worksheets are password protected, then the password(s) must be provided. Print image files or pictures (for example, a picture of an Excel spreadsheet embedded in a Word document) or files containing only values are not acceptable. Supporting narrative, including Basis of Estimate (BOE) sheets, shall be provided in MS Excel or MS Word compatible files. BOEs may not be submitted as pictures.

L.8.2 In accordance with Submission of Offers in U.S. Currency (FAR Clause 52.214-35), all prices and costs must be in U.S. dollars only, including amounts for the prime contractor and any potential subcontractors. If the basis for the proposal is any other currency, the Offeror shall:

- a) State the exchange rate(s) being used to convert any currency to U.S. dollars.
- b) Explain how you intend to deal with the risk that fluctuation in exchange rates may impact this prospective contract.

L.8.3 The Offeror and each major subcontractor shall provide a Table of Contents showing each file submitted as a part of the L.8 Price/Cost Volume with a short description of the contents of the file. Each of these entries in the Table of Contents shall be hyperlinked to the respective files.

L.8.4 Offeror will insert unit prices for all CLINs as instructed in spreadsheet at Attachment XX. Offeror will provide the following prices.

L.8.4.1 For the firm fixed price CLIN, the Offeror is to provide unit prices per identified sub-line item.

L.8.4.2 Cost CLIN, the Offeror is to provide fully built-up cost estimates for all remaining supplies and services identified in Section C.

L.8.4.3 Option - Additional Level of Effort. The Offeror shall provide a fully built-up estimated cost per hour. The Offeror is required to provide a spreadsheet showing a build-up of all costs included in the proposed hourly rate. The Offeror will identify direct labor rate(s) as well as indirect costs and a fixed fee per hour. Identify which, if any, direct or indirect rates are included in a current FPRA or have been audited by DCAA. Identify any judgmental characteristics applied and any mathematical, statistical, or other methods used in pricing included in the proposed amounts.

L.8.4.4 For each CLIN regardless of type, include a top-level spreadsheet organized by cost element (i.e. Direct Labor, Subcontracts, Material, Other Direct Costs, Overhead/Indirect, Profit/Fee, etc). The cost breakdown must be consistent with your cost accounting system. Provide the following information in support of each top-level spreadsheet:

L.8.4.4.1 Direct Labor. Support for costs related to direct labor shall include the following:

- a) A monthly time-phased breakout of the direct labor hours, by labor category appropriate to the Offeror's accounting system.

- b) A narrative description of the tasks to be performed, and the calculations showing the computation of the respective direct labor hours proposed for each specific task.
- c) A narrative description of the method used to estimate the hours; identifying assumptions used and cost estimating relationships.
- d) A description of each labor hour category used for the BOE. This description shall include sufficient information to allow the reader to distinguish between the different labor categories used in the proposal.
- e) The labor rate for each category of direct labor, including the basis for the rate and any escalation used.

L.8.4.4.2 Major Subcontracts (Over \$5 million). If there are major subcontractors (those whose total cost is expected to be greater than \$5 million), provide cost information from the subcontractor equivalent to that required of the prime Offeror.

- a) Include the evaluation of the subcontractor's submission required by subcontract pricing considerations (FAR 15.404-3 (b)), and rationale for determining that the subcontract price is reasonable and realistic. Also state the type of subcontract the Offeror anticipates (e.g. firm-fixed price, cost-plus-fixed-fee, etc).
- b) The same type of information should be provided for inter-organizational transfers, regardless of dollar value, except you need not provide your evaluation of such cost data. Please indicate whether the inter-organizational transfer includes upward or downward adjustments for contingencies or negotiation challenges and the supporting rationale.
- c) For major subcontractors as defined above, if the subcontract is for purchased material and you can demonstrate that the subcontract item is either commercial or based on adequate price competition, cost information from the subcontractor is not required. Instead, provide copies of competitive subcontractor price quotes, or the kind of information noted in FAR 52.215-20(a)(1)(ii).
- d) If the major subcontractor declines to provide complete cost proposals to the Offeror or higher-tier subcontractor, then those subcontract proposals may be submitted by the subcontractor directly to the PCO using the same submission instructions noted above. Such submissions must arrive at or prior to the due date for proposals as noted on the front page of this solicitation.

L.8.4.4.3 Material and non-Major Subcontracts (Less than \$5 million). Provide a narrative that explains the method used to develop proposed cost for material and subcontracts less than \$5 million, including information about the extent to which the cost is based on vendor quotes, purchase order history, estimates, etc. Indicate whether the amount includes upward or downward adjustments for contingencies or negotiation challenges and supporting rationale.

- a) High Dollar-Value Material/Subcontracts: For the items with an extended material/subcontract cost (purchase price to Offeror) greater than \$10 thousand, provide the following information:

- (1) Item Name/Description/Part Number/Vendor, as applicable;
- (2) Unit Cost (purchase price to Offeror);
- (3) Quantity used;
- (4) Extended Cost (unit cost multiplied by quantity used);
- (5) Basis for Cost (engineering estimate, vendor quote, purchase history, etc.);
- (6) Indicate whether component is sole-source, competitive, or commercial.

b) All Other Material: State the total amount of material cost not included in High Dollar-Value Material.

L.8.4.4.4 Other Direct Costs (ODCs). Depending on the Offeror's accounting system, this may include costs such as computing charges, travel, etc. Identify each category of proposed ODCs, and the dollar amount for each category. Provide an explanation of what is included in each category and how the cost was estimated.

L.8.4.4.5 Rates. Provide a list of the direct and indirect rates, by category and by year, used in the development of the proposal and include:

- a) The date of the current CASB Disclosure Statement;
- b) The effective date of the rates or the data that formed the basis for the rates (the date of the burden study analysis or payroll run, etc.);
- c) A narrative explaining the basis for the estimated rates. Specifically identify any escalation factors used.
- d) State whether these rates represent a Forward Pricing Rate Submission (FPRS) or a Forward Pricing Rate Agreement (FPRA) and note the date of the agreement;
- e) State whether or not the business volume that would be generated if a contract was awarded to your firm as a result of this solicitation has been included in the proposed rate package;
- f) The ending month for the Offeror's fiscal year.

L.8.4.4.6 Facilities Capital Cost of Money (FCCM): The Offeror shall state the total amount estimated for FCCM and identify the Treasury Rate used to develop the amount.

L.8.4.4.7 Profit/Fee. State the profit rate or fee rate as applicable, and the total dollar amount included.

L.8.5 The Offeror and each Major Subcontractor shall provide the address, email and telephone number of the cognizant DCAA Field Audit Office and DCMA office.

L.8.6 For the CPFF CLIN, supporting data and rationale shall be in sufficient detail to enable the Government to evaluate the realism of the Offeror's proposed costs.

L.8.7 In addition to the above information, the Government reserves the right to request additional or more detailed price/cost breakdown data to support its determination of price/cost reasonableness.

L.8.8 Cost Sharing. A cost sharing arrangement is not a requirement for award of this solicitation. However, if your offer is based on a cost sharing arrangement, describe in detail the cost sharing arrangement proposed, including its nature, amount, and accounting treatment. Cost proposals shall include the total estimated costs incurred by the Offeror to perform the technical approach, regardless of cost sharing. The cost and pricing information required by this section [the cost information and breakdown] shall be provided for the total cost of the effort, the Government share, and the Contractor's share. Also note that per FAR 16.303, a contractor receives no fee in a cost-sharing contract.

L.9 Volume 6 - Proposal Terms and Conditions Volume

L.9.1 Any information provided as part of the Proposal Terms and Conditions Volume may be used to correlate the evaluation of the other proposal volumes.

L.9.2 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 to the solicitation. ORCA certifications need not be separately submitted.

L.9.2.1 Where certifications/approved systems are required for an Offeror, if the proposal is being submitted by a Joint Venture, certifications and approved systems for the principals (partners) of the joint venture will be considered as valid for that Offeror providing the necessary documentation from all principals (partners) is provided with the proposal.

L.9.3 A statement specifying agreement with all terms, conditions, and provisions included in the solicitation or any exceptions. Any exceptions taken to the attachments, exhibits, enclosures, or other solicitation terms, conditions, or documents must be fully explained; however, any such exceptions may be grounds for the Contracting Officer to reject the proposal from further consideration in the source selection process, before initial evaluation.

L.9.4 Large business Offerors as defined by the North American Industry Classification System (NAICS) code applicable to this solicitation, 336992, 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.9.5 In accordance with the applicable DFARS clauses contained in the solicitation, identify and assert any and all restrictions on the Government's use, release or disclosure of technical data and computer software rights. Applicable accounting records supporting these asserted restrictions shall be made available upon request.

L.9.6 Include documentation demonstrating, as applicable, that the Offeror and Subcontractors have the following certifications:

- (a) Facility Clearance for any location that will handle classified material.

- (b) 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. If the Offeror is operating under a corrective action plan agreed to by DCMA, documentation including a letter from the cognizant Administrative Contracting Officer reflecting this, shall be provided.

L.9.6.1 For IT System General Controls, Billing, Purchasing, Compensation, Labor, Material Management and Indirect/ODC systems the Offeror and Major Subcontractors at any level shall provide the status of these controls/systems.

L.9.7 Include the written consent of its proposed Subcontractors to allow the Government to discuss the subcontractor's past performance with the Offeror.

L.9.8 Include the point of contact information for each person requiring access to JLTV internet-based collaboration tools in accordance with Section L.1.3 and as outlined in Section C 2.4. The Government can only sponsor accounts for U.S. Citizens.

L.9.9 Include the agreements with each GSC in accordance with Section L.1.4 and its subparagraphs.

L.9.10 Submit documentation regarding the status of the Offeror's Earned Value Management System (EVMS). Such documentation would typically be in the form of a letter from Defense Contract Management Agency. If the Offeror does not currently have an approved Earned Value Management System, submit its plan for compliance with the EVMS guidelines referenced in DFARS 252.234-7002.

L.9.11 Submit the information required in DFARS 252.234-7003(b), including a completed Attachment 0005, which will be reviewed during the Cost and Software Data Report (CSDR) review in accordance with SOW C.4.2.

L. 10 Organizational and Consultant Conflict of Interest.

L.10.1 The provisions of FAR 9.5, "Organizational and Consultant Conflict of Interest" (OCCOI), applies to any award under this solicitation. Potential Offerors should review their current and planned participation in any other Government contracts, subcontracts, consulting, or teaming arrangements where they may be in a position of actual or perceived bias or unfair competitive advantage. A common example with the potential for OCCOI is where an entity performs work both as a system contractor/subcontractor and as a Government support contractor for Government offices involved in JLTV or related programs.

L.10.2 Offerors should disclose any potential OCCOI situations to the Contracting Officer as soon as identified including prior to proposal submission. The disclosure should include the facts and an analysis of the actual or perceived conflict and a recommended approach(es) to neutralize or mitigate the potential conflict. The preferred approach to potential conflicts is to negate/obviate the conflict. Mitigation is considered only if it is not practical to negate/obviate the conflict. The Contracting Officer

will promptly respond to resolve any potential conflicts.

M.1 Basis of Award

M.1.1 The Government desires to make up to three (3) awards as a result of this solicitation (subject to the conditions described in M.1.2 below). The Government will select for award the proposals which represent the best value to the Government as described below.

There are five evaluation factors:

- (1) Technical,
- (2) Program Management,
- (3) Past Performance,
- (4) Small Business Participation, and
- (5) Price/Cost.

The relative order of importance of these factors (sub-factors and elements where applicable) are described in paragraph M.4 below.

M.1.2 Requirement for Facility Clearance (SECRET). Portions of the information on this program will be classified as SECRET. To be considered for award, Offerors must have a SECRET Facility Clearance (FCL). Offerors must submit documentation indicating their facility has been granted a SECRET FCL. Offerors who are considering a subcontractor must also submit documentation indicating that its subcontractor has obtained the necessary clearance in order to be considered for award for those subcontractors that will handle classified material. All FCL information will be verified through the Defense Security Service for all Offerors and their subcontractors. Offerors without a security FCL will neither be able to discuss or access key aspects of the program that are classified nor will they be able to pass such information on to their subcontractor. Access to SECRET information will be required under the contract resulting from this solicitation.

M.1.2.1 Export Controlled Information. This solicitation contains Export Controlled information in Controlled Unclassified Attachments and within the Classified Annexes to this solicitation. It is the responsibility of the Offeror, not the Government, to obtain the necessary export licenses to share any such information with subcontractors or to obtain access to the files themselves. The failure or inability of an Offeror to obtain the appropriate license or agreement will not be considered as a mitigating factor in the evaluation process. In essence, if the appropriate information is not conveyed in the proposal or in the discussion process, an Offeror's risk rating may be impacted.

M.1.3 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 proposal (other than the Price/Cost Factor) against the evaluated price/cost to the Government. As part of the best value determination, the relative strengths, weaknesses, and risks of each proposal shall be considered in selecting the offer that is most

advantageous and represents the best overall value to the Government. The Government may make no contract award where it concludes that no proposal exists with a reasonable probability of achieving program and EMD goals and objectives.

M.2 Rejection of Offers. In accordance with FAR 52.215-1 Alt 1 contained in this solicitation, the Government may reject any proposal if in the Government's interests. Examples include, but are not limited to, the following:

- a. Merely offers to perform work according to the solicitation terms or fails to present more than a statement indicating its capability to comply with the solicitation terms without support and elaboration as specified in Section L of this solicitation; or
- b. Reflects an inherent lack of technical competence or a failure to comprehend the complexity and risks required to perform the solicitation requirements due to submission of a proposal which is unrealistically high or low in Price/Cost and/or unrealistic in terms of technical or schedule commitments; or
- c. Contains any unexplained significant inconsistency between the proposed effort and Price/Cost proposal, which implies that the Offeror has (1) an inherent misunderstanding of the scope of work, or (2) an inability to perform the resultant contract; or
- d. Is unbalanced as to price/costs. An unbalanced offer is one, which is based on pricing significantly high or low for one given period versus another period. There must be a direct relationship between the effort expended and its Price/Cost for each incrementally funded period; or
- e. Fails to meaningfully respond to the proposal preparations instructions are specified in Section L of this solicitation; or
- f. Offers a product or services that do not meet all stated material requirements of the solicitation; or
- g. Requests more than \$52M in funding for the EMD phase or is otherwise unaffordable for the EMD phase; or
- h. Proposes exceptions to the attachments, exhibits, enclosures, or other solicitation terms and conditions.

M.3 Evaluation and Source Selection Process

M.3.1 Evaluation Process. Selection of the successful Offeror(s) shall be made following an assessment of each proposal, based on the response to the information called for in Section L of this solicitation and against the solicitation requirements and the evaluation criteria described in Section M herein. Proposals will be evaluated as specified herein, to include developing narrative support for the

evaluation conclusions under each Factor and Sub-factor. The Government reserves the right to reject offers, in accordance with solicitation provision "Rejection of Offers" above. An Offeror will only be eligible for one (1) award, regardless of the number of proposals submitted. It is the Government's intent to award up to three (3) contracts to three (3) separate Offerors competing independently that do not share a common parent, do not have a parent/subsidiary relationship with the other awardee(s), and are not affiliates (as defined in FAR 19.101) of the other awardee(s).

M.3.1.1 Source Selection Authority. The Source Selection Authority (SSA) is the official designated to direct the source selection process and select the Offeror(s) for contract award. A Source Selection Advisory Council (SSAC) will provide a written comparative analysis of the proposals and an award recommendation for the SSA prior to the selection decision.

M.3.1.2 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. All proposals shall be subject to evaluation by a team of Government personnel and Government support contractors (See L.1.4 and its subparagraphs).

M.3.1.3 Award with Discussions. This solicitation includes FAR Provision 52.215-1 Instructions to Offerors - Competitive Acquisition (Alternate 1) in Section L which advises the Government intends to conduct discussions with Offerors in the Competitive Range. Discussions will be conducted in accordance with FAR 15.306. Since written and oral discussions are limited prior to any competitive range determination (FAR 15.306 (c)), it is vitally important that the Offerors' initial proposal be complete and comprehensive.

M.3.2 Importance of Price/Cost. Award(s) will be made to the responsible Offeror(s) whose proposal(s) represents the best value to the Government. This may not be the Offeror(s) with the lowest evaluated Price/Cost. However, the closer the Offerors' evaluations are in those Factors other than Price/Cost Factor, the more important price/cost becomes in the decision. Notwithstanding the relative order of importance of the five evaluation Factors stated herein, price/cost may be controlling when:

- a. proposals are otherwise considered approximately equal in non-price factors; or
- b. an otherwise superior proposal is unaffordable in the EMD phase; or
- c. the advantages of a higher rated, higher cost and price proposal are not considered to be worth the price/cost premium.

M.3.3 Affordability. The non Price/Cost Factors, when combined, are significantly more important than the Price/Cost Factor. However, no proposal or combination of proposals, no matter how low the risk/highly rated, will be considered for award if unaffordable for the Engineering Manufacturing and Development (EMD) phase. This includes contract award affordability based on (a) the total available funding in FY12-FY15 and, (b) since the awards will be RDTE incrementally-funded contracts, available

funding within each of the FY12-FY15 funding periods.

Proposals that require funding in advance of availability may not be considered for award.

Proposals requesting funding in excess of \$52M for the EMD phase will be considered unaffordable.

M.3.4 Determination of Responsibility. Per FAR 9.103, contracts will be placed only with Offeror(s) that the Contracting Officer determines to be responsible, that is, those who satisfactorily demonstrate the capability to perform the necessary tasks and delivery of the required items on time. Prospective Offeror(s), in order to qualify as sources for this acquisition, must be able to demonstrate that they meet standards of responsibility set forth in FAR 9.104. In addition, the Government may assess the Offeror's financial and management capabilities to meet the solicitation requirements. The Government reserves the right to conduct a Pre-Award Survey on any or all Offeror(s) (or their significant subcontractors, defined as any subcontract dollar value in excess of \$5 million per year or if the subcontracted work is critical to the whole) to aid the Contracting Officer in the evaluation of each Offeror's proposal and ensure that a selected Offeror is responsible. Additional requirements of responsibility for this contract are the necessary DSS Facility clearance and the Offeror provided Earned Value Management System (EVMS) documentation per DFARS 252.234-7001. A DCMA approved Accounting System or a system operating under a DCMA approved Corrective Action Plan is required to be determined as responsible. No award can be made to an Offeror who has been determined to be not responsible by the Contracting Officer. To make sure that you meet the responsibility criteria at FAR 9.104, we may:

- (1) arrange a visit to your plant and perform a necessary Pre-Award Survey, or
- (2) request an Offeror provide financial, technical, production, or managerial background information. If the requested information is not submitted within 7 days from the date of the receipt of the request, or if Offeror refuses the Government access to its facility, the Government may determine the Offeror non-responsible. If the Government visits the Offeror's facility, please ensure that current data relevant to your proposal is available for Government personnel to review.

M.4 Evaluation Criteria

There are five evaluation factors:

- (i) Technical
- (ii) Program Management
- (iii) Past Performance
- (iv) Small Business Participation
- (v) Price/Cost

Technical is **slightly more important** than Program Management. Program Management is **significantly more important** than Past Performance. Past Performance is **significantly more important** than Small Business Participation, which is **slightly more important** than Price/Cost. The non Price/Cost factors when combined are significantly more important than the Price/Cost Factor.

M.4.1 Technical Factor

The Technical Factor contains two (2) Sub-factors: 1) Maturity; and 2) Performance. These Sub-factors are approximately equal in importance.

M.4.1.1 Maturity Sub-factor. The Maturity Sub-factor includes the following two (2) Elements:

- (1) Engineering Design Maturity
- (2) System Reliability and Maintainability Maturity

Engineering Design Maturity and System Reliability and Maintainability Maturity are approximately equal in importance.

M.4.1.1.1 For Maturity Element 1 (Engineering Design Maturity), the Government will assess the probability/risk that the Offeror will achieve program requirements at the conclusion of the EMD phase based on the extent and credibility of the engineering design maturity.

M.4.1.1.2 For Maturity Element 2 (System Reliability and Maintainability Maturity), the Government will assess the probability/risk that the Offeror will achieve program requirements at the conclusion of the EMD phase based on the extent and credibility of the system reliability and maintainability maturity.

M.4.1.1.3 Substantiating Data. The primary purpose of the substantiating data submitted for the Maturity Sub-factor is to document and support the achievement and credibility of the Offeror's proposed maturity level. The Government will review the substantiating data in the breadth and depth necessary to conduct its assessment of the Offeror's maturity, but the review may be less than a complete evaluation of every aspect of all substantiating data submitted for this factor. Offerors are required to submit the information and supporting data required for the other factors by separate stand alone submission. Offerors may not assume that substantiating data submitted for the Maturity Sub-factor will be considered for the other Factors, Sub-factors and Elements of the proposal. However, the Government reserves the right to utilize the Technical Maturity substantiating data in other areas of the evaluation at its sole discretion.

Provided data that establishes conformance to the offered configuration represents the most credible form of substantiating data. However, the greater the extent to which the Offeror's proposed design configuration meaningfully varies from the design configuration to which the data applies, thereby undermining the credibility of the offered data, the more the Government may discount the validity of the substantiating data.

M.4.1.2 Performance Sub-factor. The Government will assess the Offeror's proposed Performance in the following three (3) Elements: 1) Force Protection; 2) Mobility; and 3) Transportability. These three Elements are approximately equal in importance.

M.4.1.2.1 For ALL Performance Elements 1, 2, and 3 the Government will assess the proposal risk

probability that the Offeror will achieve the threshold performance levels for the PD requirements identified in Attachment FF.

No evaluation credit will be given for exceeding the threshold requirements of the JLTV PD.

M.4.2 Program Management Factor

The Program Management Factor contains two (2) sub-factors: 1) Unit Manufacturing Cost (UMC); and 2) Integrated Master Schedule. These sub-factors are approximately equal in importance.

M.4.2.1 Unit Manufacturing Cost (UMC) Sub-factor. The Government will assess the risk associated with the affordability of the Offeror's JLTV-GP vehicle design by comparing the UMC estimate submitted in response to the UMC element to be at or below \$260K.

As part of its risk assessment, the Government will:

- (a) Determine strengths and weaknesses associated with the completeness, credibility, and realism of the Offeror's UMC estimates, and
- (b) Generate confidence evaluations for the JLTV-GP UMC values for the Offeror's JLTV-GP vehicle design and evaluate the Offeror's UMC estimates relative to the target cost and
- (c) Compare the UMC with the Price/Cost Volume to assess the risk of achieving the Offeror's UMC estimate. An unreasonable step down factor (history has shown a step-down factor of 2-3) below the relevant FFP portion of the Price/Cost Volume will be viewed as having significantly more risk.

M.4.2.2 Integrated Master Schedule Sub-factor. The Government will assess the proposal risk probability that based on the proposed JLTV schedule and resource loading; the Offeror will achieve program requirements at the conclusion of EMD.

M.4.3 Past Performance Factor

M.4.3.1 The Past Performance Factor will assess the risk associated with the probability that the Offeror will successfully perform the contract based on two parts of the Offeror's and Subcontractor's past performance evaluations on recent and relevant contracts. The first part is to determine how recent and relevant is the information within the past performance evaluations to this solicitation. The second part is to determine how well the contractor performed on the contracts. The Offeror may also be evaluated based on other internal Government or private source information. In this regard, the Government may utilize the Contractor Performance Assessment Reporting System (CPARS), the Past Performance Information Retrieval System (PIRS), and/or any other available Government database to search for recent and relevant Offeror performance and ratings.

M.4.3.2 Unknown Risk: Offerors without a record of recent and relevant past performance will be rated

as "Unknown Risk", which is neither favorable nor unfavorable.

M.4.4 Small Business Participation Factor

M.4.4.1 The Government will evaluate the Offerors proposed extent of Small Business Participation in the performance of the contract for U.S. small businesses (SBs), small disadvantaged businesses (SDBs), woman-owned small business (WOSBs), HUBZone small business (HUBZone SBs), veteran-owned small business (VOSBs) and service disabled veteran-owned small businesses (SDVOSBs). The Offerors extent of small business participation will be calculated using 'Dollars for portion of work to be performed by Small Business Prime' plus 'Dollars for portion of work to be performed by First Tier Small Business Subcontractors' divided by 'Total Contract Amount' to obtain a percentage. Therefore, if the Offeror is itself a U.S. small business concern under the NAICS code applicable to this solicitation (to include U.S. small business concerns who are proposing as part of a joint venture or teaming arrangement), the Government will consider the Offeror's own portion of the work to be performed as Small Business Participation for purposes of this evaluation.

M.4.4.2 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 Government's goals shown below for SB, SDB, WOSB, HUBZone SB, VOSB and SDVOSB.

- 32 % for SBs
- 1 % for SDBs
- 1 % for WOSBs
- 1 % for HUBZone SBs
- 5 % for VOSBs
- 2 % for SDVOSBs

- b. An assessment of the probability that the Offeror will achieve the levels of Small Business Participation identified in the proposal. This assessment will be based upon both:
 - (1) a proposal risk assessment of the Offeror's proposed Small Business Participation Plan, and
 - (2) a performance risk assessment of the probability the Offeror will satisfy commitments and requirements on the instant contract, based upon the extent of its past compliance with FAR 52.219-9 to include achievement of the subcontracting goals established under the Subcontracting Plans of the Offeror's prior contracts.

M.4.5 Price/Cost Factor

M.4.5.1 The Price/Cost Factor evaluation will consider the total evaluated price/cost to the Government. The assessment of total evaluated price/cost will include consideration of the reasonableness of the proposed firm fixed prices, and the reasonableness and realism of the proposed cost reimbursement costs. Price/cost reasonableness and realism may be evaluated by various means such as historical data

and experience available from Government sources. For Cost Plus Fixed Fee (CPFF) CLINs, the cost realism assessment will be used to determine the most probable cost to the Government. Firm Fixed Price (FFP) CLINS are not subject to realism adjustment.

M.4.5.1.1 Price/Cost Reasonableness: The Government shall evaluate the reasonableness of the Offeror's proposed price/cost in accordance with the definition in FAR 31.201-3. A cost 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.

M.4.5.1.2 Option – Additional Level of Effort. The Government estimated direct hours for this CLIN are XX,XXX hours. The Offeror's proposed estimated cost per hour will be multiplied by the Government estimated hours for optional level of effort. The Offeror's fixed fee per hour will be multiplied by the Government estimated hours, with the result added to the total estimated hourly cost. This amount is subject to a Government realism adjustment for evaluation purposes.

M.4.5.1.3 Cost Realism: The Government shall evaluate realism by independently reviewing and evaluating the specific elements of the Offeror's proposed cost estimate to determine whether the cost is consistent with the Offeror's proposed approach and reflects a clear understanding of the requirements. The Government will evaluate the realism of the Offeror's proposed cost by reviewing the Offeror's proposal, as supported by the proposal's cost element build-up, to assess whether the proposed cost reflects the Offeror's proposed approach.

M.4.5.1.4 Total Evaluated Price/Cost: The Government will evaluate Offeror(s) for award by adding the total proposed prices for the FFP CLINs and the most probable cost for the CPFF CLINs to determine a total evaluated price/cost. If an Offeror proposes cost sharing, the evaluated cost used for trade-off purposes will be the most probable cost to the Government, based on the cost sharing clause to be included in the contract.