



EAGLE BOA HOLDERS MEETING

19 November 2014



Opening Remarks

Ms. Melanie Johnson
Executive Director
Army Contracting Command – Rock Island



EAGLE BOA Holders Meeting - Agenda

November 19, 2014

- Registration 8:00 – 9:00 a.m.
- Opening Remarks
- Administrative Remarks
- ASC Program Status
- EAGLE Program Status
- Current BOA Status
- Task Order RFPs
 - EAGLE Approach
 - Strict Compliance
 - Small Business Threshold
- Small Business
 - SBP Evaluation Factor
 - Recent & Relevant
 - Total Contract Value
 - Joint Ventures (JV)
- Technical Proposals
 - Workload Data and SCA Categories
 - Tips for Improving Proposals
 - Clarifications on Definitions
- Pricing
 - Evaluating for Cost Realism
 - Business Strategies
- Post Award Debriefing & Limitations on Subcontracting
- BOA Admin
 - Revisions and Additions
- Procurement Technical Assistance Center
- Questions and Answers
- Closing Remarks 10:45 a.m.
- End Meeting 11:00 a.m.*

*Estimated ending time depending on length of Questions and Answers session.



Administrative Remarks

Ms. Cheryl Nielsen

Chief, Branch B

EAGLE and Sustainment

Contracting Division

Army Contracting Command – Rock Island



Administrative Remarks

Restrooms

Emergency Info

Breaks

Question Process



Administrative Remarks

Purpose of Meeting

- Generate dialogue.
- Address issues identified by BOA Holders.
- Discuss lessons learned.
- Provide greater understanding of EAGLE program execution.

Meeting Rules

- No discussion of specific task order competitions.
- Government responses to questions are not considered final until posted on the EAGLE Website.



Army Sustainment Command

Mr. Scott Welker
Deputy to the Commanding General
Army Sustainment Command



EAGLE BOA Status – FY15

Ms. Bobbie Russell
Deputy to the Executive Director for
Contract Management
Army Sustainment Command



Program Status

- Continuous Improvement
 - DODIG
 - AAA

- Change as the Army Changes

- Acquisition Strategy

- Milestone Development



EAGLE Task Orders in Process

Solicitation Release Schedule

Location Award Date

APS-5 TBD
 Schofield Nov 14
 Bliss Nov 14
 McCoy Nov 14
 Knox Nov 14
 Ft. Huachuca Dec 14
 West Point Dec 14
 Lee/JBLE Dec 14
 Ft. Polk Jan 15
 APS-3 Jan 15
 Yuma Mar 15
 Detrick Mar 15

AFSB	Projected Solicitations By FY (issued)				
	2013	2014	2015	2016	2017
401 st			Afghanistan		
402 nd	☑ APS-5 KU		APS-5 QA		
403 rd		☑ APS-4 NEA ☑ APS-4 YND			
404 th	☑ Presidio	☑ Irwin ☑ Schofield ☑ Huachuca	☑ Dugway ☑ Yuma PG FWAK JBER	JBLM	
406 th	☑ Benning ☑ Campbell ☑ Gordon ☑ Polk ☑ Redstone	☑ Aberdeen ☑ Lee/JBLE ☑ Detroit ☑ APS-3 ASLAC	Rucker ☑ Detrick Ft Stewart	Bragg	RIA
407 th	☑ Hood	☑ Bliss ☑ Knox	☑ Riley	Sill	Carson
ASC DRU		☑ West Point ☑ McCoy			
OTHER	☑ USARC - MMT	BOA 5	BOA 6	USARC-MMT	

- ☑ Task Order Awarded
- ☑ Solicitation Closed / Evaluations Ongoing
- ☑ Solicitation Issued
- ☑ Solicitation Pending Issuance



EAGLE FY 15 Release Schedule

Solicitation Release Schedule

<u>Location</u>	<u>Draft RFP</u>	<u>Formal RFP</u>
Riley	Closed	Jan 15
Dugway	Nov 14	Jan 15
Rucker	Feb 15	Apr 15
Afghanistan	Mar 15	Apr 15
APS-5 Qatar	May 15	Jun15
FWAK	May 15	Jul 15
JBER	May 15	Jul 15
Stewart	May 15	Jul 15

	Projected Solicitations By FY (issued)					
	AFSB	2013	2014	2015	2016	2017
401 st				Afghanistan		
402 nd		<input checked="" type="checkbox"/> APS-5 KU		APS-5 QA		
403 rd			<input checked="" type="checkbox"/> APS-4 NEA <input checked="" type="checkbox"/> APS-4 YND			
404 th		<input checked="" type="checkbox"/> Presidio	<input checked="" type="checkbox"/> Irwin <input checked="" type="checkbox"/> Schofield <input checked="" type="checkbox"/> Huachuca	<input checked="" type="checkbox"/> Dugway <input checked="" type="checkbox"/> Yuma PG FWAK JBER	JBLM	
406 th		<input checked="" type="checkbox"/> Benning <input checked="" type="checkbox"/> Campbell <input checked="" type="checkbox"/> Gordon <input checked="" type="checkbox"/> Polk <input checked="" type="checkbox"/> Redstone	<input checked="" type="checkbox"/> Aberdeen <input checked="" type="checkbox"/> Lee/JBLE <input checked="" type="checkbox"/> Detroit <input checked="" type="checkbox"/> APS-3 ASLAC	Rucker <input checked="" type="checkbox"/> Detrick Ft Stewart	Bragg	RIA
407 th		<input checked="" type="checkbox"/> Hood	<input checked="" type="checkbox"/> Bliss <input checked="" type="checkbox"/> Knox	<input checked="" type="checkbox"/> Riley	Sill	Carson
ASC DRU			<input checked="" type="checkbox"/> West Point <input checked="" type="checkbox"/> McCoy			
OTHER		<input checked="" type="checkbox"/> USARC - MMT	BOA 5	BOA 6	USARC-MMT	

Recent Changes:

Drum removed - requirements <\$1M

Added Afghanistan

- Task Order Awarded
- Solicitation Closed / Evaluations Ongoing
- Solicitation Issued
- Solicitation Pending Issuance



EAGLE BOA Status – FY15

Ms. Sue Phares

Chief, EAGLE and Sustainment

Contracting Division

Army Contracting Command – Rock Island



EAGLE BOA Status – FY15

- Currently 146 BOA Holders (96 SB (29 8(a)) / 50 LB).
- No limit to the number of BOA Holders – Contractors are provided the opportunity to “off-ramp” and cancel their BOAs during the Annual Review.
- BOA RFP #6 scheduled for February 2015. EAGLE requirements synopsized include:
 - Ft. Stewart, GA
 - Ft. Wainwright, AK
 - Elmendorf AFB, AK
 - Ft. Leonard Wood, MO
 - Ft. Lewis, WA
 - Ft. Bragg, NC
 - Joint Personal Property Shipping Office
- BOA Holders have an opportunity to update Teaming Arrangements and Past Performance by submitting Addition/Revision updates in association with BOA #6.



EAGLE Task Order Site Visits

- Site Visits scheduled for emergent requirements.
- Provides an opportunity to see the location, receive briefings on the requirement and ask questions.
- One-on-Ones are available during the Site Visits.
- Site Visits are planned for all CONUS locations.
- When feasible, Site Visits will be planned for OCONUS locations.



EAGLE Task Order Site Visit Feedback

Benefits of Site Visits

- Provide a much clearer understanding of unique requirements.
- Useful to see the size and complexity of the work performed on base.
- Helpful to see facilities and the layout.
- Identify building numbers and where functions will be performed.

Improvements the Government has made from Contractor Suggestions

- Reduce the amount of driving tours.
- Questions and Answers can be written down and answered.
- One on One Sessions.
- ACC-RI PCO will be at each Site Visit.
- Provide a list of Attendees and Government Personnel.



Draft Solicitations

- ❑ The Government will issue draft solicitations to include the draft Performance Work Statement (PWS), Contract Data Requirements List (CDRLs), and Technical Exhibits (TEs).

- ❑ Purpose of draft process:
 - Afford industry an opportunity to provide feedback to ensure a sufficient solicitation package for offerors to propose against.

 - Opportunity to submit questions for Government review.
 - Continue to take questions after Final RFP is issued and will address only if the question is substantive to the process.

 - Mitigate solicitation amendments after formal issuance.



Avenues for Communications

EAGLE Website

➤ [http://acc.army.mil/contractingcenters/acc_ri/eagle/.](http://acc.army.mil/contractingcenters/acc_ri/eagle/)

Purpose of the website is to provide a user-friendly means of finding information related to EAGLE.

A BOA Solicitation Repository – with copies of previous BOA Solicitations available for study.



Task Order RFPs

Ms. Cheryl Nielsen

Chief, Branch B

EAGLE and Sustainment

Contracting Division

Army Contracting Command – Rock Island



Task Order RFP- EAGLE Approach

❑ Modified Best Value Approach

- To be utilized on the majority of future EAGLE task orders.
 - Reserve the right to use Lowest Price Technically Acceptable (LPTA) approach on less complex, lower risk task orders (No Past Performance).
- Award to responsible Offeror whose proposal complies with the RFP and is determined to be the lowest total evaluated priced, technically acceptable proposal with substantial confidence in past performance and an acceptable or higher rating in small business participation (when applicable).
- The EAGLE Program will continue using this Modified Best Value approach as it is working sufficiently with adequate competition and the approach is aiding in meeting the Government's timelines.



Task Order RFP- EAGLE Approach

- ❑ Performed in order of Total Evaluated Price – (Lowest Price First).
- ❑ Strict Compliance Review – 5 or 20% of Offerors' proposals (or until all proposals are exhausted).
- ❑ Step 1- Technical Evaluation – 5 or 20% of Offerors' proposals (or until all proposals are exhausted).
- ❑ Step 2- Past Performance Evaluation and Cost/Price
 - Past Performance – Substantial Confidence – using a qualitative assessment.
 - Cost/Price – cost realism and cost/price reasonableness – no rating.
 - All proposals with substantial confidence and fair and reasonable price move on.
- ❑ Step 3- Award to responsible Offeror whose proposal **complies** with the RFP and is determined to be the **lowest total evaluated priced, technically acceptable** proposal with **substantial confidence** in past performance and **acceptable or higher rating** in small business participation (when applicable).



Task Order RFP- Compliance

❑ Strict Compliance Review

- Strict compliance items are highlighted within Sections L and M via an underline marking.
- Failure to provide the **DOCUMENTS SPECIFIED** and in compliance with the **INSTRUCTIONS SPECIFIED IN THE RFP** shall render the Offeror's proposal non-compliant. The proposal will not be evaluated and will not be further considered for award.
- Importance of Strict Compliance.



Common Compliance Mistakes

PWS Paragraph	Finding
M.3.(b)	Failure to propose approved Teammates
L.5.4.2.7.5	Failure to provide rate data or data not provided in EXCEL
L.5.1.6(d)	Failure to provide a completed Attachment 0015, SECRET Facility Clearance
M.3.(b)	Failure to meet minimum FLC1 hours due to rounding errors with FTE's on Attachment 0002
L.5.2.1.1(c)(4)	Failure to properly identify functional area on Attachment 0002
L.5.2.1.1	Failure to follow submission instructions for page limits as required for the Staffing and Management Plan
L.5.1.8	Teaming Matrix Issues (Did not include all subs/did not fully complete Attachment 0010 (used outdated form missing information)
L.5.2.1.1 (c)	Missing SCA Codes on Attachment 0002
M.3	Failure to Meet Minimum FLC1 hours
L.5.3.5	Failure to provide an Attachment 0003 - Performance Questionnaire
M.3(c)(2)	Improperly coded FLC2 hours as FLC1 hours which led to failure to meet minimum FLC1 hours.
L.5.4.2.2	Failure to fully populate Attachment 0005 - Cost/Price Matrix

*Please note that paragraph number may vary slightly on solicitation documents.



Task Order RFP- Compliance

□ Compliance Review – M.3

➤ M.3 (b) Teaming Matrix

- Compare Attachment 0010 to the Offeror's BOA Attachment 0002 – Team Arrangement as of the closing date of the RFP.
- Offeror's proposed teammate(s) **company name and CAGE Code must match the Offeror's BOA Attachment 0002.**
- Contractors may bid as a Prime and Subcontractor on the same task order.



Task Order RFP- Compliance

❑ Compliance Review – M.3 (continued)

- M.3 (c) Functional Labor Category 1 (FLC1) Employee hours on Offeror's Staffing Labor Mix, "FTE Count Option Periods" tab.
 - Verify FLC1 hours on Attachment 0002 are equal to or greater than the total minimum FLC1 Employee hours indicated on Technical Exhibit 5-001 M-S-T Minimum Functional Labor Category 1 Hours by Functional Area.
 - Multiply the number of proposed FLC1 hours for all FLC1 positions by the applicable Offeror-provided number of hours per year by employee type.



Small Business Threshold

- Market research originally determined which North American Industry Classification System (NAICS) code to use for EAGLE. The Small Business Administration Office of Size Standards sets this NAICS code standard.
- The original \$35.5M threshold has been changed to \$38.5M, based on NAICS code 561210 (Facilities Support Services).
- EAGLE will continue to use \$35.5M to determine set aside for Small Business (SB). However, SB BOA Holders must meet the industry threshold of \$38.5M to propose as primes on the SB set asides.
- Currently 96 SB EAGLE BOA holders.



Small Business Participation

Mr. Will Moscoso

Office of Small Business Programs
Army Sustainment Command

Ms. Dianne Wheeler

Office of Small Business Programs
Army Sustainment Command



Small Business Participation

- Small Business Participation (SBP) Evaluation Factor

- Recent & Relevant

- Total Contract Value

- Joint Ventures (JV)



Task Order Workload Data & Technical Proposal Terms and Tips

Ms. Jody Fasko
Chief, EAGLE Business Office
Army Sustainment Command



EAGLE Business Office

Technical Proposal Feedback

- Feedback received during industry Site Visits and One-on-Ones has been invaluable to ensuring requirements are clearly communicated in RFPs.

- Topics for today's discussion
 - Compliance Areas in Attachment 0002.
 - Tips for Proposing Cross Utilization.
 - Additional Tips.
 - Commonly Asked Questions.



Compliance Areas in Att0002

	A	B	C	D	E	F	G	H	I	J	K												
1	<p>OPTION PERIODS ONLY</p> <p>Formulate proposed option period hours of your Fully Operational Capable staffing. FTE counts are to match tab 'FTE Count Base Period Only'. Refer to L.5.2.1.1(c)(1) for more information on this form.</p>				<p>Option Periods 1 - 4 Proposed Hours per FTE:</p> <table border="1"> <thead> <tr> <th>Hours Per Year</th> <th>Employee Type</th> <th rowspan="4"> Provide proposed hours per year for each employee type indicated to the left. Missing required hours will be evaluated as zero (0). </th> </tr> </thead> <tbody> <tr> <td></td> <td>Exempt</td> </tr> <tr> <td></td> <td>CBA 1</td> </tr> <tr> <td></td> <td>CBA 2</td> </tr> <tr> <td></td> <td>SCA (non-CBA)</td> <td></td> </tr> </tbody> </table>							Hours Per Year	Employee Type	Provide proposed hours per year for each employee type indicated to the left. Missing required hours will be evaluated as zero (0).		Exempt		CBA 1		CBA 2		SCA (non-CBA)	
Hours Per Year					Employee Type	Provide proposed hours per year for each employee type indicated to the left. Missing required hours will be evaluated as zero (0).																	
					Exempt																		
					CBA 1																		
					CBA 2																		
					SCA (non-CBA)																		
2																							
3																							
4																							
5																							
6																							
7																							
8																							
9	<p>Option Period Total Proposed FLC1 Hours</p> <table border="1"> <thead> <tr> <th></th> <th>Maintenance</th> <th>Supply</th> <th>Transportation</th> </tr> </thead> <tbody> <tr> <td>FLC1 Proposed</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Minimum Required</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Difference</td> <td>0.00</td> <td>0.00</td> <td>0.00</td> </tr> </tbody> </table>								Maintenance	Supply	Transportation	FLC1 Proposed				Minimum Required				Difference	0.00	0.00	0.00
	Maintenance	Supply	Transportation																				
FLC1 Proposed																							
Minimum Required																							
Difference	0.00	0.00	0.00																				
10																							
11																							
12																							
13																							
14																							
15	<p>SITE NAME</p>				Fill in Functional Area	Fill in Functional Area	Fill in Functional Area	Fill in Functional Area	Fill in Functional Area	Fill in Functional Area	Fill in Functional Area												
16					Shop or PWS Requirement (add as needed)	Shop or PWS Requirement (add as needed)	Shop or PWS Requirement (add as needed)	Shop or PWS Requirement (add as needed)	Shop or PWS Requirement (add as needed)	Shop or PWS Requirement (add as needed)	Shop or PWS Requirement (add as needed)	Shop or PWS Requirement (add as needed)											
17	<p>Labor Category</p>				FTE Count	FTE Count	FTE Count	FTE Count	FTE Count	FTE Count	FTE Count												
18	FLC1 / FLC2	CBA / SCA / Exempt	Offeror Position Title	Description																			
19																							
20																							
21																							
22																							
60																							
61																							
62																							
63																							
				Work Area Totals																			
				Total Proposed FTEs																			

L.5.2.1.1(c)(4) Failure to provide the Staffing/Labor Mix - Attachment 0002 in the Government provided format as of the closing date of the RFP, and in compliance with L.5.2.1.1(c) through L.5.2.1.1(c)(3)(ii), or to provide the following required information: proposed labor category descriptions; proper identification of SCA/CBA/Exempt; FLC1/FLC2; applicable SCA code(s); proposed hours per FTE including total FLC1 hours by functional area; proper identification of Functional Area; and Shop or PWS Requirement shall render the Offerors proposal non-compliant. The proposal will not be further evaluated and will not be further considered for award.



Tips for Proposing Cross Utilization

- ❑ If a single FTE is proposed to be cross utilized in more than one area, indicate as fractional FTE under each area to be supported. This is especially important if crossing functional areas.
- ❑ When completing Attachment 0002, use one line per position unless the position is both an FLC1 and FLC2 supervisor.
- ❑ Use the both the “Offeror Position Title” and “Description” fields in the Attachment 0002 to provide additional clarity of your intent.
- ❑ Be specific in the Staffing and Management Plan narrative to identify precise cross-utilization plans.
 - For example: “Since the workload associated with operating forklifts does not support a full time employee, we intend to license all of our Warehouse Specialists as forklift operators.” or
 - “The following positions will be cross utilized: Position A for Category Y, Position B for Category Z.”



Additional Tips for Improving Technical Proposals

- Ensure staffing and labor mix accounts for Minimum FLC1 hours as well as additional specified requirements in the PWS.
- All labor on the Attachment 0002 must be rounded to the nearest hundredth.
- In addition to the subject matter expertise of the evaluation team, the Government refers to the SCA Directory as a basis for evaluating the feasibility of a staffing approach in absence of CBA position descriptions or Offeror provided specifics.
- Use either the “Offeror Position Title” or “Description” fields in the Attachment 0002 to clearly identify Key Personnel and Specified Non-Key Positions.
- Limit or eliminate the following types of information: Names and/or experience of specific individuals that may be employed to support the effort, historical examples, company background.



Commonly Asked Questions

Q1: Can a supervisor's hours be split between FLC1 and FLC2?

A1: Per L.5.2.1.1(c)(5):

- Leads may be proposed as solely FLC1, if applicable.
- All managers must be proposed as solely FLC2.
- Supervisors may be split FLC1 and FLC2 with the FLC2 portion proposed commensurate with the level of supervisory duties assigned.

Q2: Will the Government consider providing a listing of labor categories and FTEs for each Task Order?

A2: No, the Government considers an Offeror's staffing approach to be a valuable tool in evaluating whether an offeror understands a particular requirement.



Cost/Price Factor

Mr. John Murphy
Chief, Branch A

Contract Pricing Division

Army Contracting Command – Rock Island



Proposal Evaluation

- Transition In (FFP) - This is evaluated using price analysis techniques in accordance with FAR 15.404-1(b).
- Cost Plus Fixed Fee CLINs - These CLINs are evaluated using cost realism analysis in accordance with FAR 15.404-1(d) which says in part: Cost realism analysis is the process of independently reviewing and evaluating specific elements of each Offeror's proposed cost estimate to determine whether the estimated proposed cost elements are realistic for the work to be performed; reflect a clear understanding of the requirements; and are consistent with the unique methods of performance and materials described in the Offeror's technical proposal.
- Unbalanced Pricing - Proposals are evaluated for unbalance pricing in accordance with FAR 15.404-1(g). Unbalanced pricing exists when, despite an acceptable total evaluated price, the price of one or more contract line items is significantly over or understated as indicated by the application of cost or price analysis techniques.



Cost Assumptions & Indirect Rates

- ❑ Cost Assumptions – These files provided minimal information in many instances.
- ❑ Contractors often propose much lower Indirect Rates than they've historically incurred or supported by budgetary forecasts.
 - Significant differences between historical data and forecasts should be addressed in proposal assumptions.
- ❑ Impact of EAGLE contracts
 - Our analyses indicate that contractors often increase their base significantly, but don't use trend analysis or reasonable estimates to increase pool cost.
 - Contractors need to provide narrative to address their assumptions.
 - No detailed description of how indirect rates are applied.



Direct Rates & Quality Control

❑ Direct Rates

- Contractors should provide detailed discussion for exempt labor rate development.
- Payroll data, wage surveys, any other supporting data needs to be provided to include screen shots and how the data was used to develop the proposed rates.

❑ Quality Control

- Some proposals don't calculate accurately or include hard keyed numbers that are incorrect.
- Data in the prime Offeror's proposal doesn't match the data provided by their subcontractor.



Subcontracts

- ❑ Contractors should recognize that:
 - A subcontract proposal is a line item cost element of their proposal.
 - A subcontractor proposal is a standalone proposal that will also be evaluated.
- ❑ Provide a total for individual subcontractors within the prime's proposal.
 - This will help to minimize discrepancies between the prime and subcontractor proposals.
- ❑ Insufficient subcontractor proposals provided.
- ❑ Limitations on Subcontracting.



Post Award Debriefing & Limitations on Subcontracting

Mr. Nate Bowers

Contract Specialist

EAGLE and Sustainment

Contracting Division

Army Contracting Command – Rock Island



Limitations On Subcontracting

- ❑ FAR Clause 52.219-14 vs. National Defense Authorization Act (NDAA) for Fiscal Year 2013.
- ❑ Current FAR Clause 52.219-14 "Limitation on Subcontracting" has yet to be revised to incorporate the changes enacted in the National Defense Authorization Act (NDAA) for Fiscal Year 2013.
- ❑ Small Business BOA Holders should note new language is being added to EAGLE Solicitations similar to the following:

"FAR Clause 52.219-14 Limitations on Subcontracting (NOV 2011): Offerors are put on notice that they are required to follow the requirements of FAR Clause 52.219-14 - Limitations on Subcontracting as currently written. Until such time as the FAR is updated to reflect any regulation changes prescribed by Section 1651 of the National Defense Authorizations Act of FY2013, Offerors must comply with the current FAR Clause as written."



Post Award Debriefings Overview

- Written debriefing provided with award notice. Offeror can request oral debriefing.
- Offerors submit questions in writing prior to oral debriefings.
- Oral debriefings conducted telephonically.
- Slides with answers to previously submitted questions provided to Offerors prior to debriefings.
- Offerors are allowed to ask additional questions during debriefings.



Post-Award Debriefings

What to Expect

- ❑ All Post-Award Debriefings will be conducted in accordance with the FAR.
- ❑ Per FAR 15.506, at a minimum, the debriefing information shall include:
 - Government's evaluation of the significant weaknesses or deficiencies in the Offeror's proposal (if applicable).
 - Overall evaluated cost or price (including unit prices) and technical rating, if applicable, of the successful Offeror and the debriefed Offeror, and past performance information on the debriefed Offeror (if applicable).
 - Overall ranking of all Offerors when a ranking was developed.
 - Summary of rationale for award.
 - Reasonable responses to relevant questions about whether source selection procedures, applicable regulations, and other applicable authorities were followed.



Post-Award Debriefings

What to Expect

- Debriefings shall not include point-by-point comparisons of the debriefed Offeror's proposal with those of other Offerors.
- Debriefings shall not reveal any information prohibited from disclosure by FAR [24.202](#) or exempt from release under the Freedom of Information Act (5 U.S.C. 552).



Debriefing Tip

□ Debriefing Tip:

- Provide questions prior to oral debriefing.
 - Allows the Government time to formulate responses.
 - Best use of allotted time.



BOA Administration

Ms. Lana Graw

Contracting Officer

EAGLE and Sustainment

Contracting Division

Army Contracting Command – Rock Island



BOA Administration

- The Step 2 Process
- Revisions and Additions
- One-on-One Meetings

BOA Team is always available to answer any questions and concerns.

➤ UsArmy.RIA.Acc.MBX.Eagle@Mail.Mil



The Step 2 Process

■ Teammate Guide

- Teammate: An approved member which is listed on the BOA Attachment 0002, Team Arrangement
- Subcontractor: Not listed on BOA Attachment 0002, Team Arrangement



Adobe Acrobat
Document

■ Sample Attachment 0002s



Adobe Acrobat
Document



BOA Administration

- ❑ EAGLE requirements are advertised on an Annual Basis and when there are emerging requirements;
 - The Government will allow non-BOA holders an opportunity to become qualified for an executed BOA.
 - A Contractor (with the same name and cage code) is allowed only ONE BOA.
 - May change team structure by doing a REVISION or ADDITION.
- ❑ Opportunities to submit new Past Performance references at BOA RFP and Annual Review.



BOA Administration

□ Revisions and Additions

- Revision: Defined as revising an already approved Team Arrangement by eliminating a previously approved teammate(s) from current organizational capability and replacing it with:
 - The BOA Holder's capabilities; and/or
 - A different approved teammate's capabilities; and/or
 - A new teammate's capabilities
- The BOA Holder must provide proof that the replacement is capable of fully performing the work of the company being replaced.
 - Revision examples:
 - Teammate goes out of business.
 - BOA Holder does not wish to continue business relationship with a teammate.
 - BOA Holder wishes to qualify on its capability of fulfilling any or all requirements without teammates(s).



BOA Administration

□ Addition - Defined as:

- Adding teammate(s) to the BOA Holder's approved teaming approach over and above the teammate(s) already included in the BOA Holder's approved Teaming Arrangement.
- Not revising the BOA Holder's current organizational capability approach.

○ Addition examples:

- Broaden or enhance capability to meet future requirements.

- ## □ If a BOA Holder received an executed BOA in Step 2 on the basis of fulfilling all requirements without teammate(s), submission of revision or addition is not required.



BOA Administration

- Any proposed revisions/additions to the Offerors Attachment 0002 - Team Arrangement, must be approved by the closing date of the task order solicitation.
 - Exception - is to meet the Small Business Participation Goals.

- The Government will confirm by checking the effective date of the modification approving the proposed teammates.



BOA Administration

□ One-on-One Meetings

- Multiple inquiries requested individual meetings and meet and greets with the EAGLE Contracting Team.
 - Conducting One-on-One meetings for three days - (18-20 November 2014).
 - Time slots were made available on a first-come, first-serve basis.
 - Time slots are still available.



Iowa/Illinois PTAC

Ms. Beth White

Iowa Procurement

Technical Assistance Center
(PTAC)

Ms. Vicky Miller

Illinois Procurement

Technical Assistance Center
(PTAC)

Iowa & Illinois Procurement Technical Assistance Program

BOA Holders Meeting
November 2014



IOWA STATE UNIVERSITY
Office of Economic Development and Industry Relations
College of Engineering



Who are we?

- Funded annually through Federal cooperative agreement and State resources.
- Iowa-Offices in West Des Moines, Council Bluffs, Cedar Rapids and Bettendorf.
- Illinois-Offices in Moline, Peoria, Lisle, Quincy, Rockford, Chicago and Carterville.
- Provide Government contracting technical assistance, training, and one on one counseling to all Iowa & Illinois businesses....at NO CHARGE.
- Additional CIRAS programs and access to University & College resources.



Helping Small Businesses

- Determine suitability for government contracting
- Secure necessary registrations
- Determine eligibility for preference certifications
- Market Research to identify and connect with government buyers and prime contractors
- Identify and Match with Bid Opportunities
- Prepare bid proposals – including obtaining procurement histories, specifications and drawings and determining pricing
- Navigate post-award contract performance issues

Helping Large Businesses

- Secure well qualified suppliers and subcontractors.
 - Assist with outreach goals and subcontracting plan requirements.
- Expand their Markets and Build Teams with Small Businesses to secure exclusive contracts
 - Mentor Protégé Agreements
 - Teaming Agreements
- Market research information

Contacts

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- Even if not in Iowa join our Linked In group at <https://www.linkedin.com/groups?groupDashboard=&gid=5092999>



QUESTIONS and ANSWERS



Closing Remarks

- Briefing will be posted to the EAGLE Website.
- All questions and answers will be posted to the EAGLE Website.