



# **EAGLE BOA HOLDERS MEETING 6 MAY 2014**



# EAGLE BOA Holders Meeting

## Agenda

### 6 MAY 2014

- Registration 8:00 – 9:00 a.m.
- Opening Remarks 9:00 – 9:10
  - Mr. Scott Welker
  - Mrs. Kathryn Szymanski
  - Mrs. Melanie Johnson
- Administrative Remarks
- Task Order Solicitations 9:10 – 10:10
  - Draft Solicitations
  - Task Order Workload Data & Technical Proposal Terms and Tips
  - Task Order Solicitations Sections L and M
  - Debriefings
- 10 MINUTE BREAK 10:10 – 10:20**
- BOA Administration 10:20 – 10:50
  - Annual Review
  - Additions and Revisions
  - One on Ones
  - Website
- Questions and Answers 10:50 – 11:20
- Closing Remarks 11:20 – 11:30



# Opening Remarks

## **Mr. Scott Welker**

Deputy to the Commanding General,  
Army Sustainment Command (ASC)

## **Mrs. Kathryn Szymanski**

Chief Counsel,  
Army Sustainment Command (ASC)

## **Mrs. Melanie Johnson**

Executive Director,  
U.S. Army Contracting Command – Rock Island (ACC-RI)



# 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.



# Current BOA Status

- ❑ Currently 138 BOA Holders (88 SB (20 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 #5 issued 4 APR 2014 / proposals received 5 MAY 2014 / new BOAs executed in JUN 2014. EAGLE requirements synopsized include:
 

Ft. McCoy, WI	White Sands Missile Range, NM
Ft. Riley, KS	Ft. Stewart, GA
Ft. Drum, NY	Ft. Rucker, AL
Dugway Proving Grounds, UT	Ft. Detrick, MD
APS-5 Qatar	
- ❑ BOA Holder Teaming Arrangement Addition/Revision window opened 4 APR 2014 / Additions/Revisions received 18 APR 2014 / Incorporate Additions/Revisions via mod in JUN 2014.



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# EAGLE Solicitation Schedule



## Task Orders In Process:

<u>Location</u>	<u>Award Date</u>
Ft. Hood	May14
APS-5	Jun14
Detroit	Jul 14
APS-4 Watercraft	Aug 14
Ft. Polk	Sep 14
Ft. Irwin	Sep 14
Ft. Huachuca	Sep 14
Schofield	Sep 14
Bliss	Sep 14
APS-4 Korea	Sep 14

## Solicitation Release Schedule

AFSB	Projected Solicitations By FY (issued)				
	2013	2014	2015	2016	2017
404 <sup>th</sup>	<input checked="" type="checkbox"/> Presidio	<input checked="" type="checkbox"/> Irwin <input checked="" type="checkbox"/> Schofield <input checked="" type="checkbox"/> Huachuca	Dugway Yuma PG	JBLM	
406 <sup>th</sup>	<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	Drum Rucker Detrick	Bragg	RIA
407 <sup>th</sup>	<input checked="" type="checkbox"/> Hood	<input checked="" type="checkbox"/> Bliss <input checked="" type="checkbox"/> Knox	Riley WSMR	Sill	Carson
ASC DRU		<input checked="" type="checkbox"/> McCoy West Point			
PDTE/LBE			FWAK JBER Ft Stewart		
APS	<input checked="" type="checkbox"/> APS-5 KU	<input checked="" type="checkbox"/> APS-3 <input checked="" type="checkbox"/> APS-4 <input checked="" type="checkbox"/> APS-4 WC	APS-5 QA		
OTHER	<input checked="" type="checkbox"/> USARC - MMT	BOA 5	BOA 6		

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

## BOA 5 In Process: Planned execution Jun 14



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# EAGLE Solicitation Schedule



## Task Orders to be Released in FY14:

## Solicitation Release Schedule

<u>Location</u>	<u>Draft RFP</u>	<u>Formal RFP</u>
Ft. Lee/JBLE	Closed	May 14
Ft. Knox	Closed	May 14
Aberdeen	Closed	May 14
Ft. McCoy	May 14	Jul 14
APS-3	Jun 14	Aug 14
West Point	Jul 14	Aug 14
Yuma	Aug 14	Oct 14

AFSB	Projected Solicitations By FY (issued)				
	2013	2014	2015	2016	2017
404 <sup>th</sup>	<input checked="" type="checkbox"/> Presidio	<input checked="" type="checkbox"/> Irwin <input checked="" type="checkbox"/> Schofield <input checked="" type="checkbox"/> Huachuca	Dugway Yuma PG	JBLM	
406 <sup>th</sup>	<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	Drum Rucker Detrick	Bragg	RIA
407 <sup>th</sup>	<input checked="" type="checkbox"/> Hood	<input checked="" type="checkbox"/> Bliss <input checked="" type="checkbox"/> Knox	Riley WSMR	Sill	Carson
ASC DRU		<input checked="" type="checkbox"/> McCoy West Point			
PDTE/LBE			FWAK JBER Ft Stewart		
APS	<input checked="" type="checkbox"/> APS-5 KU	<input checked="" type="checkbox"/> APS-3 <input checked="" type="checkbox"/> APS-4 <input checked="" type="checkbox"/> APS-4 WC	APS-5 QA		
OTHER	<input checked="" type="checkbox"/> USARC - MMT	BOA 5	BOA 6		

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



# Draft Solicitations

Mr. Michael DeBisschop  
Contract Specialist

EAGLE and Sustainment Contracting Division  
Army Contracting Command – Rock Island



# Draft Solicitations

- ❑ The Government will issue draft solicitations to include the draft Performance Work Statement (PWS), CDRLs, and Technical Exhibits (TEs).
- ❑ Purpose of draft process:
  - Afford industry an opportunity to provide feedback to ensure a sufficient solicitation package for proposals.
  - Only opportunity to submit questions for Government review.
  - Mitigate solicitation amendments after formal issuance.



# Task Order Workload Data & Technical Proposal Terms and Tips

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



# Task Order Workload Data - Feedback

## Areas for Improvement

- Exceptionally large amount of data
- Inconsistencies between documents within a single RFP
- Inconsistencies between various RFPs
- Insufficient in clarity or content
- Numerous modifications
- Unclear correlation to CLIN structure
- Does not address all PWS tasks
- Does not allow for innovation

Direct BOA Holder Input

Task Order Questions

Source Selections



# Task Order Workload Data - Actions

## How We Are Addressing

- ✓ Reduction of historical workload data; reduces quantity of information and inconsistencies.
- ✓ Implemented common Technical Exhibit (TE) across all task orders to depict minimum workload requirements (TE 1 M-S-T Minimum Functional Labor Category 1 Hours\*).
- ✓ Inclusion of subCLIN allocation within TE 1 M-S-T\*.
- ✓ “Locking in” workload levels for duration of evaluations; updates will be made after award.
- ✓ Refining TE to reflect data required to build acceptable staffing proposals; augmenting as necessary – ONGOING.

TE 1 M-S-T Minimum Functional Labor Category 1 Hours for (INSERT SITE NAME HERE) *							
FUNCTIONAL AREA	PWS REQUIREMENT / SHOP	REQUIREMENT	Task	TRANSACTIONS / COUNT	MINIMUM FLC1 HOURS	SAG 131 %	SAG 115 %
ance	Material Maintenance Support PWS 5.2	B Shop - Automotive	1020 Repairs	17	238	67%	3%
		B Shop - Automotive	Maintenance Services (i.e., Quarterly, semi-annual)	7	624	67%	3%
		B Shop - Automotive	Load Test	1	6	67%	3%
		D Shop - Construction Equipment	1020 Repairs	13	218	67%	3%
		D Shop - Construction Equipment	Maintenance Services (i.e., Quarterly, semi-annual)	2	51	67%	3%
		I Shop - Small Arms Repair	Annual Gauging/Service of small arms and components (ie. mounts, tripods, sights, etc.)	1,093	535	67%	3%
		I Shop - Small Arms Repair	Repair Small Arms and Components (ie. mounts, tripods, sights, etc.)	258	256	67%	3%
		K Shop - General Equipment	1020 Repairs	121	1,840	67%	3%
		K Shop - General Equipment	Maintenance Services (i.e., Quarterly, semi-annual)	161	1,766	67%	3%
		K Shop - General Equipment	Load Test	17	138	67%	3%
		E Shop - Communication and Electronics (ICIDS)	Install, maintain, service and repair ICIDS	1,314	1,971	67%	3%
		E Shop - Communication and Electronics (RESE T)	Radios and NVDs	27	4	67%	3%
		E Shop - Communication and Electronics (RESE T)	Weapons systems, components, and sights	27	24	67%	3%
Additional Specified Task PWS 5.4	I Shop - Small Arms Repair	Sensitive Item Inventory		520	260	67%	3%
	E Shop - Communication and Electronics	Repair chemical agent monitors, chemical agent detectors, compasses, radios, and night visions devices		20	80	67%	3%
	E Shop - Communication and Electronics	Service chemical agent monitors, chemical agent detectors, compasses, radios, and night visions devices		773	1,546	67%	3%
	I Shop - Small Arms Repair	Range maintenance		13	118	67%	3%
	I Shop - Small Arms Repair	Repair range targets		32	128	67%	3%
	I Shop - Small Arms Repair	Refinishing of repaired surface		48	152	67%	3%
Allied Trades PWS 5.5	I Shop - Small Arms Repair	Range repair		5	28	67%	3%
	K Shop - Allied Trades Shop (Auto Body) - Body Shop - Paint (Number of items)	Refinishing of repaired surface		12	378	67%	3%
	K Shop - Allied Trades Shop (Auto Body) - Body Shop - Sheet Metal (Number of items)	Replacement/repair of body panels		13	195	67%	3%

\* Title and TE number may vary among task orders; all data notional



# Other Topics

## ❑ Innovation -

- Offerors have the flexibility to propose how to best staff, manage, direct, control, and/or oversee the contracted operations providing the terms of the solicitation are met.
- The government will continue evaluating the technical factor on an acceptable/unacceptable basis for the majority of the task orders.
- Task orders include FAR clause 52.248-1 VALUE ENGINEERING to encourage continued innovation after award.

## ❑ Site Visits -

- Assessing timing of visits in relation to RFP issue dates to aid in formulating questions during draft RFP phase.
- Partnering with requiring activity to continue to improve the quality.



# Technical Proposal Terms

## L.5.2.1.1(c)(5) Definitions relating to Staffing/Labor Mix:

**L.5.2.1.1(c)(5)(i) Full Time Equivalents (FTEs):** Compensable hours are determined by the offeror and are the work hours available to perform a function in one year less holiday and vacation hours. An employee who works all available compensable hours is one Full Time Equivalent. If an employee works less than the total compensable hours for one year, that is considered a fractional FTE. Fractional FTEs are determined by dividing the hours scheduled for that employee by the total available compensable hours.

**L.5.2.1.1(c)(5)(ii) Functional Labor Category 1 (FLC1) FTEs:** Contract or task order level employees that are specifically identified to directly accomplish the tasks/functions of the workload provided in Exhibit X TE 5-001-M-S-T\* (e.g. mechanic in support of the maintenance effort). Labor classification (i.e. SCA, CBA, Exempt) in accordance with the SCA and CBA directives is at the sole discretion of the Offeror.

**L.5.2.1.1(c)(5)(iii) Functional Labor Category 2 (FLC2) FTEs:** Contract or task order level employees required for the completion of RFP requirements, but do not directly perform the tasks / functions of the workload provided in Exhibit X TE 5-001-M-S-T\*. FLC2 employees may be required by the RFP, regulation, or the Offeror's business practices, but are not directly supporting the workload (e.g. project manager, administrative assistant). Labor classification (i.e. SCA, CBA, Exempt) in accordance with the SCA and CBA directives is at the sole discretion of the Offeror.





# Completing Attachment 0002

OPTION PERIODS ONLY				Option Periods 1 - 4 Proposed Hours per FTE:				
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)(5) for more information on this form.				Hours Per Year	Employee Type			
					Exempt	Provide proposed hours per year for each employee type indicated to the left. Missing required hours will be evaluated as zero (0).		
					CBA 1			
					CBA 2			
	SCA (non-CBA)							

Option Period Total Proposed FLC1 Hours			
	Maintenance	Supply	Transportation
FLC1 Proposed			
Minimum Required			
Difference	0.00	0.00	0.00

Labor Category				FTE Count
FLC1 / FLC2	CBA / SCA / Exempt	Offeror Position Title	Description	
Work Area Totals				
Total Proposed FTEs				

Values provided by the RFP and TE 1 M-S-T

L.5.2.1.1(c)(6)(xiv): multiply total proposed FLC1 FTEs by the Offeror provided Hours per Year applicable to the specific employee type for each functional area.

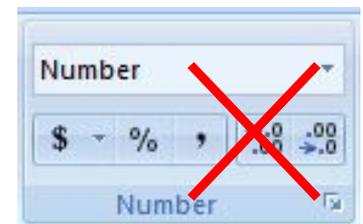
EXAMPLE: (Total FLC1 Exempt FTEs proposed within Maintenance \* Exempt hours per year) + (Total FLC1 CBA FTEs proposed within Maintenance \* CBA1 hours per year) + (Total FLC1 SCA FTEs proposed within Maintenance \* SCA hours per year).

M.3.c: If the FLC1 hours are not ≥ the minimum FLC1 hours as provided by the RFP, the Offeror's proposal shall be rendered noncompliant and will not be evaluated nor further considered for award. The Offeror must satisfy the minimum hours requirement as stated in this RFP without exception.



# Completing Attachment 0002-Tips

- ❑ If a single FTE is proposed to be cross utilized in more than one functional area; indicate as fractional FTE under each functional area to be supported.
- ❑ Exempt positions are not automatically considered FLC2.
- ❑ Functional leads may be FLC1 or FLC2, as determined by the offeror's proposed use of the position.
- ❑ Only two decimal places will be evaluated; offerors must round to the nearest hundredth. Caution: Using the '*Decrease Decimal*' function in Excel is NOT rounding. Offeror's must ensure the actual number is entered.





# Task Order Solicitation Sections L & M

LTC Christopher Dake

Chief, Branch C, EAGLE and Sustainment  
Contracting Division

Army Contracting Command – Rock Island



# Task Order Solicitation Sections L & M

- ❑ Draft Sections L & M
  - Issued on 25 MAR 2014
  - Received feedback on 9 APR 2014
- ❑ Modified Best Value Approach
  - To be utilized on the majority of future EAGLE task orders
    - Reserve the right to use LPTA approach on less complex and lower risk task orders.
  - 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.



# Task Order Solicitation Sections L & M

- Compliance Review
- Step 1 – Total Evaluated Price
- Step 2 – Technical – 5 or 20% of Offerors' proposals (or until all proposals are exhausted).
- Step 3 – Past Performance 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 & reasonable price move to Step 4.
- Step 4 – 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.



# Task Order Solicitation Sections L & M

## ❑ Compliance Review

- Strict compliance items are highlighted within Sections L 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.



# Document Formats

Document	Paragraph	Naming Convention	File Format	Page Limit	Paper Size	FONT Size	Chart/ Diag Font
SF33	L.5.1.1	Offeror's_Name_Vol_1_SF33	Adobe PDF/Word	None			
SF30	L.5.1.2	Offeror's_Name_Vol_1_SF30(Amend)	Adobe PDF/Word	None			
Section I Clauses	L.5.1.3	Offeror's_Name_Vol_1_IClauses	Adobe PDF/Word	None			
Section K Clauses	L.5.1.4	Offeror's_Name_Vol_1_KClauses	Adobe PDF/Word	None			
ASSIST POCs	L.5.1.5	Offeror's_Name_Vol_1_ASSISTPOCs	Adobe PDF/Word	None			
Secret Fac Clrnce	L.5.1.6	Offeror's_Name_Vol_1_Att0015	Adobe PDF/Word	None			
Accounting Systems	L.5.1.7.1	Offeror's_Name_Vol_1_AcctSys	Adobe PDF/Word	None			
Business Systems	L.5.1.7.2	Offeror's_Name_Vol_1_BusSys	Adobe PDF/Word	None			
Teaming Matrix	L.5.1.8	Offeror's_Name_Vol_1_Att0010	Adobe PDF/Word	None			
8a Letter	L.5.1.9	Offeror's_Name_Vol1_8acert_letter	Adobe PDF/Word	None			
SMP	L.5.2.1.1(a)	Offeror's_Name_Vol_2_SMP	Adobe PDF/Word	TBD	8.5 x 11	10-14	8-14
Staff/Labor Mix	L.5.2.1.1(c)	Offeror's_Name_Vol_2_Att0002	MS Excel	175 Row and 78 Column maximum			
MECS	L.5.2.1.2	Offeror's_Name_Vol_2_MECS	Adobe PDF/Word	2	8.5 x 11	10-14	8-14
Org Diagram	L.5.2.1.3	Offeror's_Name_Vol_2_OD	Adobe PDF/Word	4	8.5 x 11	10-14	8-14
Letter of Consent	L.5.3.1.2	Offeror's_Name_Vol_3_Att0004	Adobe PDF/Word	None			



# Document Formats

Document	Paragraph	Naming Convention	File Format	Page Limit	Paper Size	FONT	Chart/ Diag Font
Performance Questionnaire	L.5.3.5	Offeror's_Name_Vol_3_Att0003	Adobe PDF/Word	None			
Cost/Price Macro	L.5.4.1.1	Offeror's_Name_Vol_4_MacroInst	MS Word	None			
		Offeror's_Name_Sub_Name_Vol_4_MacroInst	MS Word	None			
Cost/Price TOC	L.5.4.2	Offeror's_Name_Vol_4_TOC	Adobe PDF/Word	None			
		Offeror's_Name_Sub_Name_Vol_4_TOC	Adobe PDF/Word	None			
Cost/Price Matrix	L.5.4.2.2	Offeror's_Name_Vol_4_Att0005	MS Excel	None			
Cost/Price Assumptions	L.5.4.2.3	Offeror's_Name_Vol_4_Assumptions	Adobe PDF/Word	None			
		Offeror's_Name_Sub_Name_Vol_4_Assumptions	Adobe PDF/Word	None			
DCAA Office	L.5.4.2.4	Offeror's_Name_Vol_4_DCAA	Adobe PDF/Word	None			
FTEs	L.5.4.2.5	Offeror's_Name_Vol_4_FTEtable	Adobe PDF/Word MS Excel	None			
Basis of Select	L.5.4.2.7.1	Offeror_Name_Sub/Team_Name_Vol_4_BasisSelect	Adobe PDF/Word MS Excel	None			



# Document Formats

Document	Paragraph	Naming Convention	File Format	Page Limit	Paper Size	FONT	Chart/ Diag Font
Non-Comp Cost Prop	L.5.4.2.7.2	Offeror's_Name_Vol_4_CostProp	MS Excel	None			
		Offeror's_Name_Sub_Name_Vol_4_CostProp	MS Excel	None			
TmMate/Sub Cost Info	L.5.4.2.7.3	Offeror's_Name_Sub_Name_Vol_4_At t0018	Adobe PDF/Word	None			
Rate Data	L.5.4.2.7.5	Offeror's_Name_Vol_4_RateData_Applicable_Year	Adobe PDF/Word MS Excel	None			
		Offeror's_Name_Sub_Name_Vol_4_RateData_Applicable_Year	Adobe PDF/Word MS Excel	None			
CrossWalk	L.5.4.2.7.6	Offeror's_Name_Vol_4_CW	MS Excel/MS Word	None			
		Offeror's_Name_Sub_Name_Vol_4_CW	MS Excel/MS Word	None			



# Task Order Solicitation Sections L & M

## ❑ Section L compliance paragraphs:

- L.5.1.1(d)
- L.5.1.6(d)
- L.5.1.8(d)
- L.5.1.9(d)
- L.5.2.1.1(a)(4)
- L.5.2.1.1(c)(4)
- L.5.2.1.2(a)(4)
- L.5.2.1.3(a)(4)
- L.5.3.1.2(d)
- L.5.3.5(c)(4)
- L.5.4.1.1(b)(4)
- L.5.4.2.1(d)
- L.5.4.2.2(d)
- L.5.4.2.3(d)
- L.5.4.2.5(d)
- L.5.4.2.7.1(d)
- L.5.4.2.7.2(f)
- L.5.4.2.7.3.1(d)
- L.5.4.2.7.5(h)
- L.5.4.2.7.6(d)



# Task Order Solicitation Sections L & M

## ☐ Compliance Review – M.3

- M.3 (a) SECRET Facility Clearance
  - Verify the Offeror and teammates / subcontractors / managing partner identified on Attachment 0015 possess a SECRET Facility Clearance via the DSS ISFD by the RFP closing date.
- 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.**



# Task Order Solicitation Sections L & M

## ☐ 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.



# Sections L & M

## Step 1: Total Evaluated Price – M.4.1

- List proposals from lowest total proposed price to highest total proposed price as illustrated in the Offeror's Attachment 0005 – Cost/Price matrix, cell labeled Total Evaluated Price.

OFFEROR: [REDACTED] CAGE CODE: [REDACTED]

CLIN Type	Description	CLIN	Base Year	OY1	OY2	OY3	OY4	Grand Total
FFP	Transition In	0001						\$ -
CPFF	Installation Maintenance Division (IMD)	0002	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
CPFF	Lab or	0002AA						
	FEE	0002AB						
CPFF	Installation Supply Division (ISD)	0003	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Lab or	0003AA						
	FEE	0003AB						
CPFF	Installation Transportation Division (ITD)	0004	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Lab or	0004AA						
	FEE	0004AB						
COST	Other Direct Costs	0005AA	\$ 200,000.00	\$ 300,000.00	\$ 400,000.00	\$ 200,000.00	\$ 200,000.00	\$ 1,300,000.00
NSP	Contract Data item list (CDRLS)	0006						
NSP	Contractor Manpower Reporting	0007						
	Option to Extend Service IAW clause 52.217-8							\$ 100,000.00
<b>Total Evaluated Price</b>			<b>\$ 200,000.00</b>	<b>\$ 300,000.00</b>	<b>\$ 400,000.00</b>	<b>\$ 200,000.00</b>	<b>\$ 200,000.00</b>	<b>\$ 1,400,000.00</b>



# Task Order Solicitation Sections L & M

- Step 2: Technical Factor Evaluations – M.4.1
  - Evaluate from the lowest total proposed priced offer to the highest total proposed priced offer until 5 or 20% of the proposals (whichever is greater) are determined to be technically acceptable.
  - If less than 5 proposals are received, all proposals will be evaluated under Step 2 and all of those proposals found technically acceptable will move to Step 3.



# Task Order Solicitation Sections L & M

- Step 2: Technical Factor Evaluations – M.4.1
  - If no proposals are determined to be technically acceptable, the Government reserves the right to conduct discussions.
    - M.4.4.1 IF AND ONLY IF discussions are conducted at Step 2, the Government will make a competitive range determination, in accordance with FAR 15.306(c), based on the ratings of each Technical proposal against the Technical Factor evaluation criteria.



# Task Order Solicitation Sections L & M

## □ Technical Factor

- Acceptable/Unacceptable basis
- 3 Elements:
  - Staffing and Management Plan (SMP) – combines the narrative and Staffing and Labor Mix.
  - Mission Essential Contractor Services
  - Organizational Diagram

# Consistency



# Task Order Solicitation Sections L & M

## □ Technical Factor

- Staffing and Labor Mix – Attachment 0002
  - Definitions:
    - ✓ Full Time Equivalents (FTEs)
    - ✓ Functional Labor Category 1 (FLC1) FTEs
    - ✓ Functional Labor Category 2 (FLC2) FTEs
  - Provides the Government with a complete picture of each Offeror's staffing and total proposed labor hours for each work center/shop.
  - Consistent FTE numbers throughout the base period and all option periods.



# Task Order Solicitation Sections L & M

- Step 3: Past Performance and Cost/Price Factor Evaluations – M.4.1
  - Those proposals determined technically acceptable at Step 2 will be evaluated for Past Performance and Cost/Price.
    - Past Performance will be evaluated using a qualitative assessment by assigning confidence ratings.
    - Cost/Price Factor will be evaluated for cost realism and cost/price reasonableness – no rating will be assigned.
    - If there are less than 2 proposals with substantial confidence in past performance and/or the evaluated price is determined to be unreasonable, the Government will return to Step 2 and will evaluate the next lowest total proposed priced proposal(s) until there are 5 or 20% (whichever is greater) technically acceptable proposals to evaluate at Step 3.



# Task Order Solicitation Sections L & M

## □ Past Performance Factor

- The Government will not evaluate any new past performance references provided by the Offeror with its proposal.
- The Government will consider recent and relevant past performance references provided with the Offeror's BOA proposal, task order proposals to date, BOA annual review, as well as references obtained from sources other than those identified by the Offeror.
- Attachment 0003 – Performance Questionnaire
- Consideration will be made in determining an Offeror's past performance confidence rating for:
  - Specific functional areas performed in relation to the functional areas to be performed per task order requirements.
  - Overall percentage of participation for the task order requirement.



# Task Order Solicitation Sections L & M

## Past Performance Factor

- Offerors will be afforded the opportunity to address any adverse past performance to which they have not previously had the opportunity to respond.



# Task Order Solicitation Sections L & M

## Cost/Price Factor

- Cost Realism Analysis – FAR 15.404-1(d)
- Basis of competition
  - Competitive vs. Non-competitive – provide information supporting the selection.
- Capped indirect rates
- Proposal consistency between teammate(s)/subcontractor(s) proposal and the Offeror – subcontractor proposal will be given precedence in the event of inconsistency.



# Task Order Solicitation Sections L & M

## □ Step 4: Award – M.4.1

- The Government will make an award to the responsible Offeror (in accordance with FAR 9.1) whose proposal complies with the RFP requirements and is determined to be the lowest total evaluated (fair and reasonable) priced proposal that is determined to be technically acceptable with substantial confidence in past performance.
- If ALL Offerors assessed have other than substantial confidence in past performance, the Government reserves the right to award to an Offeror with other than a substantial confidence rating in past performance.



# Debriefings

Michael DeBisschop  
Contract Specialist

EAGLE and Sustainment Contracting Division  
Army Contracting Command – Rock Island



# Debriefings – Overview

- Debriefings conducted orally.
- Slides provided to Offerors just prior to debriefings.
- Offerors submit questions in writing prior to debriefings.
- Offerors are allowed to ask questions during debriefings.
- Government will provide answers to questions during the debriefings and will follow up in writing.



# Pre-Award Debriefings

## What to Expect

- All Pre-Award Debriefings will be done IAW FAR 15.505:
  - At a minimum, pre-award debriefings shall include –
    - Agency's evaluation of significant elements in the Offeror's proposal.
    - Summary of the rationale for eliminating the Offeror from the competition.
    - Reasonable responses to relevant questions about whether source selection procedures contained in the solicitation, applicable regulations, and other applicable authorities were followed in the process of eliminating the offeror from the competition.



# Pre-Award Debriefings What to Expect

- ❑ Pre-Award Debriefings shall not disclose –
  - Number of Offerors
  - Identity of other Offerors
  - Content of other Offerors' proposals
  - Ranking of other Offerors
  - Evaluation results of other Offerors
  - Any of the information prohibited in FAR [15.506\(e\)](#)

# 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.
  - 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 Tips

## □ Debriefing Tips:

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



# BOA Administration

Ms. Angela Quinn

Contracting Officer

EAGLE and Sustainment Contracting Division

Army Contracting Command – Rock Island



# BOA Administration

- Annual Review
- Revisions and Additions
- One on One Meetings
- Website



# BOA Administration

## ■ Annual Review

- Next annual review scheduled to be completed 30 SEP 2014
  - Anticipate issuance of notices in JUN 2014.
- Opportunity to renew or cancel BOA.
- Update and provide new past performance references.
- Update Attachment 0003, Current Points of Contact (POCs).
- Verify size standards.
- Incorporate company name changes and novations.



# 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
- ✓ 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 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 Two on the basis of fulfilling all requirements without teammate(s), submission of revision or addition is not required.



# 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 all week (5 - 9 MAY 2014).
  - Time slots were made available on a first come first serve basis.
  - Time slots are still available on Friday, 9 MAY 2014.



# BOA Administration

- New EAGLE Website
  - [http://acc.army.mil/contractingcenters/acc\\_ri/eagle/](http://acc.army.mil/contractingcenters/acc_ri/eagle/)
- Link to new website will be on existing website.
- Purpose of the new website is to provide a more user-friendly means of finding information related to EAGLE.
- Content of website has not changed.
- New website to be activated no later than mid May.



# QUESTIONS and ANSWERS



# Closing Remarks

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