TACOM Strategic Service Solutions (TS3) Kick-off with Industry
23 June 2015 1:30 – 3:30 PM
AGENDA

• Welcome and Introductions – Shannon Jewell
  – What is TS3?
  – Who can use TS3?
  – ACC-Wrn TS3 POCs
  – MA IDIQ Awardees

• Overview TS3 Processes – Renee Collica
  – Ordering
  – Task Orders Proposal Tips
  – On Ramp/Off Ramp
  – Subcontracting Plan Management
  – Post Task Order Award Highlights

• CPARS and Upcoming Requirements – Lisa Durbin

• Break

• Question & Answer (Q&A) – Ben McMarten
  – Responses to Questions Submitted
What is TS3?

• The TS3 FoC is comprised of three Multiple-Award Indefinite-Delivery, Indefinite-Quantity (MA IDIQ) contract awards (i.e., “contract suites”) covering:
  – KBS “White Collar”: Programmatic services, professional advice or assistance to include technical logistics management support and professional services;
  – ERS “Blue Collar”: Maintenance, repair and overhaul, equipment modification, installation of equipment, and technical service representatives;
  – R&D Services: Services associated with research and development, testing and evaluation (RDT&E) and includes support to lab services.
What is TS3? (cont.)

- TS3 FoC strategy combines three predecessor contract mechanisms:
  - KBS suite replaces Omnibus III;
  - ERS suite replaces Field and Installation Readiness Support Team (FIRST), which was used by multiple commands; and
  - R&D suite replaces TARDEC Omnibus
- Maximum ordering value for TS3 FoC is $3.5 billion:
  - $1.8 billion for KBS
  - $1.1 billion for ERS
  - $634 million for R&D
- Each MA IDIQ contract will have a five-year ordering period and an eight-year period of performance to allow for three-year task orders to be awarded on the final day of the ordering period.
What is TS3? (Con’t)

• KBS & ERS Contract Suites
  - Both KBS and ERS have a partial Small Business Set Aside (SBSA);
  - Competitive task orders greater than $150,000 and less than or equal to $3 million per year will be solicited to SBs only (Restricted Pool);
  - Competitive task orders greater than $3 million per year will be solicited to both SB and OTSB contractors; and
What is TS3? (cont.)

• R&D Contract Suite
  – Since an effective R&D effort requires the most innovative approach, a SBSA threshold was not established under the R&D contract suite.
  – All competitive task orders will be solicited to both SBs and OTSBs, regardless of the estimated value.
  – PCO has discretion to set aside task orders of any dollar value for the Restricted Suite IAW FAR 19.502-4(c)
Who can use TS3?

• TS3 is designed to support the customers of Army Contracting Command – Warren (ACC-Wrn):
  – Program Executive Office (PEO) Combat Support & Combat Service Support (PEO CS&CSS);
  – PEO Ground Combat Systems (PEO GCS);
  – System of Systems Engineering & Integration (SoSE&I);
  – Tank Automotive Research and Development Command; and
  – TACOM Life Cycle Management Command (LCMC)

• On a case-by-case basis, TS3 may be utilized for other requiring activities:
  – Need to ensure TS3 ceiling remains adequate for TACOM LCMC customers who funded the IDIQ procurement process
ACC-Wrn TS3 POCs

• TS3
  – C, Acquisition Services Contracting Division, Gregory M. Dixon

• Research & Development (R&D) Suite
  – C, R&D Contracting Group, Pamela L. Grozdon
    ▪ Primary Contracting Officers:
      – Jaclyn Flewelling (R&D MA IDIQ PCO)
      – John Hopfner
      – Ryan Stacey
ACC-Wrn TS3 POCs (cont.)

- Knowledge Based Services (KBS) / Equipment Related Services (ERS)
  - C, Strategic Service Solutions Group, Shannon Jewell
    - Primary Contracting Officers:
      - Lisa Durbin (KBS MA IDIQ PCO)
      - Ben McMartin (ERS MA IDIQ PCO)
      - Renee Collica
    - Contracting Officers from Other ACC-Wrn Divisions:
      - Steven Balthazor (Stryker Requirements)
      - Helen Smith / Thomas Sargee (LAV Requirements)
      - Timothy Nichols (Tactical/PSID Requirements)
      - Greg Donahoe (Depots/Arsenals)
MA IDIQ Contract Awards

- A total of 66 contracts were awarded 14 May 2015 among the three contract suites:
  - 27 in KBS
    - 17 Other Than Small Business (OTSB)
    - 10 Small Business (SB)
  - 20 in ERS
    - 18 OTSB
    - 2 SB
  - 19 in R&D
    - 7 OTSB
    - 12 SB
- 13 contractors received awards in two suites
- Four contractors received awards in all three suites
27 KBS MA IDIQ Contract Awards

**17 KBS OTSB:**
- BAE Systems Land & Armaments L.P.
- BRTRC
- Booz Allen Hamilton Inc.
- Calibre Systems, Inc.
- Camber Corporation
- D & S Consultants Inc.
- DCS Corporation
- Honeywell Technology Solutions Inc.
- International Business Machines Corp.
- Jacobs Technology Inc.
- Mantech
- PD Systems, Inc.
- SAIC
- Strategic Resources, Inc.
- URS Federal Services, Inc.
- Vencore Services And Solutions, Inc.
- Wyle Laboratories, Inc.

**10 KBS SB:**
- Accent Controls, Inc.
- C2D Joint Venture
- DS3 Solutions LLC
- DUCOM, Incorporated
- Feditc LLC
- Middle Bay Solutions LLC
- Northwind-Jacobs Joint Venture
- Tec-masters Inc.
- United Support Services LLC
- WS3, LLC
20 ERS MA IDIQ Contract Awards

18 ERS OTSB:
- Army Fleet Support LLC
- BAE Systems Land & Armaments L.P.
- BRTRC
- Booz Allen Hamilton Inc.
- DUCOM, Incorporated
- DynCorp International LLC
- Vectrus Systems Corporation
- Honeywell Technology Solutions Inc.
- Jacobs Technology Inc.
- Lockheed Martin Corporation
- Mantech
- PD Systems, Inc.
- Qualis Corporation
- SAIC
- Strategic Resources, Incorporated
- Systems Products And Solutions, Inc.
- URS Federal Services, Inc.
- VSE Corporation

2 ERS SB:
- Integrated Logistics Solutions, Inc.
- SFS Global/Tiburon JV
19 R&D MA IDIQ Contract Awards

- **7 R&D OTSB:**
  - Alion Science And Technology Corporation
  - Booz Allen Hamilton
  - DCS Corporation
  - Jacobs Technology, Inc.
  - Raytheon Company
  - SAIC
  - VSE Corporation

- **12 R&D SB:**
  - CDQ Joint Venture
  - Federal It Consulting, LLC
  - Hodges Transportation, Inc.
  - Loc Performance Products, Inc.
  - Middle Bay Solutions, LLC
  - Northwind-Jacobs Joint Venture
  - PD Systems, Inc.
  - Quantum Research International, Inc.
  - Select Engineering Services
  - Survice Engineering Company, LLC
  - Waltonen Engineering, Inc.
  - Westwind Aerospace, Inc.
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TS3 Ordering Process

• Notice of Upcoming Requirements
  – ACC-Wrn anticipates providing notice of upcoming requirements to assist contractors in advance proposal preparation through the following methods:
    ▪ E-mail to contractors
    ▪ TACOM PROCNET: https://contracting.tacom.army.mil/

• Depending on customer requirements, TORs may be out for 3 – 30 days
• Market Research
  – ACC-Wrn anticipates utilizing the TS3 suites to conduct market research for upcoming requirements
  – Draft Performance Work Statement (PWS) / Task Order Request (TOR)
    ▪ ACC-Wrn appreciates the feedback received on past PWSs/TORs and intends to continue providing draft documents for review when appropriate
    ▪ Responses/feedback assist both ACC-Wrn and the TS3 contractors by addressing areas of concern early in the process
    ▪ All known expectations will be listed with the draft, such as: applicable TS3 Suite; time TOR will be on the street; Small Business Requirement expectations; Is it a realistic requirement?
    ▪ NOTE: The Government does not intend on holding contractor meetings to discuss any drafts that are issued as it would create an unfair competitive advantage.
• Task Order Request (TOR)
  – Task Order Requests will contain all information required to propose on the order and the response time frame
  – ACC-Wrn intends to copy all contractors within a TS3 suite on all competitive task order requests and clearly mark which pool (Full and Open vs. Restricted) the task order is solicited under
  – Time allowed for proposal receipt will vary depending on the complexity, urgency and magnitude of requirements
  – At this time, AMRDEC/SAFE is planned for encrypted submission of documentation; however, specific submission instructions will be included within the TOR
TS3 Ordering Process (cont.)

• Task Order Awards
  – ACC-Wrn intends to post notice of all awards to FedBizOpps, in addition to providing notices to unsuccessful offerors
  – TS3 contractors with Subcontracting Plans are reminded to continuously update and track subcontracting goals and cumulative totals for reporting with each task order award (see H.22)
Task Order Proposal Tips

• The following are areas to note from Government evaluators that will help ensure quality proposal:
  – Clearly identify how the information in the proposal answers the solicitation requirement. Also, clearly label the sections in the document.
  – Do not combine sections. It’s worth the extra line to have an unambiguous answer to a solicitation requirement response.
  – If Section L asks for specific information, don’t waste the page limit providing information that is not relevant to answering the solicitation requirements. Fluff or marketing information does not get evaluated or add value to your proposal.
Task Order Proposal Tips (cont.)

- Read the TOR in its entirety. If there is something that is not understood, ask questions during the Q&A phase. It is better to understand the requirement than guess which could cause a lower rating.

- Format response to align with the TOR criteria. For example, map the proposal sections directly with the Section L&M structure.
Task Order Proposal Tips (cont.)

- Pricing:
  - The Cost/Price Volume is the Offeror’s opportunity to ensure the Government fully understands its proposed costs and price in context with its entire proposal and its own business practices. Offerors should provide a thorough basis and supporting documentation for each of its proposed costs to clearly demonstrate their reasonableness/realism.
  - Cost narratives in the Cost/Price Volume should be used to fully detail the support of the reasonableness/realism of proposed costs/price. Only providing a short phrase about the cost elements and their location within the Pricing workbook is not a best practice.
  - When subcontracting under a cost type arrangement, the Offeror should fully explain its determination that the costs proposed accurately reflect the most probable costs that will be incurred during contract performance.
Off Ramp/On Ramp

• Off Ramps (H.4.1) – The Government reserves the right to off ramp a contractor for:
  – Non-responsibility determination
  – Failure to comply with FAR 19.702(c) – “… any contractor or subcontractor failing to comply in good faith with the requirements of the subcontracting plan is in material breach of its contract…”
  – Mutual Agreement between the Government and Contractor

• The Government will provide written notice and 10 calendar days to respond to a proposed off ramp (H.4.2)
Off Ramp/On Ramp (cont.)

• On Ramps (H.5.1) – The Government may conduct an open season approximately two-and-one half years into the IDIQ performance period to add new contractors to enhance the competitive environment under the KBS/ERS/R&D suite.

• During Open Season, existing KBS/ERS/R&D MA IDIQ contract holders may:
  – Make downward cost/price adjustments to their IDIQ Labor Rates
  – Submit a proposal for the Restricted pool, if the offeror qualifies as a Small Business at the time of proposal submission

• Open season may be conducted by a formal Request for Proposal (RFP)
Administration of Subcontracting Plans (H.22)

• Only applies to OTSB contractors who do not have a comprehensive SB subcontracting plan.
• Only one subcontracting plan applies at the base IDIQ contract level.
• Based upon task orders received, contractors will modify the subcontracting plan with each task order awarded.
• At the end of each reporting period, the contractor will send to the KBS/ERS/R&D email box a single updated spreadsheet showing the cumulative goals for all orders awarded during the reporting period (H.22.5.2)
• The TS3 MA IDIQ PCO will modify the base contract to incorporate the updated cumulative goals for accurate subcontracting reporting. (H.22.6)
Invoices (Section G.1)

- When the task order is other than firm-fixed price, the contractor shall submit its invoice(s) to the Contracting Officer's Representative (COR) for review and approval prior to uploading the invoices into Wide Area Workflow (WAWF).
- The COR will review, and if appropriate, approve the invoice(s) within 10 calendar days prior to upload into WAWF.
- Each invoice shall contain the following supporting data:
  - Labor - Identify the individuals that worked, the hourly rate, the number of hours worked;
  - Travel - COR approval notices and the receipts to support the travel dollars spent; and
  - Other Direct Costs (ODCs)/Material - COR approval notices, a description of what was purchased, and the receipts to support what item(s) were purchased.
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Contractor Performance Assessment Reporting System (CPARS)

- Overview
- Reporting Requirements
- CPARS Technical Requirement
Why the Government Prepares a CPAR?

• The Federal Acquisition Streamlining Act (FASA) of 1994 requires:
  – Establishing policies and procedures that encourage the consideration of the offerors' past performance in the selection of contractors.
  – Automated collection, maintenance and dissemination of information to the maximum extent practicable.

• AFARS 5142.1502-90(a) provides the business sector and dollar thresholds when a CPAR is required for a contract.
  – The threshold for service requirements is $1 million
What is the purpose of a CPAR?

• Increasing attention to contractor performance and oversight

• Agencies are realizing two benefits:
  – Better current performance because of open dialog between the contractor and the Government; and
  – Increased ability to select high quality contractors for new contracts, because contractors know the assessments may be used in future past performance award decisions.
What is reported in a CPAR?

• A CPAR captures both contractor strengths and weaknesses.

• FAR Subpart 42.15 – Contractor Performance Information requires feedback of contractor’s performance regarding:
  – Conformance to contract requirements;
  – Meeting standards of good workmanship;
  – Forecasting and controlling costs;
  – Adhering to contract schedules;
  – Managing administrative aspects of performance; and exhibiting reasonable and cooperative behavior;
  – Commitment to customer satisfaction; and
  – Business-like concern for the customer's interests.
Who provides CPAR feedback to be input into the system?

• The Contracting Officers are ultimately responsible for accurate assessment and timely reporting of contractor performance:
  – The acquisition team (Assessing Official Representatives) may be comprised of the program and contracting personnel, the customer, cognizant technical personnel, contract management, logistics and audit personnel.
  – Assessment is evaluated by the acquisition team as an ongoing process throughout the contract period of performance.
How long are CPARS retained?

• CPARS are retained in the Past Performance Information Retrieval System (PPIRS) for three years after completion of the contract performance (except for construction and architect-engineering CPARS, which are removed after six years).
## Reporting Requirements

Performance ratings are described by one of the following adjectives: *Exceptional, Very Good, Satisfactory, Marginal* or *Unsatisfactory*.

<table>
<thead>
<tr>
<th>RATING</th>
<th>Contract Requirements</th>
<th>Problems</th>
<th>Corrective Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXCEPTIONAL</td>
<td>Exceeds many to the Gov't benefit</td>
<td>Few Minor</td>
<td>Highly Effective</td>
</tr>
<tr>
<td>VERY GOOD</td>
<td>Exceeds some to the Gov't benefit</td>
<td>Some Minor</td>
<td>Effective</td>
</tr>
<tr>
<td>SATISFACTORY</td>
<td>Meets All</td>
<td>Some Minor</td>
<td>Satisfactory</td>
</tr>
<tr>
<td>MARGINAL</td>
<td>Does not meet some</td>
<td>Serious: recovery still possible</td>
<td>Marginally effective: not fully implemented</td>
</tr>
<tr>
<td>UNSATISFACTORY</td>
<td>Does not meet most</td>
<td>Serious: recovery not likely</td>
<td>Ineffective</td>
</tr>
</tbody>
</table>
Reporting Requirements (con’t.)

- Table 42-1 Evaluation Ratings Definitions in FAR Part 42 provides a full explanation of the responsibilities of the Government when justifying CPARS ratings.
  - The baseline rating is considered “Satisfactory”, which meets the definition of contractor meeting all requirements.
  - To be evaluated above or below the baseline circumstances that meet the definitions of “Very good”, “Exceptional”, “Marginal”, or “Unsatisfactory” must be displayed and documented regarding the contractor’s performance.

- When a contractor responds to the PCO’s CPAR assessment, specifics regarding exceeding the contract requirements need to be provided.
  - Example: Small Business goal of 25% is the contractual requirement. The contractor exceeds this goal and performs 35% Small Business participation. Rating may be justified as “Very Good.”
CPARS TECHNICAL REQUIREMENT PERTAINING TO TS3

• Currently the CPARS system requires administrative CPARS be executed at the base IDIQ level for all TS3 contracts that do not receive an award in the first year.

• The administrative CPARS will be coded FINAL and will only need to be performed the one time.

• Do not be alarmed to see all “not rated” with one “satisfactory” ratings for these administrative CPARS.

• The Government intends to put a message in the “satisfactory” rating similar to the following: “No performance occurred at the IDIQ level. Reference future Task Orders for performance ratings.”

• All other IDIQs that have an award against them in the first year, and meet the threshold, will have a standard CPARS completed.
UPCOMING TS3 OPPORTUNITIES

• The following slides provide the potential TS3 opportunities by PCO.
• This list is not all inclusive.
• Contractors should always consult the Warren PROCNET for a full and complete list:
  – Major Acquisitions
  – Services Contracting
  – TS3
<table>
<thead>
<tr>
<th>Customer</th>
<th>TS3 Suite</th>
<th>TOR Release Dates</th>
<th>Description of Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>SoSE&amp;I - SETA</td>
<td>KBS</td>
<td>09/01/15</td>
<td>SoSEI's Systems Engineering Technical Assistance (SETA) Engineering and Technical support services.</td>
</tr>
<tr>
<td>PEO-CS/CSS</td>
<td>KBS</td>
<td>10/01/15</td>
<td>Modeling and simulation services for the development, implementation, execution, and post analysis support for Capability Portfolio Analysis Tool (CPAT), Whole System Trade Analysis Tool (WSTAT) and Systems Analysis Toolset (SoSAT).</td>
</tr>
<tr>
<td>SoSE&amp;I - EPSI</td>
<td>KBS</td>
<td>11/01/15</td>
<td>Provide programmatic services to SoSE&amp;I to support planning, management, and execution of the U.S. Army’s Network Modernization efforts including the planning and execution of the Network Integration Evaluations (NIE), the Army Warfighter Assessments (AWA) and the integration of schedules.</td>
</tr>
<tr>
<td>PM-AMS</td>
<td>KBS</td>
<td>01/01/16</td>
<td>Explosive Hazard Pre-Detonation (EHP) Roller logistics including Technical Manual development; full provisioning; develop all Logistics Management Information (LMI) Data products; packaging information; configuration management; and, technical support, maintenance, and parts support.</td>
</tr>
<tr>
<td>SoSE&amp;I - Spectrum</td>
<td>KBS</td>
<td>07/15/15</td>
<td>Director, Capability package requires System Engineering services to execute the Agile Process in support of semi-annual integrated operational evaluation events, i.e. NIE, at Fort Bliss, TX and White Sands Missile Range, NM. The Agile Process facilitates development, maturation and operational evaluation of networked and non-networked systems considered for fielding to Army Brigade Combat Teams and Joint Forces.</td>
</tr>
<tr>
<td>PM-TS</td>
<td>KBS</td>
<td>07/04/15</td>
<td>Graphics Analyst support services for PM Transportation Systems.</td>
</tr>
<tr>
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</tr>
<tr>
<td>Red River Army Depot</td>
<td>ERS</td>
<td>07/01/15</td>
<td>Military Vehicle equipment rebuild/reset support at RRAD.</td>
</tr>
<tr>
<td>Red River Army Depot</td>
<td>ERS</td>
<td>07/1/2015</td>
<td>Contractor will inspect, test, repair, and kit components of the Battery Powered Motorized Traversing Unit (BPMTU). The BPMTU components will be picked up from Sierra Army Depot inventoried, inspected, tested, repaired if economically feasible, kitted and shipped back to Sierra.</td>
</tr>
<tr>
<td>RRAD - LMP Support</td>
<td>KBS</td>
<td>08/01/15</td>
<td>LMP data entry and analysis at RRAD.</td>
</tr>
<tr>
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<td>Description of Requirement</td>
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</tr>
<tr>
<td>PM-MRAP</td>
<td>KBS</td>
<td>7/8/2015</td>
<td>Technical, Logistics and Professional Services in support of MRAP both CONUS and OCONUS.</td>
</tr>
<tr>
<td>PM HTV</td>
<td>KBS</td>
<td>8/15/2015</td>
<td>Total Package Fielding services both CONUS and OCONUS for the Family of Heavy Tactical Vehicles.</td>
</tr>
<tr>
<td>PM MTV</td>
<td>ERS</td>
<td>11/01/15</td>
<td>Total Package Fielding services is to support fielding and training of vehicles to units within CONUS and OCONUS.</td>
</tr>
<tr>
<td>NAMI</td>
<td>KBS</td>
<td>04/01/16</td>
<td>Asset management and inventory record maintenance &amp; reconciliation support for the TACOM LCMC NAMI Group.</td>
</tr>
<tr>
<td>PM-LTV</td>
<td>ERS</td>
<td>12/01/15</td>
<td>Total Package Fielding support for PM-LTV.</td>
</tr>
<tr>
<td>PM Bridging</td>
<td>ERS</td>
<td>07/15/15</td>
<td>Total Package Fielding services is to support fielding and training of vehicles to units within CONUS and OCONUS.</td>
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<td>--------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>PEO SAMD FMS Support</td>
<td>KBS</td>
<td>08/01/15</td>
<td>To meet contractual obligations for the procurement, delivery and sustainment of US Army systems entered into via the FMS process</td>
</tr>
<tr>
<td>SAMD - Support</td>
<td>KBS</td>
<td>08/01/15</td>
<td>Provide technical support services in the areas of Security</td>
</tr>
</tbody>
</table>
### Ryan W. Stacey:

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<tbody>
<tr>
<td>TARDEC</td>
<td>KBS</td>
<td>08/01/15</td>
<td>Lifecycle engineering and technical support services in the ground systems domain. Engineering and Technical Services include all phases of the life cycle from Material Solution Analysis to Operations and Support, including CONUS and OCONUS Field support and vehicle maintenance.</td>
</tr>
</tbody>
</table>

### Timothy A. Nichols:

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<tr>
<td>Tactical Vehicle PSID</td>
<td>ERS</td>
<td>10/15/15</td>
<td>Supply Chain Management services for all variations of FMTV series 2.5 ton, 5 ton, and 10 ton trucks at Red River Army Depot in Texarkana, TX.</td>
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Questions & Answers (Q&As)
Q&As (cont.)

Q: Using the current Omnibus contract as a baseline, what is the different philosophy on TS3 contracts with respect to both contract type selection and evaluation criteria on individual orders?

A: The philosophy between OMNIBUS and TS3 remains the same as to contract type and evaluation criteria selection. ACC conforms to regulatory requirements and applies prudent business judgment in determining contract type and evaluation criteria on a requirement by requirement basis. In applying that business judgment, TS3 offers a wider range of options, including non-commercial efforts as well as ERS and R&D scopes.
Q&As

Q: Does ACC-Wrn intend to use OASIS, given the new Army MOU committing to its use? (Reference MOU between GSA and DASA(P) dated 16 March 2015.)

A: ACC-Wrn will consider the use of OASIS if a service requirement arises outside the scope of TS3 or if we exceed our ceilings.
Q: How can a non-winner of the TS3 contract collaborate with the winners of the TS3 contracts?

A: ACC-Wrn intends to publicly publish upcoming requirements. Interested subcontractors are encouraged to connect with TS3 contract awardees through the contractor POCs listed in the System for Award Management (SAM). The Office of Small Business Programs (OSBP) will add the TS3 Prime Contractors to its list at: https://contracting.tacom.army.mil/sbo/primecontractor.htm and will include CAGE codes for easier searching in SAM. [continued on next slide]

Ensure records are up to date. (Registration is not required for subcontracting but the databases are used by government and industry in market research, so it is encouraged.)

Small Businesses may be added to the OSBP’s List of Available Subcontractors by filling out the form at [https://contracting.tacon.army.mil/sbo/sbo.htm](https://contracting.tacon.army.mil/sbo/sbo.htm).

Small Businesses are encouraged to explore the Office of Small Business Program (OSBP) pages on the Procnet at [https://contracting.tacom.army.mil/sbo/sbo.htm](https://contracting.tacom.army.mil/sbo/sbo.htm) and email any questions to the Office Mailbox at: usarmy.detroit.tacom.mbx.lcmb-osbp@mail.mil.

Also, Small Businesses should contact their Procurement Technical Assistance Center (PTAC) at [http://www.aptac-us.org](http://www.aptac-us.org).
Q: To what extent will SB/SDB participation be encouraged across TS3 and all of its locations?

A: ACC-Wrn is committed to obtaining maximum practicable participation of all varieties of SB concerns in all acquisitions in accordance with the Small Business Act. We are confident the $3M threshold as well as the inclusion of a small business requirement in the unrestricted buys will enable us to fulfill that commitment.
Q: With all efforts valued at $3M and below being reserved for small business, and with the rule of two applying to all efforts above $3M, what if any efforts will be available for large businesses under TS3?

A: Pursuant to H.3.1.3, “Task orders exceeding $3 million per year may be solicited to the full and open pool or set aside for the restricted pool contractors at the discretion of the PCO IAW FAR 19.502-4(c).” Set-asides over $3 million are discretionary, not mandatory, pursuant to FAR 19.502-4(c).
Q: What are the Small Business goals?

A: Subcontracting Plan updates will be reviewed against the current DoD subcontracting goals published each FY at: http://www.acq.osd.mil/osbp/statistics/sbProgramGoals.shtml.

The DoD FY 2015 goals are:

- SB: 36.0%
- SDB: 5.0%
- WOSB: 5.0%
- HZSB: 3.0%
- VOSB: 3.0%
- SDVOSB: 3.0%

There may also be a "Go/No Go" requirement in a TORFP that a certain percentage of labor dollars go to SB. If so, the percentage will be stated in the TORFP. Also a SB Participation Factor may be included in a TORFP. If so, the goals will be stated in the TORFP.
Q&As (cont.)

Q: What is the target percentage of the TS3 planned for Small Business/SDB?

A: There is not a specific TS3 goal for SB participation.
Q: The Government indicates new contractors can be added via On-ramping 2.5 years into the contract. Will new joint ventures formed with/by current contractors be considered in this process? (Example Company A holds a TS3 contract, but within 2.5 years forms a JV with Company B - is joint venture AB authorized to bid as part of the On-ramping?)

A: Yes, if ACC-Wrn conducts open season, new JVs would be considered.
Q: Will the Government provide and maintain a long-range forecast for task orders in order to allow for an increased level of competition and higher quality of proposals?

Q: Has the Government estimated the number of Task Orders that may be let on average per CY?

Q: Does the Government intend to publish an annual forecast of anticipated Task Orders?

A: Long-range forecasts are not available. The Government intends to provide, as much as practicable, notice of upcoming requirements.
Q: Do we expect to see the Afghanistan National Maintenance Program to be solicited through TS3 ERS?

A: Decisions regarding the suitability of any forthcoming requirements for award under TS3 will be made based upon relevant regulation and guidance, as well as TS3 award criteria, including streamlining and simplification.
Q&As (cont.)

Q: Section H.6 of the IDIQ provides for Technical Instruction (TI) driven Task Orders, awarded to a successful offeror, who then performs subsequent TI efforts as they become available. Would ACC-Wrn consider award of TI driven Task Orders to multiple offerors, allowing the resulting awardees to compete for the subsequent TIs as they come available?

A: TS3 contains no prohibition on the number of awards per TO requirement. For most TO efforts, a single award will be made, however, in some instances where multiple awards are practicable (such as under a TI driven TO) the Government may consider such an approach.
Q: The minimum qualification for the majority of Service Occupation Codes (SOC) positions requires a Bachelor's Degree. Will the Government consider comparable Military/Professional Training and experience as an acceptable alternate to the requirement for a Bachelor's Degree at the Task Order level?

A: Each task order, on a requirement specific basis, may provide an equivalent amount of experience as an alternative to a Bachelors degree.
Q: Will the Army consider adding a clause at the BPA [IDIQ] level to permit an exchange of suitable experience for education (e.g., 4 years of experience being equivalent to a bachelor's degree) for non-SCA/WD positions? All non-SCA/WD positions require a bachelor's degree, which could potentially disqualify a significant TACOM knowledge base from being eligible for TS3 positions.

A: Not at the IDIQ level. Each task order, on a requirement specific basis, may provide an equivalent amount of experience as an alternative to a Bachelors degree.
Q: Considering the length of time involved in the award of the TS3 Contracts, would the Government consider using five years for the purpose of determining whether past performance is recent?

A: The Government will consider evaluation criteria on a task order basis, considering the individual requirement.
Q: For the purpose of obtaining quotes from suppliers and to ensure that the quotes remain valid, what will the typical time be between proposal and award? Will this date be published for each task order?

A: The time between proposal and award will be dependent on the individual task order requirements. The Government anticipates providing information with each task order request informing offerors how long proposals must remain valid for.
Q: How does ACC-Wrn determine evaluation approach (Tradeoff vs. LPTA vs. Price)?

A: ACC-Wrn reviews many factors when developing an evaluation approach, including:

1. Confidence in knowledge of requirement.
2. Complexity / Nature of requirement (commoditized service, OCONUS, etc.)
3. Outcome – Innovation vs. support
4. Importance of Quality vs. Cost
Q: If one prime teams with another member of the R&D MA IDIQ, does one of the partners take the "prime" role? Do the prime's rate ceilings apply? Or do each individual member's rate ceilings apply?

A: The prime contractor that submits an offer takes the “prime” role and their rates apply to that order.
Q: Will Contractor format be allowed for price submittals? If not, will the Government use a standard spreadsheet and will it be updated from the original proposal submission to account for individual Primes' disclosure practices?

A: When Offeror’s are requested to use a Government Format Spreadsheet it is to facilitate uniformity. It is not intended to replace an Offeror’s Format Model Spreadsheet which typically may be a separate workbook. Generally, a “Roadmap” is required which tracks the proposed costs from the Offeror’s Format Model to the Government Format Model. Note that the Price Volume formatting will be tailored to the individual task order requirements.
Q: In the event a task order contains a requirement for the contractor to deploy personnel to an overseas location, contractor employees that are required to work in a contingency location are authorized the following adjustments to their wages: Danger Pay and Hardship Pay. However, the rates charged to the Government shall not exceed the allowable rates as determined by the State Department for the area of operation.

IAW with this clause, SAP assumes for task order pricing we will be allowed to increase the base salary rate by adding the % identified in the DOS DSSR Allowances by location tables. This addition may increase the cap rate identified in attachment 1 and is allowable on the OCONUS TO. Is this a correct assumption?

A: The ceiling prices in Attachment 0001 do not apply to OCONUS efforts (see H.21). How the HAP/DAP adjustments are reflected in a proposal will be addressed at the task order level in accordance with the proposal instructions and the offeror’s standard accounting practices.
Q: We understand that fee/profit on travel expenses is not an allowable cost on any task order issued against this MA IDIQ contract. However, will the USG allow the contractor to bill a fully burdened cost, including G&A costs per the FAR?

A: Yes. Travel costs may be burdened through G&A, but shall exclude profit/fee, see H.2.2.2.
Q: On TORs competed under the Omnibus3 contract, contractors are required to submit the backup data for their proposed rates. Since these are competitive procurements, it is not clear why this data is required.

A: For procurements under Omnibus III, DFARS 8.404(d) (CLASS DEVIATION 2014-O0011), Contracting Officers are required to determine prices are fair and reasonable at the task order level. For both Omnibus III and TS3, the amount and type of information required to make this determination is requirement specific and dependent on many factors, such as contract type, complexity, and commerciality.
Q: Will the management of GFE, GFI, GFM, Contractor Acquired Property (CAP) be at the Task Order level? Is there a dollar threshold for reporting CAP?

A: Yes. GFE/GFI/GFM/CAP will be administered at the task order level. CAP reporting will be addressed at the task order level.
Q&As (cont.)

Q: Is Low Rate Initial Production (LRIP) allowed? If so, are there any limits on quantity?

A: No.
Q&As (cont.)

Q: Are there any forms / formats for standard documents (e.g. monthly reports)?

A: Each task order will specify the required format for contact data deliverables in the Contract Data Requirements List (CDRL) Form 1423. Additionally, this will be a topic of discussion at a Start of Work meeting, for the individual task order.
Q: Could breakout sessions w/contract team be held so that actual introductions can be made? Frequently, the contracting team is in attendance at these events and then quickly disappear when main sessions are completed making it difficult to actually meet/greet/introduce.

A: The Government is unable to accommodate this request at this session. This will be considered for future industry engagement events. A representative from the Services Group will be in attendance at all future ACC-Wrn Industry Engagement events.
Q&As (cont.)

Q: Will a list of the TS3 contracting team be provided with contact information to include email and phone numbers?

A: Recommend correspondence to the TS3 team be sent to the TS3 group email boxes to ensure timely review. Specific contact information will be provided upon written request to the email box. In addition, task order contact information will be provided with each TOR.
Q: Will the government hold quarterly IPTs with industry?

A: ACC-Wrn currently holds bi-monthly industry engagement sessions in which representatives from TS3 will be in attendance. Further sessions may be considered, if necessary.
Q&As (cont.)

Q: Will a usage manual be provided to the government users?

A: Yes. Internal guidance will be provided to Government TS3 users IAW local policy.
Q: When will the government users be "trained" and updated on the use of TS3?

A: The Government continuously provides training and information to users of the service contracts. Specific training to TS3 has been rolled out to ACC-Wrn and its customers and is on-going. If you find that Government personnel are unaware of the TS3 procedures, please refer them to Shannon Jewell for assistance.
Questions From Morning IES & TS3 Kickoff
Q: How important will competition and preserving a competitive goal of potential offerors be in awarding task orders to individual offerors?

A: ACC-Wrn anticipates providing Fair Opportunity on all task orders under FAR 16.505; unless an exception applies.
Q: When will funding for TS3 FoC task orders be available? Will it be available for each of the three FoC at the same time or sequentially?

A: All guaranteed minimum quantity task orders have been awarded to each contractor. Future funding will be dependent on customer program requirements and will vary amongst each contract suite based upon each specific requirement. See also the upcoming requirement slides earlier in this briefing.
Q&As (cont.)

Q: When will guidelines and procedures for use of TS3 and task order procedures be available, and when will they be available to prospective offerors?

A: Task Order guidelines and procedures are available within each contract, see Section H.1 (Issuance of TO Requirements) and H.2 (TO Pricing).
Q&As (cont.)

Q: Will you explain/speak to the hierarchy of use for TS3, as in where it fits within GSA, FIRST, OMNIBUS, OASIS & the like?

A: All requirements will be reviewed to ensure that TS3 is appropriate contract vehicle to meet the Government requirements; however, TS3 is the primary service contract mechanism for ACC-Wrn supported service requirements. Note that the FIRST contract has expired and ACC-Wrn does not anticipate releasing further orders under OMNIBUS III, unless in the best interest of the Government.
Q&As (cont.)

Q: While the spreadsheets of projected requirements are informative, can you add three pieces of information: 1) Incumbent contractor; 2) New work/re-compete; 3) If re-compete, previous PWS.

A: ACC-Wrn will take this under advisement for future updates.
Q&As (cont.)

Q: When do you anticipate a list of projected requirements for the R&D domain?

A: Requirements will be posted once they become available.
Q: Will the Government allow alternate labor categories or alternate FTE counts based upon the procurement type? Reduced FTE counts for cost efficiency? Specifically, must we bid exactly the FTE/workforce/labor categories estimated by the Government?

A: FTE and labor requirements are determined based upon the specific individual requirement. The TOR will specify whether deviations from the Government provided totals are allowed. However, during Q&A if you have an alternate approach, please ask a question regarding this deviation for consideration by the requiring activity.
Q: Does the Government still intend to issue solicitations under $3M per year only for small business / restricted suite(s)? The sample TOR on KBS was awarded to a OTSB.

A: Yes. The initial representative task order for each of the contract suites was issued under the full and open pool as all offerors were required to bid on the requirement and be eligible for award. Future requirements will follow section H.3 of the TS3 contracts.
Q&A (cont.)

Q: It has been stated by the Government that subcontractors can be added to a task order 10 days before the task order release. Does this mean that all task orders for TS3 will be release in draft so TS3 primes can determine teaming needs?

A: Contractors may respond to a TOR with whatever team they desire to meet the Government requirements. There is no limitation on switching subcontractors before bidding on a TOR. Switching subcontractors on a specific task order, after task order award, is handled pursuant to H.1.7.4 of the base contract.
Q&A (cont.)

Q: Can we bring tasks to the TS3 contracts (specifically R&D)? If yes, must it be competed or can it be awarded directly? Can other branches of the service utilize the TS3 contracts?

A: Yes, other branches may utilize the TS3 contracts on a case-by-case basis, see H.1. Requiring activities may utilize TS3 if the requirements fall within the scope of the contracts and it makes prudent business sense. Requirements under the TS3 contract suites will be competed under the Fair Opportunity provisions of FAR 16.505 unless an exception applies.

Unsolicited R&D proposals may be directed submitted IAW FAR Subpart 15.6 to R&D Group Chief Pam Grozdon.
Q: Regarding the earlier price/technical trade: it was stated that LPTA technical was rated only Acceptable/Not Acceptable. Why did the KBS task order use Good/Acceptable/Not Acceptable? We were rated Acceptable & had [redacted] lower cost. We should have been chosen based on your own criteria.

A: The KBS NIE task order was not an LPTA evaluation, but a tradeoff evaluation with the Technical factor slightly more important than Cost/Price (KBS Attachment 0009, M.3). Section M.1 of the TOR (KBS Attachment 0009) clearly notified offerors that “The Contracting Officer may select for award that proposal in which the total evaluated cost/price is not necessarily the lowest, but whose overall response is deemed most advantageous to the Government so as to justify the payment of a higher cost/price.”
Q: Will the Government conduct an annual/biannual TS3 ABPI?

A: Depending on feedback from today’s session, ACC-Wrn will consider holding future sessions. If there are future topics you would like to see discussed, please let the contracting office know.
Q: TS3 KBS provides for T&M invoicing (names, hours, etc.) on FFP orders. Will TACOM consider true FFP invoicing?

A: Pursuant to section G.1.1 the invoicing requirements are for other than FFP type orders.
Q&As (cont.)

Q: TS3 KBS provides for cost ceilings on CPFF task orders. Those ceilings are the T&M rates. Will TACOM consider true cost-type invoicing?

A: Contract holders agreed pursuant to H.21 that the rates will be ceilings for all contract types.
Q: Will the TOs all be rapid response? Contracting Office has 10 days to respond to a question but if a TO has a rapid response time (eg. 5-7 days) then the contractor may not have all the necessary information to submit a responsive bid.

A: The TO response time will be determined based upon the individual requirements. ACC-Wrn anticipates that for rapid response requirements providing a draft or notice in advance of TO release.
Q&As (cont.)

Q: When & How do contractors need to complete the quality control plan? What are the surveillance plan requirements for the quality control plan?

A: There is no quality control plan at the IDIQ level. A QCP may be required at the task order level.
Q: Several emerging solicitations provide bidders credit for work flowed into USG depots. This can really cause the price of a bid to increase. Given the Army has always fulfilled the 50/50 law, why is this being used in Source Selection?

A: This team is not aware of any criteria issued by ACC-WRN regarding any such credit. It is not the intention of the ACC Depot Reachback team to use this in proposal evaluation, but if rationale to utilize such criteria emerges, comment will be sought from offerors prior to TOR Release. Please see Greg Donahoe with specific questions.
Q&As (cont.)

Q: TACOM TS3 provides terms that preclude further work on a platform after task order award. This may be viewed discriminatory to manufacturing companies. Will this change in the future?

A: The provisions of H.16 (OCI) within the contract are not intended to further broaden the limitations of FAR 9.505. If a contractor has an OCI, it must be handled pursuant to the contract and FAR 9.505, including requests for a waiver. Please contact the contracting officer with specific questions related to OCIs.
Q: How many small business awardees are there on KBS? It appears that some SB awardees are in excess of the given NAICS code in size/revenue.

A: Ten. All SB awardees followed the certification requirements in SAM and the solicitation at the time proposals were submitted.
Q: Will the Government consider issuing a Secret DD254 at the IDIQ level with exceptions at the TO level for reasons of efficiency & convenience?

A: Yes. The Government will take this under advisement and work with the security office to determine whether this is a viable option.
Q&As (cont.)

Q: Will Past Performance be requested at the TOR level?

A: Past Performance is a possible evaluation at the TOR level, based upon the specific requirement.
Q&As (cont.)

Q: It appears for Non-FFP contracts supporting documentation will be required for costs.

A: Yes. Pricing information required will be clearly outlined in the TOR.
Q&As (cont.)

Q: Who won the respective TS3 TOs?

A: KBS: DCS Corporation
ERS: URS Federal Services
R&D: Requirement cancelled by requiring activity
Q: With prior IDIQ contracts, a standard page length was used (5 or 10 pages). Will TS3 employ this technique?

A: Page lengths, if applicable, will be determined at the task order level based upon the specific requirements and clearly outlined within Section L of the TOR.
Q: Regarding market research for the PMs, do we use the suites exclusively for market research or do we conduct market research outside of the suites?

A: If an acquisition approach has not been decided on yet, ACC-Wrn advises that PMs conduct market research outside of TS3 to ensure that TS3 is the correct mechanism to utilize. ACC-Wrn will then conduct market research within TS3 to ensure that TS3 has the capabilities for the requirement.
Q: Will market research be done for each TOR? Will there be a separate Industry Day for each TOR?

A: Yes, ACC-Wrn anticipates conducting market research for upcoming requirements prior to the release of TORs. Depending on the complexity of the effort, ACC-Wrn will decide if a separate Industry Day will be done for a specific requirement.
Q: It was heard that the KBS suite was going to be funded first, the ERS suite was going to be funded on a “wait and see” basis, and the R&D suite was going to be held until the end of the year to be funded. Is that true, or will there be funds on some pot for each suite and task orders will be awarded in all three suites?

A: No, task order requirements are funded as the need arises. No one suite will be funded first nor are there any pots for each suite. As requirements arise, it will be determined which suite it will fall under, and funding will apply to the task order.
Q&As (cont.)

Q: Can an awarded task order be protested?

A: A task order can be protested if it is valued in excess of $10 million. See FAR 16.505(a)(10)(i).
Q: Are all of the briefing charts from today going to be posted?

A: Yes, all of the briefing charts will be posted on PROCNET.
Q&As (cont.)

Q: How do you prevent inflation in the CPARs system? Who is watching the ratings?

A: The Contracting Officer is ultimately responsible for accurate assessments and timely reporting of contractor’s CPAR ratings. The Contracting Officer along with technical personnel, program personnel, contract management, logistics and audit personnel work together to provide feedback and assessments into CPAR.
Q: Reference KBS MA IDIQ, Section H.22, Administration of Small Business (SB) Subcontracting Plan. Can you please clarify if we are adding a new SB Subcontracting Plan for each task order or revising the existing SB Subcontracting Plan?

A: FAR 52.219-9 does not allow more than one plan per contract, so as orders or modifications over $650,000 are awarded, updates to the plan are required. However, the ACC-Wrn is currently working with the TACOM Office of Small Business Programs (OSBP) to develop a more streamlined process for updates. ACC-Wrn will send out additional information to all TS3 MA IDIQ contract holders explaining the proposed process and the contract holders will have an opportunity to provide feedback.
Q: Under OMNIBUS III we were able to do direct awards. Is that the same for TS3?

A: No, direct awards are not allowed under TS3.
Q: The ERS RFP included the $3 million per year partial SBSA threshold. The ERS RFP also indicated that the Government intended to award IDIQs to 8 SBs. Since award was made only to 2 SBs in the ERS contract suite, why is there still the $3 million partial SBSA?

A: ACC-Wrn has taken this question under advisement.
Q: Is the size standard under NAICS 811111 for the ERS contract suite correct?

A: Yes, the current SB size standard of $7.5 million for NAICS 811111 is correct.
Q: Will there be 8(a) set-asides under TS3 since some of the SB awardees are 8(a)?

A: No, there will be no TORFPs set-aside specifically for the TS3 8(a) awardees. In addition, services currently performed under an 8(a) set-aside outside of TS3 will not be obtained under TS3, unless the Small Business Administration (SBA) releases the SB from the 8(a) program. See MA IDIQ Section H.3.1.1.
Q & As (cont.)

Q: Will there be preferences given to certain types of SB in competing for a TO? For instance, will there be ‘extra credit’ if you are a SDB or WOSB, etc?

A: No, there will not be any preferences given to certain types of SBs. All SB requirements will be identified within the TOR and will be specific to that task order requirement.
Q: The industry day provided a lot of good, open communication and implied meetings will be held during pre-solicitation. Will the Government meet with us to discuss a specific open requirement?

A: All questions asked regarding a specific requirement need to be made publically available to the TS3 contractors to avoid providing an unfair competitive advantage. As such, when draft PWS', TORs or RFI's are issued, contractors are encouraged to submit the questions they have so we can take into account items identified in the issuance of our the final requirements package and provide the answers to all contractors. If a contractor would like to meet generally about TS3 and/or to provide feedback, requests should be submitted to the PCO. There is also the potential for industry days at the TOR level for larger actions, depending on the requiring activity and requirement, in which an open Q&A may be held.
Questions Answered Within Briefing
Q&As (cont.)

Q: Can organizations not currently listed as customers use the contract vehicle?

A: Yes, in accordance with H.1.1 of the contract.
Q&As (cont.)

Q: Will all solicitations be preceded by an announcement/email?

A: While the Government intends to provide as much notice as practicable, not all requirements may be preceded by an announcement.
Q: Will Army Contracting Command – Warren (ACC-Wrn) post anticipated TS3 Task Order Requests (TORs) on their website as currently being done under ACC-Wrn’s Omnibus III BPA?

A: Yes.
Q&As (cont.)

Q: Will a list of upcoming/anticipated task orders be provided at Industry Day?

A: Yes, see briefing section on upcoming requirements.
Q: Will a running list of upcoming/anticipated task orders be maintained and be made available online? For example, for Omnibus III, there were varying degrees of a "list." Sometimes TORs were listed as upcoming and sometimes they were "Pop-ups." This list was also infrequently updated, listing upcoming actions that were actually past, canceled or already awarded.

A: The Government intends to provide advance notice of requirements on a monthly basis, if practicable.
Q&A (cont.)

Q: Is it the Government’s intent to provide Draft Task Orders for all work – both re-competes and new requirements?

A: The Government will review requirements and determine providing draft TOR/PWS documents is in the best interest of the Government. The Government does intend to utilize this method, time and requirements permitting.
Q: Does the Army intend to release draft TORs prior to final TORs? If yes, is there a targeted timeline to enable industry to provide comment?

A: The Government anticipates utilizing draft PWS/TORs for requirements, as appropriate. Timelines for industry comment will be addressed on a requirement specific basis.
Q&As (cont.)

Q: What solicitations will we be seeing in the near term (e.g. within the current and next quarter)?

A: Please reference the PROCNET webpage.
Q&A (cont.)

Q: When will we anticipate task orders to begin under TS3 KBS & R&D IDIQ and what will be the magnitude of the task orders?

A: Task orders will be released as requirements arise. ACC-Wrn intends to provide notice of upcoming requirements at least monthly on the PROCNET webpage.
Q: Is it the Government’s intent to notify the full pool TS3 awardees, both Restricted and Unrestricted, of all upcoming Task Orders, or will distribution be limited based on the type of Task Order?

A: All orders will be solicited to all IDIQ holders (restricted TOR will be identified).
Q: Will TORs be separated into SB domains or % of utilization?

A: Pursuant to H.3 of the contract there are two ordering pools, the Restricted Pool (SB) and Full and Open Pool (SB and OTSB).
Q: What are the parameters of the pool? Who is in the pool?

A: Pursuant to H.3 of the contract there are two ordering pools, the Restricted Pool (SB) and Full and Open Pool (SB and OTSB).
Q&As (cont.)

Q: How will it be determined what is competed in this pool?

A: TOR set-aside determinations are handled pursuant to H.3.1.3 of the contract.
Q&As (cont.)

Q: Have all of the task orders been awarded? If not - when will they be?

A: The representative task orders for KBS and ERS have been awarded. The task order for R&D was cancelled by the requiring activity.
Q: The method of sending encrypted and proprietary files to other US Government agencies is the AMRDEC/SAFE System. Please confirm this method will be used for this IDIQ

A: The Government anticipates utilizing AMRDEC/SAFE at this time, however submission instructions will be provided within the individual TORs.
Q: How much time will be allowed for proposal responses?

A: Proposal response time will be determined based upon the individual task order requirements. However, TS3 customers have placed an increasing desire for expedited contract awards. As such, we are increasing advance notices (draft PWS/TORs, PROCNET) to facilitate shorter turnaround times as appropriate from 3-30 days.
Q: What are the Government’s plans and schedule for awarding the KBS Network Integration Exercise (NIE) Task Order?

A: The NIE representative task order under TS3 KBS was awarded on 1 June 2015.
Q&As (cont.)

Q: How will the Government present upcoming opportunities on PROCNET? ASFI?

A: The TS3 PROCNET website, as previously discussed.
Q: What is the process of adding additional teammates?

A: There is no fixed list of subcontractors at the IDIQ contract level; contractors may propose any team at the task order level that will meet Government requirements. Changes after task order award are handled under section H.1.7.4 of the base contract.

Note: Members may not be added/removed to a Joint Venture awarded a prime TS3 contract. Please contact the respective TS3 suite contracting officer if there is a question specific to this situation.
Q&A (cont.)

Q: What are the best ways for a small business subcontractor to engage with the primes in TS3?

A: ACC-Wrn intends to publicly publish upcoming requirements. Interested subcontractors are encouraged to connect with TS3 contract awardees through the contractor POCs listed in the System for Award Management (SAM). The Office of Small Business Programs (OSBP) will add the TS3 Prime Contractors to its list at: https://contracting.tacom.army.mil/sbo/primecontractor.htm and will include CAGE codes for easier searching in SAM. [continued on next slide]
Q&As (cont.)

A(cont.): Small Businesses interested in subcontracting are encouraged to register in the System for Award Management (SAM) at [https://www.sam.gov](https://www.sam.gov) and the SBA's Dynamic Small Business Search (DSBS) Database at [http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm).

Ensure records are up to date. (Registration is not required for subcontracting but the databases are used by government and industry in market research, so it is encouraged.)

Small Businesses may be added to the OSBP's List of Available Subcontractors by filling out the form at [https://contracting.tacon.army.mil/sbo/sbo.htm](https://contracting.tacon.army.mil/sbo/sbo.htm).

Small Businesses are encouraged to explore the Office of Small Business Program (OSBP) pages on the Procnet at [https://contracting.tacom.army.mil/sbo/sbo.htm](https://contracting.tacom.army.mil/sbo/sbo.htm) and email any questions to the Office Mailbox at: usarmy.detroit.tacom.mbx.lcmc-osbp@mail.mil.

Also, Small Businesses should contact their Procurement Technical Assistance Center (PTAC) at [http://www.aptac-us.org](http://www.aptac-us.org).
Q&As (cont.)

Q: Does the Government plan to continue to use FBO to announce projected requirements?

A: As previously discussed in the briefing, PROCNET will be the primary method of announcement with links to the FBO special notices.
Q&As (cont.)

Q: Will the Government publish drafts prior to RFP? What is the expected period after RFP release? 30 days?

A: As previously briefed, the Government anticipates utilizing draft PWS/TORs in the future, based upon the specific requirements. Time for TOR response is based upon the specific requirements and will be identified within the TOR.
Q&As (cont.)

Q: Will there be an annual TS3 Contract holder meeting?

A: Depending on feedback from today’s session, ACC-Wrn will consider holding future sessions. If there are future topics you would like to see discussed, please let the contracting office know.
Q: Are the primes limited to using only the subs bid on the sample task orders/IDIQ? If not, is there a process in place to obtain approval for additional subs or can primes add subs as necessary per RFP/TO?

A: Primes may add subcontractors as necessary for a new TORFP proposal. After award of a task order, the contractor shall obtain Contracting Officer approval prior to changing or adding any subcontractors for that task order in accordance with H.1.7.4 in the contract.
Q&As (cont.)

Additional questions may be submitted to any of the TS3 group mailboxes. Answers will be posted on the ACC-Wrn PROCNET page, if received by 23 June 2015.
This concludes the TS3 Kick-off with Industry. ACC-Wrn looks forward to collaborating with you to meet Army requirements. Thank you for attending.
Source Selection Support Center of Excellence (S3CoE)

David A. Henderson
Chief, S3CoE
ACC-WRN
(586) 282-9701
Agenda

• Ground Rules

• S3CoE Background and Organizational Role

• Acquisition Method Alternatives

• Exchanges with Offerors
Ground Rule

No Questions Pertaining to Specific ACC-WRN Competitive Procurements are Permitted
The S3CoE

SOURCE SELECTION SUPPORT CENTERS OF EXCELLENCE (S3CoE)

**DEFINITION:** The Source Selection Support Centers of Excellence (S3CoE): Organization Consisting of Subject Matter Experts and Practitioners That Provide a Full Spectrum of Mission Support to the Source Selection Process and Facilitate the Development of the Best Qualified Acquisition Workforce.
Source Selection Support Center of Excellence (S3CoE)

Our Purpose

- Leveraging Capabilities to Address a Known Weakness
- A Force Multiplier - to Sustain Mission Readiness by Building and Maintaining Source Selection Expertise as a True Core Competency Across the ACC

Our Plan

- Properly Resourced, Multi-Functional Teams to Execute SSEBs
- Centralized Office Locations to Deliver Real-Time Source Selection Advisory Support
- Provide Training, Advice, Assistance, Review/Oversight, Coaching and Facilitation
- Starts Early and Stays Involved - but NOT an Execution Asset

Key Points:

- Provide Source Selection Standardization Across ACC-WRN
- Assist PMOs, PCOs and SSAs in Source Selection Best Practices
- Incorporate Source Selection Best Practices and Lessons Learned
S3CoE Impact on ACC-WRN Competitive Procurements

• Assure Source Selection Best Practices are Incorporated with Consistency Across all Best Value Competitive Actions

• Assure All SSEB Evaluators are Properly Trained

• Assure Proposals are Evaluated Consistently Based on Solicitation Evaluation Criteria

• Be Engaged in the Process from Acquisition Planning Through Award to Advance Current Guidance and Lessons Learned
Internal and External Customers

Source Selection Support Center of Excellence (S3CoE)

- Legal
- PEO CS&CSS
- SOSI
- ACC-WRN Contracting Community
- ILSC
- TARDEC
- PEO GCS
Knowledge Sharing Throughout the Process

- Evaluation Documentation
- Train
- Coach
- Mentor
- Source Selection Decision
- Acquisition Schedules
- Requirements Definition
- Risk Assessment
- Market Research
- RFP/SSP Development
- Acquisition Planning & Documentation

Source Selection Support Center of Excellence (S3CoE)

Training, Tools & Templates
Key Engagement Points Matrix

Pre Solicitation:
- Market Research
- Industry Engagement
- Milestone Dates
- IPT Formed
- Acquisition Strategy
- Requirements Package
- Source Selection Plan
- RFP Preparation
- SSA Appointment
- SSAC Appointment

RFP Release:
- RFP Preparation
- Evaluation Criteria Development
- SSA Approval of SSP
- RFP Release
- Industry/Pre-Proposal Conferences
- SSEB Formed & Trained
- SSEB Facilities Secured
- IT Equipment Issued
- Peer Review / SRB

Evaluation:
- SSEB Assessment
- Exchanges
- Competitive Range
- SSEB Initial & Interim Brief to SSA & SSAC
- SSAC Report

Contract Award:
- Final SSA / SSAC Brief
- SSA Decision Document
- Peer Review / CRB
- Congressional Notification
- Contract Award
- Debriefings
- Protest Support

Type And Extent of Involvement Based On Need of S3COE Concept of Operations
S3CoE Guiding Principals

• Be The Definitive “Go To” Resource
  • Ongoing Engagement with Source Selection Community of Practice on issues and questions
  • Maintain and socialize lesson learned and best practices
  • Increase and Foster Standardization/Consistency
    • Quality training products
    • Tools, Templates, Samples

Essential Mission Asset for Internal & External Customers
Acquisition
Method
Alternatives
Best Value Continuum – FAR 15.101

Sealed Bidding/ Negotiated

Low Price

Lowest Price, Technically Acceptable (LPTA)

Source Selection Tradeoff Process

Best Value: The Expected Outcome of an Acquisition that, in the Government’s Estimation, Provides the Greatest Overall Benefit in Response to the Requirement

A number of factors will help determine which method is best to use
Definitions

Best Value Source Selection

- Any competitive negotiated acquisition having a basis for award stating that factors in addition to cost/price will be considered in selecting the successful offeror(s)
  - Includes:
    - Source Selection Trade-off Process
    - Lowest Price Technically Acceptable (LPTA) Process
Basis of Award: Lowest Price/Technically Acceptable Source Selection Process
Non-cost Factors as GO/NO-GO

Use GO/NO-GO when........

Requirements are such that exceeding the **MINIMUM** requirement adds no value.

Awards based on price (as well as price reasonableness and responsibility) will provide best value, once minimum acceptability of **GO/NO-GO** factors has been established.

Need a definition if “*clearly met*” in RFP Section M
Adjectival Scale for LPTA Technical Factor

Evaluators will apply the adjectival rating for the definition that most closely matches the evaluation.

<table>
<thead>
<tr>
<th>Evaluation Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Adjectival Rating</strong></td>
</tr>
<tr>
<td>Acceptable</td>
</tr>
<tr>
<td>Not Acceptable</td>
</tr>
</tbody>
</table>
Differences Between LPTA and Trade-Off
# LPTA vs. Trade-Off

<table>
<thead>
<tr>
<th>LPTA</th>
<th>Trade-off</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Objective Standard of Proof</strong></td>
<td><strong>Subjective Evaluation</strong></td>
</tr>
<tr>
<td>Lowest Priced offeror with 100% technically acceptable proposal wins</td>
<td>SSA trades off cost/price and non-cost/non-price factors to determine a winner</td>
</tr>
<tr>
<td><strong>To Select the Lowest Price Proposal That Meets/Exceeds Minimum Requirements</strong></td>
<td><strong>To Select The Most Advantageous Offer</strong></td>
</tr>
<tr>
<td>Generally only technical and price as factors</td>
<td>Can have numerous factors, must announce relative order of importance</td>
</tr>
<tr>
<td>Most Suited to Commercial Type Items or Non-complex services</td>
<td>Suited to More Complex Items or Services</td>
</tr>
<tr>
<td>Small Business/Subcontractor Participation Not Evaluated</td>
<td>Can Place a Level of Value on Small Business/Subcontractor Participation</td>
</tr>
<tr>
<td>Assesses Technical Acceptability</td>
<td>Assesses Approach (Technical, Risk, Management, Qualifications, etc.)</td>
</tr>
</tbody>
</table>
## LPTA/Trade-Off Rating Comparison

<table>
<thead>
<tr>
<th>LPTA</th>
<th>Trade-Off</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Technical/Performance</strong></td>
<td><strong>Technical/Performance</strong></td>
</tr>
<tr>
<td>Non-Subjective Evaluation Of Established Minimum Requirements</td>
<td>Subjective Evaluation</td>
</tr>
<tr>
<td><strong>Strictly Acceptable or Unacceptable</strong></td>
<td><strong>Allows Merit For Higher Performance</strong></td>
</tr>
<tr>
<td><strong>Past Performance (Can be Waived)</strong></td>
<td><strong>Past Performance (Can be Waived)</strong></td>
</tr>
<tr>
<td>Acceptable or Unacceptable</td>
<td>Confidence Assessment</td>
</tr>
<tr>
<td><strong>Small Business Participation</strong></td>
<td><strong>Small Business Participation</strong></td>
</tr>
<tr>
<td>Exempt</td>
<td><strong>Factor or Subfactor</strong></td>
</tr>
<tr>
<td><strong>Price - Of The Acceptable Proposals</strong></td>
<td><strong>Price</strong></td>
</tr>
<tr>
<td>Lowest (Evaluated) Price Wins</td>
<td>Higher Price May Be Paid If Warranted</td>
</tr>
</tbody>
</table>
Standard Planning Analysis and Consideration Will Always Apply

- Criticality of Requirements and Acquisition Value
- Acquisition History
- Acquisition Sensitivity
- Government Resource Availability and Consumption
- Time Constraints
If the Evaluation Criteria Identified Cannot be Connected to Crystal Clear, Objective, Non-Debatable Standards of Proof, Then LPTA is NOT The Way to Go –

Move to Trade-Off and Move On!

The Up-Front Time Investment is Worthwhile and Key to Determining Whether the Requirement is Suitable for LPTA
Selecting the Best Value Offer
The Best Value Trade-off Decision

- Is a reasonable Business Judgement of the SSA
- Based on a comparative analysis of the proposals
- Must be consistent with the stated evaluation criteria
- Must reflect why perceived non-cost benefits (e.g. Better Design, Better Past Performance) among offerors are worth any necessary price premium or not worth a price premium
The Best Value Trade-off Decision

The determinative element is not the difference in the ratings, but the rational judgment of the Source Selection Authority concerning the significance of that difference.

The analysis, ratings and comparisons should be used as an aid to the Source Selection Authority's judgment - not as a substitute for that judgment.

AMC Pamphlet 715-3
Bottom Line

• The Source Selection Trade-Off Decision of Best Value is **Judgmental**

• The SSA has **Broad Discretion** in Making the Judgment

• The Judgment must have a **Rational Basis**

• The Selection Decision must be Consistent with the RFP/Evaluation Criteria and Supported by the Source Selection Decision Memorandum
Exchanges with Offerors
FAR Provisions Addressing Discussions

- Does the RFP Contemplate Discussions?
  - FAR 52.215-1: The Government Intends to Award Without Discussions.
    - However, the Government Reserves the Right to Conduct Discussions if Necessary.
    - Offeror’s are Encouraged to Submit Proposals on Best Terms in that Discussions may not be Conducted
  - FAR 52.215-1(Alternate 1) - The Government Intends to Award a Contract after Conducting Discussions.
    - Offeror’s Still Encouraged to Submit Proposal on Best Terms in that the Competitive Range Determination will be Based on the Initial Proposal Submission.
After receipt of proposals, there are three types of exchanges that may occur between the Government and offerors:

1. Clarifications
2. Communications
3. Discussions.

<table>
<thead>
<tr>
<th></th>
<th>Clarification</th>
<th>Communications</th>
<th>Discussions</th>
</tr>
</thead>
<tbody>
<tr>
<td>When they occur</td>
<td>When award without discussions is contemplated</td>
<td>When award WITH discussion is contemplated- prior to Competitive Range Determination</td>
<td>After Establishing the Competitive Range</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Note: The term “negotiations” applies to both competitive and non-competitive acquisition. In a competitive acquisition, negotiations are also called discussions.</td>
</tr>
<tr>
<td>Scope of Exchange</td>
<td>Most Limited of the three types of exchanges</td>
<td>Limited; similar to fact-finding</td>
<td>Most detailed &amp; extensive</td>
</tr>
<tr>
<td>Purpose</td>
<td>To clarify certain aspects of proposals</td>
<td>To enhance the Government’s understanding of the proposal by addressing issues that must be explored to determine whether a proposal should be placed in the competitive range</td>
<td>To allow the offeror an opportunity to revise its proposal so that the Government obtains the best value, based on the requirement and applicable evaluation factors</td>
</tr>
</tbody>
</table>
| Examples of Topics of Exchanges | • Relevance of an offeror's past performance  
• Adverse past performance information  
• Resolution of minor or clerical errors  | Ambiguities or other concerns (e.g. perceived deficiencies, weaknesses, errors, omissions, or mistakes)  
Relevance of an offeror's past performance  
Adverse past performance information | • Deficiencies  
• Weaknesses  
• Adverse past performance information  
• Bargaining |
| Are Proposal Revisions Allowed | NO                                                                              | NO                                                                              | YES                                                                                                  |

Note: The term “negotiations” applies to both competitive and non-competitive acquisition. In a competitive acquisition, negotiations are also called discussions.
EVALUATION NOTICE (EN) - CLARIFICATION OR COMMUNICATION FORM

Control Number:  
Offeror:  
Factor/Subfactor/Element:  

Reason for Request:  
( ) UNCLEAR: Needs further clarification  
( ) INCONSISTENT: Contradicts with other parts of your proposal  
( ) ERROR: Appears to be a mistake, typo, miscalculation  
( ) OTHER (including Past Performance exchanges): Explained below  

Page/Paragraph Number relevant to the RFP:  

Page/Paragraph Reference in the Proposal:  

Information Required From Offeror: Provide your response on a separate page, but reference the above control number on each page of your response. Proposal revisions are not permitted in responding to this EN.
Evaluation Notice (EN) – Discussion Forms

• SSEB Will Evaluate Information Requested in Section L of the RFP
• Requests for Additional Information (EN Discussion Form) Should be limited to the Minimum Data Necessary to Understand What is Proposed, and to Effectively Evaluate it.
• EN Discussions Forms WILL be Issued on Deficiencies/Significant Weaknesses
  • EN Discussions Forms Must Provide Offerors With Sufficient Information to Develop a Meaningful Response
    • Cite RFP/Proposal References
    • What is the Requirement?
    • What is Stated in the Proposal?
    • What is the Problem?
    • What is Required from Offerors?
Control Number: Date:
Offeror: Factor/Subfactor/Element: Reason for Request:
   ( ) DEFICIENCY: a material failure of a proposal to meet a Government requirement or a combination of significant weaknesses in a proposal that increases the risk of unsuccessful contract performance to an unacceptable level.
   ( ) SIGNIFICANT WEAKNESS: a flaw that appreciably increases the risk of unsuccessful contract performance.
   ( ) WEAKNESS: a flaw in the proposal that increases the risk of unsuccessful contract performance.
   ( ) UNCLEAR: Needs further clarification
   ( ) OMISSION: Incomplete; lacks information required within the RFP
   ( ) UNSUPPORTED: Lacks specifics
   ( ) INCONSISTENT: Contradicts with other parts of your proposal
   ( ) ERROR: Appears to be a mistake, typo, miscalculation
   ( ) OTHER: Explained below
Page/Paragraph Number relevant to the RFP:

Page/Paragraph Reference in the Proposal:

Information Required From Offeror:
Response from Offeror:

Note: Comments should be continued on another sheet of paper if the above space is inadequate.
QUESTIONS?
References

• FAR Part 15, DFARS Part 215, AFARS 5115
• DoD Source Selection Procedures
• Army Source Selection Supplement (AS3)
• Implementation Directive for Better Buying Power 2.0
• PARC Policy Alert #15-73, Use of Lowest Priced Technically Acceptable Source Selection Process
• Under Secretary of Defense (Acquisition, Technology, And Logistics) (USD(ALT)) memorandum dated March 04, 2015, Subject: Appropriate Use of Lowest Priced Technically Acceptable Source Selection Process and Associated Contract Type.
• ASA (ALT) memorandum dated April 20, 2015, Subject: Use of Lowest Priced Technically Acceptable Source Selection Process.
• COMMENTARY Will low-price contracting make us all losers? By Bob Lohfeld - CEO, Lohfeld Consulting Group , By Steve Magnuson
• GAO Cases - Various
• Source Selection University Avatar Training – Source Selection 101
• OMB Myth-Busters Memos dated February 2, 2011 and May 7, 2012: “Addressing Misconceptions to Improve Communication With Industry During the Acquisition Process
• OMB Memorandum dated March 18, 2015: Acquisition 360 – Improving the Acquisition Process Through Timely Feedback From External and Internal Stakeholders