

**SAMHSA IDIQ  
283-07-1000  
Pre-Proposal Conference**

Monday, September 25, 2006  
Rockville MD

**Questions and Answers**

**10:00 A.M. Session:**

- 1) If a prime/subcontracting team proposes on a RFTOP, can the subcontractor be assigned more than 50% of the FTE work?

A: In the large business area, businesses can divide the work in whatever manner they see fit. Maintaining the 50% limit is only a concern in the small business area. For RFTOP proposals in the small business area, at least 50% of the work proposed (across the entire award period) should be proposed to be completed by the small business.

Please note, the 50% rule is based on the total dollar amount for the Prime Contractor and Subcontractors, i.e., labor plus overhead, General and Administrative, Fees, etc.

52.219-14 Limitations on Subcontracting.

As prescribed in 19.508(e) or 19.811-3(e), insert the following clause:

LIMITATIONS ON SUBCONTRACTING (DEC 1996)

- (a) This clause does not apply to the unrestricted portion of a partial set-aside.
- (b) By submission of an offer and execution of a contract, the Offeror/Contractor agrees that in performance of the contract in the case of a contract for—
- (1) *Services (except construction)*. At least 50 percent of the cost of contract performance incurred for personnel shall be expended for employees of the concern.
- (2) *Supplies (other than procurement from a nonmanufacturer of such supplies)*. The concern shall perform work for at least 50 percent of the cost of manufacturing the supplies, not including the cost of materials.
- (3) *General construction*. The concern will perform at least 15 percent of the cost of the contract, not including the cost of materials, with its own employees.
- (4) *Construction by special trade contractors*. The concern will perform at least 25 percent of the cost of the contract, not including the cost of materials, with its own employees.

19.508 Solicitation provisions and contract clauses.

(e) The contracting officer shall insert the clause at 52.219-14, Limitations on Subcontracting, in solicitations and contracts for supplies, services, and construction, if

any portion of the requirement is to be set aside for small business and the contract amount is expected to exceed \$100,000.

19.811-3 Contract clauses.

(e) The contracting officer shall insert the clause at 52.219-14, Limitations on Subcontracting, in any solicitation and contract resulting from this subpart.

- 2) There is a 45-page limit on appendices. That breaks down to roughly 20, 2-page resumes. Are subcontractors' resumes to be included in the appendices? What other material can be included in the appendices?

A: Key personnel are identified by asterisks in section B.4. Resumes for these personnel should be included, whether these personnel are employed by the prime or subcontracting company.

The 45-page limit was designed with the intention to assure adequate room for the necessary resumes. Any additional material that you feel is appropriate is welcome, within the page limits.

The 45-page limit is now to accommodate double sided information to be submitted. Therefore, no more than 45-pages are to be submitted, double sided, for a total of no more than 90 sides.

- 3) Why didn't SAMHSA do oral proposal for domains 3, 4, 5, 7, and 10?

A: The needs and abilities of the reviewers to gather the information necessary for their review was the determining factors in whether a domain required an oral proposal or written hypothetical. Volume was another consideration—a single review panel will respond to every oral presentation, and another will review technical proposals. This will help to assure consistency in the review—but limited the number of oral presentations/technical proposals which could be assigned to each review panel.

- 4) How will price be factored into the review process?

A: Personnel labor categories, positions and their associated labor rates will be reviewed in terms of cost reasonableness. These categories and costs can be in two forms:

- Direct Labor Categories and Costs provided in a mid range for each category. Overhead, Fringe Benefits, etc to be provided with a current Indirect Cost Rate Agreement.
- Direct Labor Categories and Loaded Rates, may be provided in accordance with current GSA schedules.

There are no pre-set limits or ranges for costs for these proposed categories and the associated costs, rates.

5) Is it possible that SAMHSA will award more or fewer than 10 awards/domain?

A: Fewer awards may be made; but no more than 10 can be made.

6) Given the 2-page per resume and 45-page limit to the Appendix, a number of factors appear to advantage or disadvantage offerors. For example, a firm utilizing more subcontractors would have fewer resumes to include, or a firm bidding multiple domains would have room for fewer resumes per domain.

A: Key personnel are to be reported across domains, and where key personnel come from the subcontracting firm, their resumes are still to be included in the Appendix. The appendix is now to allow for the 45-page limit to accommodate double sided information to be submitted. Therefore, no more than 45-pages are to be submitted, double sided, for a total of no more than 90 sides.

7) What is the final due date for the proposals?

A: October 31, 2006.

8) Section B.4. requests labor rates for 60 different positions. If offerors do not intend to utilize particular labor categories, do these categories still need to be reported?

A: Offerors are not required to report rates for all labor categories—only for those the offeror expects to utilize. There is, however, a danger to the offeror if they do not report a labor category which the government has determined to be necessary to the completion of work within a domain. In this case, the proposal would be at a disadvantage, as reviewers will be unable to determine cost reasonableness across all categories. Therefore, please provide all labor categories that represent your capabilities in the domain that you are proposing.

9) Can an offeror propose labor categories and rates other than those listed in Section B.4.?

A: Yes.

10) Which domains are set aside for small or large businesses?

A: Large businesses are eligible to apply to domains I-VIII. Domain IX is reserved for small businesses—including small disadvantaged businesses. Domain X is reserved for small disadvantaged businesses only. Small disadvantaged businesses can apply for any domain; small businesses can apply to domains I-IX.

11) How many awards will be made to small and large businesses in each domain?

A: Fewer awards may be made; but no more than 10 shall be made. Specifically, no more than 10 awards of each in domains I-VIII, 10 to small businesses in domains IX and X.

12) In order for an offeror to receive evaluation points for subcontracting with an 8(a) company, must the 8(a) company be qualified for the NAICS code of the relevant domain?

A: Yes.

13) If a company is pursuing a prime contracting position for multiple domains, are 8(a) companies required in each domain in order for evaluation points to be assigned?

A: No; one 8(a) or small business will qualify the proposal for the evaluation points.

14) Is it possible to add or remove subcontractors after submitting the letter of intent?

A: Subcontractors can be removed after the letter of intent is received; but no new subcontractors can be added after the due date of October 3, 2006. A revised letter intent must be submitted by October 13, 2006.

15) Small businesses may face particular difficulty in assembling the appropriate teams prior to the October 3 deadline. Are extensions available?

A: No.

16) Small businesses may be least likely to be able to report on all labor categories—will this put them at a disadvantage?

A: Businesses can only propose on their current expertise. Use of teaming, joint ventures, subcontracts, consultants etc may be entered into to provide the depth of expertise and experience required by the domains that are being proposed.

17) Now that substance abuse and mental health proposals have been combined, are offerors expected to show expertise in both areas?

A: Yes.

18) Page 5 requests resumes for key personnel in several positions. If a company bids within domains that do not seem to require a particular personnel position, will the application be deemed noncompliant?

A: Yes, if the position is required as “Key Personnel” those noted on page 5 with an asterisk, then a resume (technical proposal) and actual labor rates (business proposal) would be required by the Request for Proposal, page 82 of 88 pages, #1 Staff Management Plan and #2, Key Personnel the identification of personnel and their qualifications for significant functions is required for evaluation of each submission.

If there is a personnel category that your organization considers Key Personnel other than those marked by an asterisk then the offeror can submit their resume. For those categories that are not “Key Personnel” (\*) then a resume would not be required.

19) Who are considered to be the authors of proposals?

A: Anyone who played a significant role in the development of the proposal (written or oral). Specifically, this relates to anyone contributing material or information to the proposal, whether they are consultants, subcontractors, etc. Authors are being identified for the purposes of precluding potential conflicts of interest as review panels are developed.

20) How will reviewers estimate costs if offerors only report labor rates?

A: Labor categories and their associates rates are reviewed for cost reasonableness only. These rates are to include the personnel categories or actual personnel proposed and their proposed hourly rates in the Business Proposal. Labor hours are not to be included in the response. Therefore, there is no need to calculate total costs.

21) If a company uses a company-wide fringe rate, must they submit a fringe cost per employee?

A: No. A total fringe rate for multiple employees may be provided. Offerors should include their current indirect rate agreement with their proposal submission.

22) Can SAMHSA distribute a contact list for attendees at the pre-proposal meetings?

A: Yes, see attached.

23) Can offerors submit resumes for personnel they deem to be “key personnel,” but which are not listed on the application? How should they do so?

A: Yes, additional “key personnel” may be identified by offerors. In the business proposal, these positions can be added to the bottom of the list of key personnel.

In technical proposals, these personnel can be identified during the oral presentation or in the written response, depending on the Domain proposed and resume's provided.

- 24) Page 58, Section L.2., A (3) directs offerors to provide “the estimated number of labor hours” as well as “resource information” on labor hours, materials, travel, etc. Page 82, Section 1 directs offerors to “provide a staff loading chart delineating task time” in their management plan. Since no specific statement of work is provided, how is this information to be reported?

A: These estimates are to be determined as part of the hypothetical scenario included in the proposal.

- 25) Section B.2.(b) if the sample Quality Assurance Surveillance Plan (QASP) states that successful contractors will be required to develop individual QASPs for specific task orders issued under the IDIQ contract. Is a QASP required as part of this proposal?

A: No, the QASP would be developed in response to a specific task order.

- 26) Can offerors use they GSA fully burdened rate in this proposal.

A: Yes; offerors who do so should clearly identify the rates proposed as GSA fully burdened rates.

- 27) Please clarify the use of hypotheticals in each domain.

A. Domains I, II, VI, VIII, and IX do not require hypotheticals. These domains require an oral presentation. Oral presentations include overhead slides, which would describe how a company proposes to complete the work within that domain. An offeror might include a hypothetical as part of this presentation.

- 28) What needs to be included in the cost estimate sheet? What about ODCs?

A: The Direct Labor Categories, Names of Individuals, if available and the associated costs are to be provided. Other Direct Costs are not to be included. The remainder of the cost estimate sheet is for future use for responses to Request for Task Order submissions.

- 29) Section F(iv) on page 70 directs offerors to “provide schedules for completion of work and delivery of items specified in the SOW under both a short-term (3 month) and longer term (2 year) project.” Are we to use our own hypothetical assignments as the basis for these schedules? Are long- and short-term schedules required for each domain?

A: These schedules are to be completed as part of the hypothetical situation. Schedules are required for each domain in which the company is bidding. The two-year term is provided only as an example; offerors are expected to propose an entire project schedule and report the activities and deliverables at regular intervals across that project period (e.g., every 3 months).

Therefore, only one (1) situation is to be proposed for a two-year period of performance. Within this submission, a report and explanation of activities and deliverables are to be provided in a timeline, i.e., every 3 months or whatever your proposal determines as necessary for the fulfillment of the work described.

30) Please clarify the determination of conflict of interest.

A: Conflicts of interest are being identified solely in relationship to the composition of the panels that will review these proposals.

31) On the bottom of page 4 of the presentation handout (“Domains I, II, VI, VIII & IX Technical and Oral Proposals” and “Domains III, IV, V, VIII & X Technical Proposals”), an order of topics to be addressed is provided. This order and topics differs from the evaluation criteria described on page 68. Please clarify.

A: In the RFP, page 63 provides for the Technical Proposal Instructions for Domains I, II, VI, VIII, and IX. This information includes the written portion of the technical proposal as well as the Oral Proposal Instructions. Page 68 provides the Technical Proposal Instructions for Domains III, IV, V, VII, and X.

As sated on the slide on page 4, “the technical proposal needs to be formatted in the same outlines as the Technical Evaluation Criteria as stated on pages 81-84 of the RFP. This submission applies to the written as well as the oral proposal submissions. Offerors should follow the approach provided in the handout slides and in the RFP, and assure that they address each evaluation criteria within those subparagraphs.

32) Please clarify the last sentence of the first paragraph on Page 62, Section L(11). “The small and large businesses will not directly compete against each other under the specific domain – unless the small business stipulates in the proposal that the Domain #L Large Business Domain.”

A: Small businesses may choose to submit proposals in the large business area.

33) Please clarify the base payment and the magnitude of those payments.

A. The IDIQ contracts will be awarded based upon the Cost Plus Award Fee Basis. Therefore, the base fee, is the fixed fee for each award. The magnitude of these payments cannot be determined until the time of award of subsequent Task Orders.

34) Please describe the types of projects you envision directed toward small or large businesses.

A: At this time, the specific projects are not identified. The intent is to have the Request for Task Orders completed by February, for use through the end of the fiscal year. Projects will vary, and will be directed at large or small businesses as the government deems appropriate.

35) Page 72 requests average costs in a proposed labor category, while Page 5 requests actual cost. Please clarify.

A: If more than one person fills a particular position at different rates (e.g., several project managers at a company), the average cost should be reported. However, if it is clear which individual will complete a particular part of a project, use that person's actual rate to report costs.

36) When will the transcriptions of today's questions and answers be released?

A: In the FedBizOpps on or before Wednesday, September 27, 2006.

37) What is the deadline for additional questions?

A: October 3, 2006.

38) If a company reports average labor costs within a category, will they be required to utilize the average cost in bidding in response to a RFTOP?

A: At the time of a proposal submission in response to a RFTOP, if a personnel category is proposed and an individual is not identified at the time of the submission, an average labor rate would be provided. However, if an individual is named and known at the time of the submission, their actual rates are to be provided and the appropriate documentation included.

39) Other than restrictions for sole source contracts and small business areas, will RFTOPs be open to all?

A: The intent is to issue RFTOPs to all businesses within a domain. There may be instances of natural follow-on or urgency, but otherwise the intent is that the RFTOPs will be open to all companies within the domain.



40) Does the font size restriction apply to pitch or point?

A. Offerors are to use the font of Times New Roman 10 pt. or larger. The Font size used shall not be small than Times New Roman.

41) Please define the difference between a subcontractor and a consultant, and clarify if there is flexibility in the \$450/day limit on consultants' fees.

A: Usually, a subcontractor is a firm and a consultant is an individual. Regarding consultant fees: It is the discretion of the offerors to propose on the consultants and their associated rates. The offeror is not limited to the \$450/day consultant rate. Firm rates will be released in conjunction with specific RFTOPs, whereby higher rates for particular expertise, etc. may be negotiated.

42) Please clarify the \$100,000 limit on subcontractors (Page 4).

A. This section outlines the advance understanding. In order to pay a higher consultant rate, to subcontract for more than \$100,000, to pay more than \$1,000 for airfare, etc., the contracting officer's authorization is necessary.

43) Are you advising offerors to use the \$100,000 limit in their hypothetical?

A: No.

### **2:00 P.M. Session**

44) What criteria will be used to determine whether RFTOPS target large or small businesses?

A: The tasks within the statement of work will be reviewed by SAMHSA and a determination made on a project-by-project basis. There are no set criteria for this determination.

45) In previous IDIQs, subcontractors were locked to Primes. Is this still true.

A: No. Subcontractors are able to work with multiple primes. Exclusive agreements between Prime and subcontracting companies are up to the companies.

46) Please clarify the hypotheticals.

A: Within the 15 pages provided for the discussion of the technical approach, offerors are required to create a hypothetical situation and describe their approach to it. (Domains III, IV, V, VII, X – Technical Proposal Instructions, Page 68)

47) How will very different hypotheticals be evaluated?

A: Per the application evaluation criteria.

48) Should hypotheticals address every subpart of a domain? For example, Domain IV includes both focus groups/trends/analysis and local/state/national/international policy. Can a hypothetical focus on one of these two categories, or must it address both?

A: See page 68. Offerors may focus on any one of the subtopics. There is no requirement that all of them be addressed.

49) Companies bidding in multiple domains are at a disadvantage as regards to the required resumes and page limit for the appendices—if more than one individual is filling each of the 11 key personnel positions, and there are multiple subcontracts, there is no way to provide all the requested materials. Is it possible to increase the page limits for companies in this situation?

A: We have considered this. The page limitation of 45 pages is per sheet. The offeror may print on both sides giving an actual number of pages as 90. Keep in mind that the technical proposal does not ask offerors to address every category of key personnel only those marked by an asterisk and considered “Key Personnel”.

50) You stated that there were no costs associated with the hypothetical situation.

A: Correct; this amendment is new, and has been included in the handouts at this meeting. A labor mix and description of duties will be required in the hypothetical situation.

As stated on the Presentation Slides – (slide 30 of 37) Any reference in the RFP regarding “a cost and price proposal shall be provided for each of the hypothetical assignments the offeror submits. The proposal should detail labor hours and rates, indirect costs, other direct costs and fee (including base and award) for the hypothetical assignment” is deleted. The Offeror shall submit 1 proposal for any Domains proposed under 1,2,6,8 & 9 and a 2nd proposal for any Domains proposed under 3,4,5,7,& 10 – not per hypothetical situation.

51) Page 65 refers to the visual aids in the written proposal. Does that mean slides are to be submitted in the technical proposal?

A: Yes, 5 pages as an overview and 10 pages per domain.

52) What is the dollar value of contracts to be awarded under each domain?

A: This information is not available for contracts yet to be awarded. However, we do have the information for the number of awards and dollar ranges under the current IDIQs.

CMHS: 73 awards ranging from \$628,000 to \$22,800,000 for a five year period.

CSAT: 33 awards ranging from \$169,000 to \$49,000,000 for a five year period.

53) Must the prime company have strength in all three areas of the IDIQ, or can expertise at the subcontract level be used to augment weaknesses?

A: The team approach is fine, and all members of the team will be evaluated equally. That is, there is no preference for certain expertise to be available through the prime contractor rather than a subcontractor.

54) The resumes of all key personnel (\*) are required in the business proposal, but only those relevant to the hypothetical situation are required in the technical proposal. If the same individual is represented in both proposals, should two resumes be submitted?

A: Resumes are required in the technical proposal only. They are critical elements here, as they are reviewed to assure appropriate expertise.

55) If companies A and B are both applying as prime companies, can they subcontract with one another in the same domain area and number?

A: No.

56) In any given domain, will all subsequent competitions be limited to the IDIQ, or will there be other competitions?

A: There will be other competitions, which will be released through FedBizOpps.

57) Page 83 requests a staff loading chart. How are offerors to complete this, without a specific task before them?

A: Offerors should provide a staff loading chart that reflects the hypothetical situation. A staffing plan is required of the IDIQ, identifying overall responsibilities.

58) The IDIQ structure does not allow for costs associated with overall management of the IDIQ.

A: While that is technically correct, a central contact person will be named for the convenience of SAMHSA and the contractors. This person would have overall responsibility for coordinating the resulting awards from the RFTOPs.

59) When will responses to submitted questions be released?

A: The deadline for further questions is October 3; responses will be released as soon as possible after this deadline.

60) Is the application to be single-spaced?

A: Yes.

61) Must offerors submit an electronic version of the oral presentation?

A: No.

62) Are different criteria utilized to evaluate large and small business proposals?

A: No. The review committee evaluates large and small business proposals under the same criteria, at the same time. Only after this review is completed are large and small business proposals differentiated for award. Ten awards in each of domains I-VIII will be awarded to both small and large businesses and Ten awards will be made in domains IX and X. See chart in the RFP and the handouts.

63) Must offerors report on all 60 labor categories listed on Page 5? What if the company does not have these staff, or they are not needed to respond to task in a given domain.

A: Companies cannot report rates for staff that they do not have in their employment. Subcontractors may be able to “fill in the blanks” in some cases. If there are no staff available in a particular category, state “not available at this time” on the business proposal.

64) Will there be a penalty?

A: Not if the labor categories are not considered necessary to the task by the government. If the government has determined an unreported labor category to be necessary to the tasks with a given domain, that application will be at a disadvantage as reviewers consider cost reasonableness.

65) Can prime companies add additional subcontractors after submitting the October 3 Letter of Intent?

A: No. Subcontractors can be removed after the Letter of Intent is submitted by October 3<sup>rd</sup>. The offerors will have up to October 13, to revise their intents to remove subcontractors but subcontractors cannot be added. If subcontractors are removed, companies need to submit a revised Letter of Intent by October 13, 2006..

66) Can domains be added after the October 3 Letter of Intent?

A: No, domains cannot be added. Although domains can be removed up to October 13; if domains are removed, companies need to submit a revised Letter of Intent by October 13, 2006..

67) Please clarify the outline for the technical proposals.

A: The handout slides provide some clarification of subparagraphs and how they might best be addressed within the technical proposal. When in doubt, follow the format of the technical evaluation (staff management, key personnel, corporate capability, with technical approach last) incorporating the information of the subparagraphs into the appropriate areas..

68) If a company drops a subcontractor after an award is granted, can they replace that subcontractor?

A: Yes; see the application, page 70 for the procedure. The replacement would require contracting officer authorization.

69) Would SAMHSA consider waiving the Salary Rate Limitation cap in particular domains?

A: No, Salary limitations are a matter of public law and cannot be waived.

70) Please provide clarification of small business subcontracting targets for large business prime companies.

A: Large businesses that propose to subcontract with small disadvantaged businesses receive small business participation points. Other than this, there are no set targets or advantages to subcontracting with small companies.

71) How can additional questions be addressed?

A: Direct them to Lynn Tantardini. October 3 is the deadline for additional questions; responses will be released as soon as possible after October 3.

72) On page 13, is behavioral health included within mental health?

A: Yes.

73) Can you provide a definition for behavioral health?

A: Behavioral health is actually an umbrella term that incorporates both mental health and substance abuse issues. The term extends to health care issues including psychiatric and psychological, marriage and family, addictions treatment and substance abuse. Services are provided by a myriad of providers, including social workers, counselors, psychiatrist, psychologists, neurologists and even family practice physicians. Many states have "parity" laws that attempt to require that behavioral health insurance coverage (i.e., those that address mental health or substance abuse problems) be provided "on par" to physical health coverage.

74) At a previous contractors' meeting, there was discussion of reducing the emphasis on subcontractors, and valuing the prime company more highly.

A: That is not the case today. There is no emphasis on more or fewer subcontractors, with the exception of the small business participation points. The teams will be evaluated as a whole, whatever their composition.

75) Offerors are asked to show capacity in substance abuse treatment and prevention. My company focuses mainly in mental health—should we partner with a substance abuse organization?

A: Probably so. Reviewers will evaluate expertise across all criteria.

76) If we partner with a substance abuse organization and a RFTOP that is solely mental health is released, must we use that subcontractor for that RFTOP?

A: No.

77) What happens if a small business exceeds the size limits for small businesses after the award?

A: Determination of meeting small business criteria is made at the time of the award (scheduled for February, 2007). From that point through the end of the IDIQ and any related RFTOPs, the company would be considered a small business.

78) What if a company submits an application as a small business and outgrows the category before awards are made?

A: A company must be certified as a small business at the time of award. An award will not be made to the company in the Small Business Domain if they are no longer a small business.

79) Will SAMHSA be issuing a RFTOP forecast this year?

A: Yes, to all of the awardees under the SAMHSA IDIQ in February 2007, or after the appropriations are determined by Congress.

80) Is there any way for a company not on the IDIQ list to receive a forecast?

A: Forecasts for awards under the IDIQ would be distributed to the IDIQ list only. A forecast of open RFPs would be disseminated more widely.

81) When awards are made, will successful teams be identified (prime companies and subcontracting companies).

A: Awardees can be announced, but the announcement will likely not include subcontracting companies.

82) Will RFTOPs address single domains, or will multiple-domain RFTOPs be released?

A: RFTOPs will address only one domain number, although they may be released in both large and small business areas under the specific domain number.

83) If a company wins an IDIQ as a small business and outgrows the category during the course of the IDIQ period, can they compete for different contracts as a large business not under RFTOP's or related to the IDIQ?

A: Yes—the small business determination would be relevant only for tasks related to the IDIQ.

84) Staff loading charts are noted on page 67 and 64. Where should they be included in the proposal?

A: Under the staff management plan.

85) Are companies limited in the number of awards they can receive?

A: No.

86) The printing regulations on Page 42 are not clear.

A: This will only become relevant with particular RFTOPs. Under a RFTOP, only a limited number of impressions can be made—these limits are intended to direct agencies to the Government Printing Office.

87) Must companies address all subtopics within a domain in order to be considered?

A: The offeror must generally address all the subtopics to demonstrate a clear understanding of that domain. However, one subtopic will be discussed in detail in the hypothetical situation See page 68.

88) What is the deadline for submitting a revised Letter of Intent (in case of dropping subcontractors or domains)?

A: The deadline for the revised Letter of Intent is October 13. However please note the only difference on the revised Letter of Intent is that either a Domain and/or a Subcontractor has been removed. The Letter of Intent cannot be revised after October 3<sup>rd</sup> to add a Domain or Subcontractor.

89) If a prime company is weak in a particular area, is it possible to submit a past performance for subcontracting companies in this area, and will that count equally?

A: Offerors should submit past performance information on prime and subcontracting companies. These will be weighed equally as the capacity of the team overall.

90) Can cooperative agreements be referenced in past performance?

A: Yes.

91) What are the funding amounts by domain on the handout slide?

A: These are the small business size standards, per NAICS code.

92) Is there an advantage for a small business to subcontract with another small business, or is it better to contract with a large business?

A: Large businesses receive small business participation points for subcontracting with small disadvantaged businesses. After Further review and on Page 77 of the RFP, Small Business will also receive small business participation points for subcontracting with a small disadvantaged business. Further more the SDB can waive the Price Evaluation Adjustment (PEA) an if so, they can be evaluated for this factor.



93) Why do some domains require oral presentations while others require written?

A: Treatment used oral presentations with their IDIQ, and they were very well received by reviewers. The program and review administration reviewed the domains of this IDIQ, with an eye toward those domains where an oral presentation might be more meaningful, versus those in which capacity could be communicated well in writing. This determination was made on the basis of the type of work expected.

94) When reporting past performance, is there an equivalent to NAICS codes that can be used?

A: No.

95) Please confirm: subcontracting information and team composition are required in the Letter of Intent, and teams cannot be supplemented later. Letters of Intent are binding.

A: Yes to all three concerns.

96) Is it true that the 15 small business participation points are only available if the PRIME uses a small disadvantaged businesses?

A: Yes.

97) So the points aren't available for large businesses that contract with small businesses, or for small businesses that subcontract with a small disadvantaged business?

A: Correct for the large business and the reason is the emphasis is on providing extra points for Small Disadvantaged Business participation is because SAMHSA is required to reserve 30% of their contracts for small business. Within that portion, there are additional set asides for veterans business, small disadvantaged businesses, etc. So there's some advantage to subcontracting with a small disadvantaged business. However, with regards to the small business subcontracting with the SDB, on Page 77 it states that the SB will receive the points for subcontracting with a SDB.

98) Please provide more detail about what reviewers liked in the oral presentations.

A: Reviewers seemed to feel that they gained a better sense of how teams worked together in the oral presentations. Also, the level of fluency presenters showed as

they talked through their slides appeared to reflect the actual level of expertise in the domain, rather than the skill of the proposal writer.

Information on the Slides that were changes to the RFP:

1. Page 70 sentence is revised to read: **In no instance shall two or more IDIQ PRIME contractors form a “team” or “joint venture” to bid upon any task order (RFTOP), if they are awardees in the same domain. To clarify: 2 PRIMES in the same domain shall not join together to propose on a RFTOP.**
2. On Page 62 the chart stipulates that Domain X is for 8(a). This is revised to reflect that **Domain X is Set Aside for Small Disadvantaged Business both 8(a) and Non 8(a).** Domain X is SDB - NOTE: Offerors are required to submit an SBA SDB Certification Letter in their Original Business Proposal.
3. Page 84 of the Technical Approach is revised to read: **The Offeror when proposing on Domains 1, 2, 3, 4, 5, 6, 7, 8, 9 and 10 should demonstrate their understanding of consumers and family members of people with mental illnesses and substance abuse disorders as sources of experience and expertise critical to the success of SAMHSA activities.**
4. Any reference in the RFP regarding “a cost and price proposal shall be provided for each of the hypothetical assignments the offeror submits. The proposal should detail labor hours and rates, indirect costs, other direct costs and fee (including base and award) for the hypothetical assignment” is deleted. The Offeror shall submit 1 proposal for any Domains proposed under 1,2,6,8 & 9 and a 2nd proposal for any Domains proposed under 3,4,5,7,& 10 – not per hypothetical situation.