

U.S. ARMY MISSION & INSTALLATION  
CONTRACTING COMMAND



# Environmental Compliance Services

## Pre-proposal Conference

16 December 2008

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MISSION & INSTALLATION  
CONTRACTING COMMAND



## Administrative Remarks



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- Copies of the slides and the court recorded report will be available at U.S. Army Environmental Command (USAEC) Website:  
<http://aec.army.mil/usaec/business>
- Please hold all questions until the Panel Questions and Answers portion of the conference.



## Conference Goals



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- To provide a better understanding of the “Draft” Request for Proposal (RFP)
- To provide responses to industry’s questions
- To allow further network and teaming opportunities for industry



## General



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- Single solicitation with awards in two suites:
  - Restricted Suite – 100% Small Business Set-aside
  - Unrestricted Suite – Full and Open
- Contract Period (5 years)
  - Base Period – 2 years
  - 1<sup>st</sup> Option Period – 2-years
  - 2<sup>nd</sup> Option Period – 1-year
- Program Ceiling – \$130M
- Anticipate making 8-10 awards



## Small Business



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- Contract Award Capacity
  - 75% to Small Business
  - 25% to Large Business
- Restricted Suite Thresholds:
  - \$600K for any single year task order
  - \$1.2 M for a TO with base + 1 option year
  - \$1.8 M for a TO with base + 2 option years
  - \$2.4 M for a TO with base + 3 option years
  - \$3.0 M for a TO with base + 4 option years



## Small Business



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### Unrestricted Suite Competition

- FAR Clause 52.219-14 Limitation on Subcontracting does not apply.
- Task Order Contracting Officer (TOCO) may dissolve the small business set-aside (SBSA) under the thresholds with the concurrence of their local Small and Disadvantaged Business Utilization Specialist.



## Small Business



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### Competition in the Unrestricted Suite (cont'd)

- Prior to dissolving the SBSA, the TOCO must make a determination that one of the following applies:
  - Two or more small business contractors are not interested in responding; or
  - Small business cannot comply with limitations of FAR Clause 52.219-14



## Small Business



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### Competition in the Unrestricted Suite (cont'd)

- As a result of General Accountability Office's (GAO) Delex Systems, Incorporated, File B-400403 decision (8 Oct 2008), the following is applicable:
  - If two or more small business concerns are capable of performing the tasks, regardless of the size of the task order, the TOCO must comply with the set-aside provisions outlined in FAR Part 19, and FAR Clause 52.219-14 Limitation of Subcontracting would apply.



## Section H



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### Pricing Matrix

- Pricing Matrix shall be presented in the terms of “CAP” rates and identify prime or subcontractor rate in Attachment 2 and Column 6 of the Price Matrix.
- Rates must be inclusive of prime labor; subcontract labor; overhead and other burden; and fee and profit



## Section H



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### Organizational Conflict of Interest (OCI)

- OCI is applicable at both the contract and task order level
- OCI will exist for ALL contractors participating as prime or subcontractors on the Management & Professional Services acquisition.
- Prime contractors under this contract are prohibited from being prime contractors under the Management & Professional Services acquisition.



## Section L



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### Technical Proposal

- There are two parts of the technical proposal which shall consist of a written narrative of the offeror's response/proposed solution to:
  - IDIQ Performance Work Statement (Part 1)
  - Sample Task Orders (Part 2)
- Offeror must receive a Highly Qualified rating to be considered for Past Performance/Price tradeoff.



## Section L



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### Technical Proposal (cont'd)

- IDIQ performance work statement (Part 1):
  - Ten representative products in five PWS areas
  - Applicable to facility operations, construction, renovation, demolition



## Section L



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### Technical Proposal

- Sample Task Orders (STO)(Part 2)
  - Each STO will include specific locations
  - Offerors should assume they will have to execute both STO simultaneously
  - STOs are “samples” and the Government does not attend to make an award from the STOs



## Section L



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### Past Performance Questionnaire

- The current Past Performance Questionnaire will be revised to include specific information as it relates to Environmental Compliance Service.
- Offerors should include past performance with programs of similar type, size and complexity to those contained in the Performance Work Statement.



## Section L



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### Past Performance Questionnaire (cont'd)

The Army Source Selection Manual (May 16, 2008) defines recent as within the past three (3) years of RFP due date and relevant as similar in size, scope, complexity, and contract type.



## Section L



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### Past Performance Questionnaire (cont'd)

- There are no minimum or maximum numbers of references required.
- Offeror is responsible for ensuring that forms are accurate and submitted in sufficient time to be considered in this evaluation at the location identified in Section L.4 of the RFP.





## Section L



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### Price Proposal

- Offeror's price proposal will consist of information in response to STOs and to support the pricing matrix provided.
- Offerors must submit prime rates and subcontractor rates.



## Section L



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### Price Proposal (cont'd)

- Separate pricing must be provided for both sample task orders.
- Offerors shall clearly explain the basis of price for each STO, as well as the pricing matrix, to include the discounts proposed, methodology for application of discounts, pricing of non-labor resources, and pricing of travel.



## Section M



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### Evaluation

**Basis of award:** The award will be made based on a Past Performance Price Tradeoff after the evaluation of a Technical factor based on a Highly Qualified/Not Highly Qualified basis. Past Performance is significantly more important than Price.



## Section M



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### Evaluation (cont'd)

- Technical proposal will be evaluated in two parts:
  - Offerors response to the IDIQ PWS
  - Offerors response to the STOs
- Offerors must be considered highly qualified for both the IDIQ PWS and the STOs.



## Section M



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### Evaluation (cont'd)

Offerors' past performance will be evaluated on the Government's confidence in the likelihood of the offeror to successfully perform based on previous and current contract efforts. The Government will assess the recent, relevant past performance for the prime and each significant subcontractor.



## Section M



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### Evaluation (cont'd)

- Offerors past performance will be assigned the following rating:
  - Excellent – Risk level very low
  - Good – Risk level low
  - Adequate – Risk level moderate
  - Marginal – Risk level high
  - Poor - Risk level very high
  - Unknown – Risk level unknown



## Section M



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### Evaluation (cont'd)

- The offeror's price proposal will be evaluated considering the response to the STOs and the pricing matrix provided.
- The price for each STO will be evaluated separately, and collectively to represent the total evaluated price.



## Section M



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### Evaluation (cont'd)

- The price analysis technique outlined in FAR 15.404-1(b) will be the primary means of determining price reasonableness of:
  - Pricing matrix
  - Pricing for STOs
  - Other Direct Cost (including travel cost)



## Section M



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### Evaluation (cont'd)

- The Government intends to evaluate proposals and award contracts without discussions.
- Offerors initial proposal should contain the offerors best terms from a technical, price and subcontract utilization standpoint.

## Projected Timeline

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Industry Questions Posted	19 Dec 08
Release RFP	Jan 09
Receive and Evaluate Proposals	Feb/Mar 09
Make Contract Awards	May 09
Conduct Debriefings	May 09