

**Attachment 0028**  
**W52P1J-10-R-0155**

**Section M Basis for Award**

The Government will evaluate proposals submitted in accordance with Section L, Attachment 0027, of the solicitation and will make an award determination based on the lowest priced technically acceptable proposal. All evaluation factors with the exception of price will be rated on an acceptable/unacceptable basis. Proposals that fail to meet the minimum established criteria (Acceptable standard) will not be evaluated any further, and will not be considered for award. Only those proposals that are determined to have met the established standards for acceptability will be further evaluated in the price factor.

Proposals must meet all the criteria for each of the factors and subfactors being evaluated. Any proposal that fails to meet any of the established standards for any of the factors or subfactors may be considered unacceptable.

The Government intends to evaluate proposals and award a contract without discussions with Offerors (except clarifications as described in FAR 15.306(a)). Therefore, the Offeror's initial proposal should contain the offeror's best terms from a cost or price and technical standpoint. The Government reserves the right to conduct discussions if the Contracting Officer later determines them to be necessary.

**Rejection of Offers:**

The Government may reject any proposal deemed unacceptable which:

a. Merely offers to perform work according to the RFP terms, or otherwise fails to present more than a statement indicating its capability to comply with the RFP terms, without support and elaboration as specified in Section L of this solicitation.

b. Reflects an inherent lack of technical competence or a failure to comprehend the complexity and risks required to perform the RFP's requirements due to submission of a proposal which is unrealistically high or low in price and/or unrealistic in terms of technical commitments.

c. Contains any unexplained significant inconsistency between the proposed effort and price or cost, which implies the offeror has (1) an inherent misunderstanding of the scope of work, or (2) an inability to perform the resultant contract.

d. Is unbalanced as to costs for the base period and/or additional periods. An unbalanced offer is one, which is based on costs significantly high or low for one given period versus another period. There must be a direct relationship between the effort expended and its cost for each contract year.

e. Fails to meaningfully respond to the Proposal Preparation Instructions specified in Section L shown at Attachment 0027 of this solicitation.

**Responsibility:**

Pursuant to FAR 9.103, contracts will only be placed with contractors that the contracting officer determines to be responsible. Offerors must be able to demonstrate that they meet the standards of responsibility set forth in FAR 9.104. The Government will conduct a pre-award survey on any and all offerors. As part of the pre-award survey Financial Capability Determination, a financial review and analysis will be completed for each offeror. The analysis will consist of quantitative and qualitative assessments and will focus on the current financial position of the offeror. The results of the financial analysis will be used for Government determination of the offeror's financial capability and overall responsibility. The responsibility determination will be made by the PCO.

While the Government intends to award a contract under this solicitation using the lowest price technically acceptable approach, the Government reserves the right to reject an offer that does not meet the standards of responsibility. A prospective offeror must affirmatively demonstrate its responsibility including when necessary, the responsibility

of its proposed subcontractors, team members, or those within its corporate entity.

**Factor Evaluations:**

The Factors, Subfactors and Parts associated with this Solicitation are as follows:

Factor 1: TRANSITION PLAN

Factor 2: TECHNICAL APPROACH

Subfactor (1): Capability to Meet Supply Depot Operations

Part 1: Storage Operations

Part 2: Demilitarization

Subfactor (2): Management Plan for the Operation and Maintenance of the Depot

Part 1: Management Plan

Part 2: Plans for Meeting the Operation and Maintenance Requirements of HWAD

Factor 3: PRICE

**(1) Transition Plan Factor:** The Government will evaluate Transition Plan proposals (Volume 1) on an Acceptable/Unacceptable basis utilizing the following criteria:

**Acceptable:** The offeror's proposal demonstrates that it has the knowledge, skills and ability, to effectively transition from one contract/contractor to another. Demonstrates a clear understanding of transition responsibilities and approach to transition is reasonable and realistic. The offeror's transition plan adequately details the anticipated tasks, projected completion dates, and the plan for reducing or eliminating any Supply Depot Operation/demilitarization downtime; adequately details that it has the experience, background and knowledge pertaining to transitions on similar efforts, a risk assessment of the risks associated with implementing the

proposed plan, and anticipated tasks to help mitigate those risks.

**Unacceptable:** The offeror's proposal fails to demonstrate that it has the knowledge, skills and ability to effectively transition from one contract/contractor to another; or, does not demonstrate a clear understanding of transition responsibilities and/or approach to transition is unreasonable and/or unrealistic. The offeror's transition plan does not adequately detail the anticipated tasks, projected completion dates, does not adequately describe the plan for reducing or eliminating any Supply Depot Operations/demilitarization downtime; does not adequately detail that it has the experience, background and knowledge pertaining to transitions on similar efforts, a risk assessment of the risks associated with implementing the proposed plan, and anticipated tasks to help mitigate those risks.

**(2) Technical Approach Factor:** This factor has two subfactors: Capability to Meet Supply Depot Operations and Management Plan for the Operation and Maintenance of the Depot.

The Government will evaluate Technical Approach Proposals (Volume 2) to determine the extent to which the offeror demonstrates its knowledge and ability to provide the required supply depot operations and whether it will be successful in operating and maintaining the depot IAW contract requirements. This factor contains two subfactors, offerors must receive an acceptable rating for each subfactor in order to be considered further for award.

**Acceptable:** The offeror's proposal demonstrates that the offeror can satisfy all the Governments requirements, has provided enough detail to indicate the feasibility of the approach and has demonstrated a clear understanding of the requirements. There is essentially no doubt that the offerors stated approach will be successful. The proposal presents an overall low degree of risk in meeting the Governments requirements.

**Unacceptable:** The offeror's proposal fails to demonstrate that the offeror can satisfy all the Governments requirements, or fails to provide enough detail to indicate the feasibility of the approach or has failed to demonstrate a clear understanding of the requirements.

There is doubt that the offerors stated approach will be successful. The proposal presents an overall moderate or higher degree of risk in meeting the Governments requirements.

### **(3) Price Factor**

Price analysis shall be used to determine (a) price reasonableness; and (b) whether the proposal reflects an understanding of the effort required.

As part of the evaluation, proposals will be reviewed to identify any significant unbalanced pricing found between pricing periods, quantity ranges, contract line items or sub-line items as applicable. In accordance with FAR 15.404-1(g), i.e., Unbalanced Pricing, a proposal may be rejected if the contracting officer determines the lack of balance poses an unacceptable risk to the Government.

The Government will evaluate offers based on prices proposed for all ordering periods. If an offeror fails to propose for all quantities or ordering periods, the Government may reject that offer as unacceptable.

#### **Method of Price Evaluation**

The evaluation is a two-step process. Step 1 evaluates the individual services and Step 2 weights the individual services as a comparison to the total depot mission.

#### **1. Step One**

CLINs pricing will be evaluated in the following manner:

- a. SDO and Demilitarization of Specified Families  
(priced on the Pricing Matrix) (CLINS 0001 and 0003)

The Government will calculate a weighted evaluation price for Clins 0001 - SDO and 0003 - Demilitarization of Specified Families, by multiplying the proposed unit prices for each range and ordering period by their respective weight and maximum quantity, and summing these totals. The weight associated with each range represents the likelihood that an order, if placed, would be placed within that range. The Step one total evaluated CLIN price for Clins

0001 and 0003 is the sum of the weighted evaluation price for each service; item/family, for all ordering periods.

b. Receipt and Storage of Mercury (CLIN 0002), Government Staff Support (CLIN 0004), and Tenant Support (CLIN 0005).

The total evaluated price for CLIN 0002 is derived by multiplying the proposed unit price for each ordering period by the maximum quantity and then summing the total for all ordering periods for both subclins.

The total evaluated price for CLINS 0004 and 0005 will be the sum of all services, for all years (ordering periods).

c. Housing (CLIN 0006)

The offeror shall provide daily rates for the Unaccompanied Personnel Housing. These rates shall be reviewed for price reasonableness and are not included in the Total Evaluated Price.

d. The FFP efforts priced IAW the solicitation, Section A, paragraph 13.a (IMCOM related efforts) will be evaluated for price reasonableness only. In addition, Utility Metering, Section A, paragraph 7 shall be evaluated for price reasonableness only.

e. The ceiling priced efforts priced on Attachment 0002 "Ceiling Price MIDAS Families" will be evaluated for price reasonableness only.

## **2. Step Two**

Step Two is a determination of the Total Evaluated Price, as follows:

The Total Evaluated Price will be derived by weighting the Total for each CLIN (found on Pricing Matrix, First Tab titled Summary - All CLINS and FFP). The weight assigned to the Total for each CLIN is based upon the depot mission. (CLIN 0001; SDO - 65%, CLIN 0002; Receipt and Storage of Mercury, 5%, CLIN 0003; Demil - 20%, CLIN 0004; Government Staff Support, 5% and CLIN 0005; Tenant Support - 5%.)

The Total of each CLIN will be multiplied by its respective weight, i.e. SDO Total CLIN shall be multiplied by 65% to determine the Evaluated CLIN Price.

The Total Evaluated Price shall be the total of each Evaluated CLIN Price as displayed on Pricing Matrix, First Tab titled Summary - All CLINS and FFP.