



SERVICES Request for Proposal (RFP) Tutorial



June 2016

Introduction



- This briefing will introduce the Request for Proposal (RFP) process
- Requests for Proposals (RFPs) must be created by a Contracting Officer or Contract Specialist using the CHESS IT e-mart <u>https://chess.army.mil</u>
- You will learn:
 - CHESS IT e-mart Registration
 - How a Contracting Officer or Contract Specialist creates and submits an RFP
 - How to create a draft RFP
 - How a Contracting Officer or Contract Specialist manages an RFP
 - Sharing an RFP
 - Amending an RFP
 - Canceling an RFP
 - Transferring an RFP
 - How a Vendor views and responds to an RFP response
 - How a Contracting Officer or Contract Specialist can view RFP submissions



Section	<u>Slide Number</u>				
Browser Requirements	4				
The RFP Process	5				
Creating a Draft RFP	22				
Sharing an RFP	29				
Amending an RFP	32				
Cancelling an RFP	38				
Transferring an RFP	43				
Vendor View of RFP Submissions	48				
Contracting Specialist or Contracting Officer View of RFP Submissions	53				

Browser Requirements

Please NOTE:

 The RFP process runs best in Firefox, Internet Explorer 9 or 10 and Google Chrome.

mozilla Internet Explorer 9 Firefox	Windows Internet Explorer 8







The RFP Process



Step 1 - Register



 If you do not have an account with the CHESS IT e-mart you must first register in order to gain access to the RFP Manager.



Step 2 - Create an Account



NOTE: CHESS IT e-mart users should ensure their password is unique to CHESS and you do not use passwords from other systems (e.g., network, banking, email, etc.)

 2 lowercase le 2 lowercase le 2 numbers 2 special char 	acters			
ew Account				
Title	- Select -	Job Description	- Select -	
First Name		Last Name		
Email address				
Password	None			
Confirm Password	None None			
Address 1		Address 2		Fill out the form u
City		State	- Select -	a mail.mil accoun
ZipCode	·	Commercial Phone	ext.	and select "Regis
DSN Phone		Fax Number		
Service or Agency	- Select -			



Step 4 - Access the RFP Manager











	Create Request For Proposal									
RFI - Information	RFQ - Hardware\Software	RFP - Services	Reverse Auction - Hardware\Software	Transfer						
Programs - Select - 💌 Clear Select Note: You must se	ect All lect either one or all.	either ITES-2S B from the dro own menu	or op	Save As Draft						



Create Request For Proposal									
RFI - Information	RFQ - Hardware\Software	RFP - Services	Reverse Auction - Hardware\	Software		Transfer			
Programs						Save As Draft			
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Note: You must se	elect either one or all.	Select the requore of the defined DFA	all vendors unless uirement meets one ne exceptions as in FAR 16.505 (b) or ARS 216.505-70.						



Request Name	
RFP TEST #1	(1) Name the RFP
Agency and Activity	
ARMY	(2) Select your Agency PEO EIS
Description	& Activity
Enter the details of you quote. Include POC in attachment feature be	ur request. Provide a quantity for each product. Include sufficient information/details about your requirement so that the vendor can provide you with an accurate formation if there is someone the vendors can call/email if there are questions about the requirement. NOTE: You are limited to 4000 characters. Use the file low if you need more space
This is an RFP test.	(3) Enter information about the RFP. <u>Please be sure to provide proposal</u> delivery instructions (e.g. email, hardcopy) in your RFP posting.
Characters left: 3980	

Step 9 - Add Attachments



Notice: Please ensure uploaded attachments DO NOT contain vendor proprietary information (competitor pricing, discounts, etc.). This is unfair competition. Instances of this will be reported to the CHESS Product Leader (PL).

Attachments				
Only the following file t	types will be accepted:			
 Adobe Acrobat PDF 	(.pdf)			
 Excel (.xls & .xlsx) 				
 TIFF Files (.tif) 				
 WinZip Files (.zip) 				
 Word (.doc & .docx) 				
You may upload with	a maximum file size of 5 megabytes (MB) per	r file.		
			Browse	Clear
			Browse	Clear
			Browse	Clear
	7		Browse	Clear
			Browse	Clear
	You may attach up to 5			NOTE: Please DO NOT
	(The system accommodates Word, Excel, PDF, TIF, and			add an attachment with other vendor pricing!

Step 10 - Dates



	Dates Acknowledge Expected Date (Date the vendor is expected to look at the customer requirement as per the Base Agreement) 1/12/2016 Response Expected Date (Date the vendor is expected to respond back to your requirement as per the Base Agreement)																	
	1/13/2016																	
	Cus	tome	er Requ	ired E	y Date	(Date	that y	ou nee	ed to ha	ve a re	spons	e back	from t	he ve	ndor)			
	1/2	2/20	16													< ►	To alter the	
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		10	11	12	13	14	15	16	21	22	23	24	25	26	27		date.	
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		24	25	26	27	28	29	30	20	29						Date Time Fr	ames	
		31														Acknowledge Expected	d Date: 2 Days	
	Today Done Response Expected Date: 3 Days Due Date: 10 Days (Time frame is in business days and does not include holidays)																	
																NOTE: The "Customer Ro can be altered but we a time frame when a	equired By Date" ask you follow the pplicable.	

Step 11 - POC, Questions, Submit RFP

	Custo	t Information itting POC: William Cody <u>william m cody14.ctr@</u> Requestor Role: Contract Specialist omer POC: First Name: Last Name:	<u>Vmail mil</u> ▼ William Cody		S inf e i r	ubmit con ormation a end user. T nformation naintained	tact about This n is I by
Answer basic Contracting questions regarding this requirement.		Commercial Phone: Email address: Customer POC Role: Organization: (Select one from this	william.m.cody14.ctr@ma Contract Specialist Army s list. Use "OTHER" if unknown or not for	Non-Army und in the list)	shar	ed with ve	endors.
Â	Is this	Details About Your Proposa a performance based task o a new Requirement? Task Order in compliance v	al Request order? with the Clinger-Cohen Act?	(((Yes Yes Yes	с с с	No No No
			Click	to submit RF	P → (Submit	Cancel

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View of successfully submitted RFP



CHES Army's designate	ad Primary Source for commercial IT	RT		Welcor	me: William Cody			Search			
Contact Us Feed	lback Sitemap Report a Bug My Ac	count Logout Admin Tool	s License Tracker								
Hardward	e Software	Services	RFx	Co	onsolidated Buy	Resources	About CH	IESS			
	RFP 141971 Created										
	Request For Proposal										
RFI - Informati	on RFQ - Hardware\Software	RFP - Services R	everse Auction - Ha	rdware\Soff	tware		т	ransfer			
10 💌							Se	arch			
Ref #	Name	Created	Due	Status	A	ctions	Responses	Transfer			
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View of successfully submitted RFP



	Request For Proposal											
RFI	- Information RFQ	- Hardware\Software RFF	- Services Reverse	e Auction - H	lardware\So	ftware			Transfer			
10									Search			
R	ef#	Name	Created	Due	Status		Actions	Responses	Transfer			
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Click the triangle	etalis								~			
next to the RFP		Submitting POC										
would like to		Submitting POC			Customer POC							
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detailed view	Agency	ARMY	Activity				PEO EIS					
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	Request Name	RFP TEST #1										
	Description	This is an RFP te	est.									
	Program	ITES-2S		Stat	tus		Open					
	Created On	1/8/2016		Ref	erence Num	ber	141971					

The RFP Process After Submission



- The Contracting Officer or Contract Specialist and vendor will receive an RFP notification via email from the CHESS IT e-mart.
- The vendor responds to the RFP.
- The Contracting Officer or Contract Specialist receives email notification that RFP responses have been posted to their RFP Manager.
- The Contracting Officer or Contract Specialist logs back into the RFP Manager to view responses.

Email to Contracting Officer or Contract Specialist



 Once your RFP is submitted you will receive an email from CHESS like the one below.



Email to Vendor(s)



 Each vendor receives an email, which looks similar to this one, alerting them of your RFP.





Creating a Draft RFP



Create Request For Proposal										
RFI - Information	RFQ - Hardware\Software	RFP - Services	Reverse Auction - Hardware\Softwar	re	Transfer					
Programs ITES-2S Vendors Vendors V91QUZ-06-D-0 W91QUZ-07-D-0 W91QUZ-07-D-0 W91QUZ-07-D-0 W91QUZ-07-D-0 W91QUZ-07-D-0 Clear Sele	020 : CACI ISS, Inc. 001 : Harris IT Services Corporatio 002 : Pragmatics, Inc. 003 : BAE 004 : NCI Information Systems 005 : Northrop Grumman ect All	'n	lf y F qui cl	ou are working an RFP and are not te ready to submit lick the "Save As Draft" button.	Save As Draft					



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On this page all the Drafts RFP's you are currently working on will be listed.





Step 4 - Make Changes & Submit



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Sharing an RFP

How to Share an RFP



If you have someone on your team that you wish to share your RFP information with you can click the "Share" button on the RFP line item. This will allow the person read only access.









Amending an RFP



The **Amendment** feature allows you to:

- Update an RFP at any time in the process
- Clarify the details of a requirement
- Notify vendors of updates or new deadlines





Amending an RFP



	RFQ - Hardware\Software	RFP - Services	Reverse Auction - Hardware\Software	Trans
Program:				
ITES-2S				
Contracts:				
W91QUZ-06-D-001	0 - IBM			
W91QUZ-06-D-001	1 - Dell Federal Systems			
W91QUZ-06-D-001	2 - General Dynamics			
W91QUZ-06-D-001	3 - HP Enterprise Services			
W91QUZ-06-D-001	4 - Apptis Inc.			
W91QUZ-06-D-001	5 - STG, Inc.			
W91QUZ-06-D-001	6 - SAIC			
W91QUZ-06-D-001	7 - Lockheed Martin			
W91QUZ-06-D-001	8 - CSC			
W91QUZ-06-D-001	9 - Booz Allen Hamilton, Inc.			
W91QUZ-06-D-002	0 - CACLISS, Inc.			
W91QUZ-07-D-000	1 - Harris IT Services Corporation			
W91QUZ-07-D-000	2 - Pragmatics, Inc.			
W91QUZ-07-D-000	3 - BAE			
W91QUZ-07-D-000	4 - NCI Information Systems			
W91QUZ-07-D-000	5 - Northrop Grumman			
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Request Name RFP TEST #1 Agency and Activity				
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Request Name RFP TEST #1 Agency and Activity ARMY Description Enter the details of 1 quote. Include POC attachment feature I This is an RFP tes	your request. Provide a quantity f information if there is someone to below if you need more space	PEO E De each product Inclu Update i in the D field as	IS de sufficient information/details about your require nformation escription required.	ement so that the vendor can provide you with an accurate NOTE: You are limited to 4000 characters. Use the file

Amending an RFP



	Γ	Attachments				
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		 Adobe Acrobat PDF (.p 	df)			
		 Excel (.xls & .xlsx) 				
		 TIFF Files (.tif) 				
		 WinZip Files (.zip) 				
		 Word (.doc & .docx) 				
		You may upload with a	maximum file size of 5 megabytes (MB) per file.			
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-11-	o a b	mente if these				
atta fi	CN Io	ments if those	ate (Date the vendor is expected to look at the customer requirement as per the Base Agreement)			L
upd is t	ate	ed or a new file be submitted.	(Date the vendor is expected to respond back to your requirement as per the Base Agreement)			l
		Customer Required By D	ate (Date that you need to have a response back from the vendor)			
		1/27/2016				



			Re	quest Fo	or Propos	al		
R	RFI - Inform	mation RFQ - Hardware\Software	RFP - Services	Reverse Auc	tion - Hardware\Sc	oftware		Transfer
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►	141971	RFP TEST #1	2016-01-08	13:50 2016-0	01-27 Open	Amend Cancel Share	0/16	

Once your RFP is amended your screen will look like this. NOTE: The Status column will not change for the RFP you recently amended.





The **Cancel** feature allows you to:

- Cancel an RFP at any time in the process
- Notify vendors of updates and the cancellation of an RFP
- The Contracting Officers or Contract Specialists may both cancel RFPs















Transferring an RFP

Transferring an RFP



The **Transfer** feature allows you to:

- Transfer an RFP at any time in the process to another user
- User is able to transfer multiple RFP's at once to another user
- The person who submitted or anyone with administrative authority may transfer/reassign the RFP





How a Contracting Officer or Contract Specialist Transfers an RFP



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How a Contracting Officer or Contract Specialist Transfers an RFP







Vendor View of RFP Submissions

Vendor View of RFP Response



CHES Army's designate	d Primary Source for commercial IT	RT		Welcome:	The Vendor		Search
Contact Us Feedl RFP	back Sitemap Report a Bug My A	ccount Logout Admin To	ols				
Hardware	e Software	Services	RFx	Consol	idated Buy	Resources	About CHESS
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RFI - Informatio	on RFQ - Hardware\Software	RFP - Services	Reverse Auction - Har	lware\Softwar	e		
10 💌	W91QUZ-06-D-0010						Search
Ref #	Name	Crea	ated Due	Status	Respons	se Submitted	Actions
▶ 142065	RFP Test #3	2016-01-	15 15:07 2016-01-	29 Open		No R	espond No Bid
	Once Vendors login, will see a screen that like this.	they looks		l pa mus	n order to articular R st click the	o respond to a RFP, the Vendor e "Respond" link	

to the right of the RFP.

Vendor Responds to an RFP



Attachments Only the following file types will be accepted: • Adobe Acrobat PDF (.pdf) • Excel (xis & xisx) • TIFF Files (.tfl) • WinZip Files (.tgl) • Word (.doc & .docx) You may upload with a maximum file size of 5 megabytes (MB) per file. Browse Clear Browse Clear Browse Clear	Response Response Comment		A Vendor uses an on form to submit a respo- (bid or "no bid"), but submit proposal documents to the Contracting Officer Contract Specialist via
Browse Clear Browse Clear Clear Browse Clear Clear Clear	Attachments Only the following file types will be accepted: • Adobe Acrobat PDF (.pdf) • Excel (.xls & .xlsx) • TIFF Files (.tif) • WinZip Files (.zip) • Word (.doc & .docx) You may upload with a maximum file size of 5 megabytes (MB) per file.		You may attach up to files of 5MB eac (The system accommodat Word, Excel, PDF, TIF, an WinZip files)
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Vendor Responds to an RFP



CHESS Army's designated Prima	ITE-MA ry Source for commercial IT	RT		Welcome: The Vendor		Search
Contact Us Feedback Si	temap Report a Bug My Ac	count Logout Admin	Tools			
Hardware	Software	Services	RFx	Consolidated Buy	Resources	About CHESS
		You have resp	onded to the reques	t with id = 142065		
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RFI - Information	RFQ - Hardware\Software	RFP - Services	Reverse Auction - Hard	ware\Software		
10 💌 W91Q	UZ-06-D-0010 💌					Search
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Vendor Views Responded RFPs



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Contact Us RFP	Feedback Sil	temap Report a Bug My	Account Logout Admin To	ols			
Ha	rdware	Software	Services	RFx	Consolidated B	uy Resources	About CHESS
			Request Fo	or Proposa	al - Responde	d	
RFI - Inf	ormation	RFQ - Hardware\Software	RFP - Services	Reverse Auction -	Hardware\Software		
10	▼ W91Q	UZ-06-D-0010					Search
R	ef#	Name	Created	Due	Status	Response Submitted	Actions
▶ 14	2065	RFP Test #3	2016-01-15 15:07	2016-01-29	Responded	Yes	
					-		



Contracting Officer or Contract Specialist View of RFP Submissions

A Contracting Officer or Contract Specialist Reviews Bids



RH - Information RPQ - HardwarelSoftware RPP - Service Reverse Auction - HardwarelSoftware Transfer 10 Image: Created Date Status Actions Responses Transf Image: Created Vendor Acknowledged Responses Transf Image: Contract Vendor Acknowledged Responded Image: Vendor Contract Vendor Acknowledged Responded Image: Vendor Vendor Acknowledged Responded Vendor Image: Vendor Vendor Acknowledged Responded Vendor V91QU2-06-D-0011 Dell Federal Systems Image: Vendor Vendors Vendor V91QU2-06-D-0013 HP Enterprise Services Image: Vendors that Life Vendors that Life Vendors that Life Index page W91QU2-06-D-0015 STG. Inc. Image: Vendors that Life Vendors that Life Vendors that L	I				Reque	est For	Propos	al				
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Questions





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