



# **PRE-PROPOSAL CONFERENCE**

**13 July 2016  
0830 hours**

**Solicitation N40192-16-R-1305,  
FY16 MILCON P-635, Municipal Solid Waste Landfill Closure  
Andersen Air Force Base, Guam**

# AGENDA



- Administrative Remarks
- Solicitation Overview
  - Basis for Award
  - RFP Highlights
- Instructions to Offerors
- Evaluation Factors for Award
- Proposal Submission Requirements
- Project Overview
- Requests for Information Pending Responses
- Closing Statement
- Site Visit

# ADMINISTRATIVE REMARKS

# ADMINISTRATIVE REMARKS



## POINTS OF CONTACT

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# ADMINISTRATIVE REMARKS



- No minutes of this meeting will be published
- The attendance sheet and pre-proposal conference presentation slides will be posted on the Navy Electronic Commerce Online (NECO) website at <https://www.neco.navy.mil>
- A one-time site visit of the project location will commence immediately after the pre-proposal conference
- The use of cameras, tape recorders, and other recording devices are not allowed during the pre-proposal conference

# ADMINISTRATIVE REMARKS



- All questions **MUST** be submitted in writing using the Request for Information (RFI) form in the RFP
- A consolidated list of all RFI questions and responses will be posted to the NECO website
- Remarks and explanations addressed during the conference shall not qualify or alter the terms and conditions of the solicitation
- The terms and conditions of the solicitation remain unchanged unless the solicitation is amended in writing
- Any change to the solicitation will be made by amendment and will be posted to the NECO website

# SOLICITATION OVERVIEW

# BASIS FOR AWARD



- The contract resulting from this solicitation will be awarded to the responsible Offeror whose proposal conforms to the requirements of the solicitation and is determined to provide the best value to the Government considering Price and Non-Price evaluation factors
- The lowest price technically acceptable (LPTA) process is selected as appropriate for this acquisition because the best value is expected to result from selection of the technically acceptable proposal with the lowest evaluated price

# BASIS FOR AWARD



## **The Government reserves the right to:**

- Eliminate from consideration for award any or all offers at any time prior to award
- Negotiate with Offerors in the competitive range
- Award the contract to the Offeror submitting the lowest price technically acceptable (LPTA) proposal

# BASIS FOR AWARD



- An overall non-price rating must be at least “ACCEPTABLE” in order to be eligible for award
- An “UNACCEPTABLE” rating in any factor results in the overall non-price proposal being rated “UNACCEPTABLE” unless corrected through discussions
- An overall non-price rating of “UNACCEPTABLE” makes a proposal ineligible for award

# BASIS FOR AWARD



- Offerors are advised that an award may be made without discussions or any contact concerning the proposals received
- Offerors shall not assume that they will be contacted or afforded an opportunity to qualify, discuss, or revise their proposals. However, the Government reserves the right to clarify certain aspects of the proposals or conduct discussions

# RFP HIGHLIGHTS



- This is an unrestricted construction procurement
- North American Industry Classification System (NAICS):  
562212, Solid Waste Landfill
- Size Standard: \$38.5 million
- Estimated Price Range: \$5 million - \$10 million

# RFP HIGHLIGHTS



## SF 1442 Block 10:

### Description of Work

- This is a design-bid-build project to construct a landfill closure capping system for the municipal solid waste landfill area at Andersen Air Force Base on Guam
- The landfill closure capping system includes a final cover system, passive landfill gas venting system, final cover slope protection drainage system, upgrades to the leachate system, and an all-weather access road with lined drainage swale

# RFP HIGHLIGHTS



## **SF 1442 Block 13:**

- Proposals are due no later than 4:30pm local time on August 9, 2016
- Proposals must be received and date/time stamped by the Contracting Officer on or before that date and time
- Late submittals will not be considered unless it meets the requirements in FAR 52.215-1 Instructions to Offerors – Competitive Acquisition

# INSTRUCTIONS TO OFFERORS

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## RFP PART A

### SF1442 SECTION 00100 INSTRUCTIONS TO OFFERORS:

- Read this entire section carefully!
- Proposals shall be submitted in three ring binders or bound, with tabs or separators
- Page limits where stipulated must be adhered to. A page refers to one printed side of a piece of paper
- Proposals shall be submitted on 8.5" x 11" paper, utilizing both sides of the paper
- Proposals shall follow the format in the RFP

# INSTRUCTIONS TO OFFERORS



## Offerors must submit:

- **Cover Letter** with fully executed true and authentic copy of any applicable legally binding agreement, such as a joint venture agreement, partnership agreement, or teaming agreement
- **Technical Proposal**
  - Tab 1: Factor 1, Experience
  - Tab 2: Factor 2, Safety
  - Tab 3: Factor 3, Past Performance
- **Price Proposal**, Factor 4

# INSTRUCTIONS TO OFFERORS



**Price proposals are to be provided in a sealed envelope and shall contain the following :**

- SF1442 with blocks 14-20c completed
- SF1442 with Section 00010 Prices for all Contract Line Item Numbers (CLINs) completed
- Section 00600 and Online Representations & Certifications Application (ORCA) via the System for Award Management (SAM) website
- Bid Bond in the amount of \$3 million or 20% of the total proposed price, whichever is less

# INSTRUCTIONS TO OFFERORS



## Proposal submission shall consist of:

- One (1) original and three (3) hard copies of the Technical Proposal
- One (1) electronic copy of the Technical Proposal in Adobe Acrobat PDF format provided on compact disc (CD)
- One (1) original and three (3) hard copies of the Price Proposal (in sealed envelope)
- One (1) electronic copy of the Price Proposal in Adobe Acrobat PDF format provided on CD and placed in the sealed envelope along with the copies of the Price Proposal

# INSTRUCTIONS TO OFFERORS



## System for Award Management (SAM)

- Contractors must be registered in SAM prior to award of a DoD contract
- Firms shall also ensure to obtain a registered DUNS number prior to award
- IMPORTANT: Contractors shall complete both FAR and DFARS provisions associated with the annual representations and certifications in order to participate in this RFP

# EVALUATION FACTORS FOR AWARD

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## RFP PART A

### SF1442 SECTION 00210 EVALUATION FACTORS FOR AWARD:

- Factor 1 - Experience
- Factor 2 - Safety
- Factor 3 - Past Performance
- Factor 4 - Price

**Evaluation factors are divided into two categories:  
Non-Price (Factors 1 thru 3) and Price (Factor 4)**

# EVALUATION FACTORS FOR AWARD



## EVALUATION CRITERIA:

- The contract resulting from this solicitation will be awarded to the responsible Offeror whose offer, conforming to the solicitation, is determined to be the lowest price technically acceptable (LPTA) proposal based on the evaluation factors set forth in the solicitation
- Proposals shall contain a response to each of the evaluation factors and shall be in the form prescribed in the solicitation

# BASIS OF EVALUATION



## **FACTOR 1: Experience**

- The requirement for acceptability will be based upon the projects submitted by the Offeror in its proposal. The Offeror must have at least three (3) projects completed within the past 10 years of the date of issuance of this RFP with construction costs of at least \$5 million that demonstrate relevant experience in closure construction of a minimum one (1) acre municipal solid waste landfill in accordance with Resource Conservation and Recovery Act (RCRA) Subpart C or D criteria similar in scope, size, and complexity to this project

# BASIS OF EVALUATION



## **FACTOR 2: Safety**

- The Government is seeking to determine whether the Offeror has an acceptable safety record
- The Government will evaluate the Offeror's overall safety record as evidenced by the OSHA Total Recordable Case (TRC) and OSHA Days Away from Work, Restricted Duty, or Job Transfer (DART) rates, if the Offeror's plan includes safety in the evaluation and selection of subcontractors, and if the narrative includes a plan to monitor the safety performance of subcontractors during performance

# BASIS OF EVALUATION



## **FACTOR 2: Safety (cont'd)**

- The evaluation will collectively consider the following:
  - OSHA Total Recordable Case (TRC) Rate
  - OSHA Days Away from Work, Restricted Duty, or Job Transfer (DART) Rate
  - Offeror Technical Approach to Safety

# BASIS OF EVALUATION



## **FACTOR 2: Safety (cont'd)**

- The Government will evaluate the OSHA TRC rate to determine if the Offeror's OSHA TRC rate is above 2.75. OSHA TRC rates above 2.75, in any of the previous five years, will be considered UNACCEPTABLE, unless an adequate explanation is provided to address any serious mishaps, including fatalities, and any mitigating circumstances associated with the high TRC rate and to address corrective measures taken to prevent repeat occurrences of similar mishaps

# BASIS OF EVALUATION



## **FACTOR 2: Safety (cont'd)**

- The Government will evaluate the OSHA DART rate to determine if the Offeror's OSHA DART rate is above 3.0. OSHA DART rates above 3.0, in any of the previous five years, will be considered UNACCEPTABLE, unless an adequate explanation is provided to address any serious mishaps, including fatalities, and any mitigating circumstances associated with the high DART rate and to address corrective measures taken to prevent repeat occurrences of similar mishaps

# BASIS OF EVALUATION



## **FACTOR 2: Safety (cont'd)**

- The Government will evaluate the safety narrative to determine if subcontractor safety performance will be considered in the qualification, evaluation, and selection of all levels of subcontractors on the upcoming project, and the plan to monitor the safety of those subcontractors during contract performance, highlighting what specific management practices will be in place for providing deliberate safety program management and mishap prevention support to those sub-contractors whose TRC rate is greater than 2.75 and whose DART rate is greater than 3.0

# BASIS OF EVALUATION



## **FACTOR 2: Safety (cont'd)**

- Offerors who fail to address these items (i.e. whether the safety performance of subcontractors will be evaluated in the selection process for all levels of subcontractors and whether the safety of those subcontractors will be monitored during contract performance) will be rated UNACCEPTABLE

# BASIS OF EVALUATION



## **FACTOR 3: Past Performance**

- This evaluation focuses on how well the Offeror performed on the relevant projects submitted under Factor 1, Experience, and past performance on other projects currently documented in known sources
- Based on the Offeror's performance record, the Government has a reasonable expectation that the Offeror will successfully perform the required effort, or the Offeror's performance record is unknown

# BASIS OF EVALUATION



## **FACTOR 3: Past Performance (cont'd)**

- The Government will consider the currency and relevancy of the information, the source of the information, context of the data, and general trends in the Contractor's performance
- This evaluation is separate and distinct from the Contracting Officer's responsibility determination

# BASIS OF EVALUATION



## **FACTOR 3: Past Performance (cont'd)**

- In the case of an Offeror without a record of relevant past performance or for whom information on past performance is not available or so sparse that no meaningful past performance rating can be reasonably assigned, the Offeror may not be evaluated favorably or unfavorably on past performance. Therefore, the Offeror shall be determined to have unknown past performance. In the context of acceptability/unacceptability, “unknown” shall be considered “acceptable.”

# BASIS OF EVALUATION



## **FACTOR 4: Price**

- In accordance with FAR 52.217-5, Evaluation of Options, the Government will evaluate the total price for all options to the total price for the basic requirement
- Price proposals will be evaluated in accordance with DFARS 252.236-7010 Overseas Military Construction - Preference for U.S. Firms, and also in accordance with FAR 52.219-4, Notice of Price Evaluation Preference for HUBZone Small Business Concerns, if applicable

# BASIS OF EVALUATION



## **FACTOR 4: Price (cont'd)**

- Each applicable price evaluation preference or adjustment shall be calculated independently against an Offeror's offer. These individual preference amounts shall be added together to arrive at the total evaluated price for that offer
- Price will be evaluated for reasonableness based on:
  - Comparison of proposed total prices received in response to the solicitation
  - Comparison of proposed total prices with the Independent Government Estimate

# PROPOSAL SUBMISSION REQUIREMENTS

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 1: Experience**

Submit the following in Tab 1 of the technical proposal:

- A minimum of three (3) and a maximum of five (5) relevant construction projects for the Offeror that best demonstrates your experience on relevant projects that are similar in size, scope, and complexity to the RFP
- Any projects submitted in excess of the five (5) will not be considered

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 1: Experience (cont'd)**

- For purposes of this evaluation, a relevant project is further defined as closure construction of a minimum one (1) acre municipal solid waste landfill in accordance with Resource Conservation and Recovery Act (RCRA) Subpart C or D criteria
- Projects submitted for the Offeror shall be 100% completed within the past 10 years of the date of issuance of this RFP with construction costs of at least \$5 million
- A project is defined as a construction project performed under a single task order or contract

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 1: Experience (cont'd)**

- The Construction Experience Project Data Sheet in Exhibit A is **MANDATORY** and **SHALL** be used to submit project information. Previous versions of Exhibit A **WILL NOT** be considered. Except as specifically requested, the Government will not consider information submitted in addition to this form. Individual blocks on this form may be expanded; however, total length for each project data sheet shall not exceed one (1) double-sided page (or two (2) single-sided pages)
- The description of the project shall clearly describe the scope of work performed and the relevancy to the project requirements of this RFP (i.e., unique features, area, construction methods)

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 1: Experience (cont'd)**

- If the Offeror is a Joint Venture (JV), relevant project experience should be submitted for projects completed by the JV entity
- If the JV entity does not have shared experience, project experience shall be submitted for each individual JV member
- Offerors who fail to submit experience for all JV members may be rated lower
- Offerors are still limited to a total of five (5) projects combined

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 1: Experience (cont'd)**

- Offerors utilizing experience information of affiliates/subsidiaries/parent/LLC/LTD member companies shall clearly demonstrate that this office will have meaningful involvement in the performance of the contract in order for their experience to be considered
- The proposal shall state specific commitments of technical resources (e.g. personnel, equipment) that they will commit to the performance of this contract

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 1: Experience (cont'd)**

- In particular, the proposal will clearly state the specific commitments of resources of the affiliate/subsidiary/parent/LLC/LTD member that will be located at the worksites and company offices in the city/area of the project
- The proposal shall also describe their specific roles in terms of the work it will either self-perform or manage on behalf of the Offeror in performance of the contract

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 1: Experience (cont'd)**

- Offerors may utilize experience of a subcontractor that will perform major or critical aspects of the requirement to demonstrate construction experience under this evaluation factor. The Offeror must provide a teaming agreement and an explanation of the meaningful involvement that the subcontractor will have in performance of this contract

# PROPOSAL SUBMISSION REQUIREMENTS



## FACTOR 2: Safety

Submit the following in Tab 2 of the technical proposal:

- A narrative not to exceed four (4) pages describing the following:
  - Safety program performance, including, but not limited to the Occupational Safety and Health Association (OSHA) Total Recordable Case (TRC) rate and OSHA Days Away, Restricted Duty or Transferred (DART) rates for the most recent five (5) complete calendar years
  - The plan that the Offeror will implement to qualify, evaluate, select and oversee its potential subcontractors

# PROPOSAL SUBMISSION REQUIREMENTS



## FACTOR 2: Safety (cont'd)

- The narrative shall address any observed trend, serious mishaps, including fatalities, and any mitigating circumstances associated with the TRC and DART rates
- If negative trends are noted, the narrative shall address corrective measures taken to prevent repeat occurrences of similar mishaps
- For a partnership or joint venture, TRC and DART rates are required for each contractor who is part of the partnership or joint venture

# PROPOSAL SUBMISSION REQUIREMENTS



## FACTOR 2: Safety (cont'd)

- Offerors must submit both (1) a plan to include the safety performance of subcontractors in the selection process for all levels of subcontractors and (2) a plan to monitor the safety of those subcontractors during contract performance, highlighting what specific management practices will be in place for providing deliberate safety program management and mishap prevention support to those sub-contractors whose TRC rate is greater than 2.75 and whose DART rate is greater than 3.0

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 3: Past Performance**

Submit the following in Tab 3 of the technical proposal:

- Applicable Contractor Performance Assessment Reports (CPARS) evaluation or Past Performance Questionnaire (PPQ) for each project submitted under Factor 1, Experience
- Information on problems encountered on projects submitted under Factor 1, Experience

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 3: Past Performance (cont'd)**

### CPARS Evaluations or PPQs:

- If available, submit a completed CPARS evaluation for projects submitted under Factor 1, Experience
- If a CPARS evaluation is not available, provide the Past Performance Questionnaire (PPQ) in Exhibit B to the client for the project(s) submitted under Factor 1, Experience, and submit the completed PPQs in Tab 3 of the technical proposal
- The Offeror shall NOT submit a PPQ when a completed CPARS is available

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 3: Past Performance (cont'd)**

### CPARS Evaluations or PPQs:

- If the Offeror is unable to obtain a completed PPQ from a client for a project(s) before proposal closing date, the Offeror shall complete and submit with the proposal the first page of the PPQ, which will provide contract and client information for the respective project(s)
- The Government may make reasonable attempts to contact the client noted for that project(s) to obtain the PPQ information. However, Offerors should follow-up with clients/references to help ensure timely submittal of questionnaires

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 3: Past Performance (cont'd)**

CPARS Evaluations or PPQs:

- Offerors must resubmit and shall not incorporate by reference into their proposal any PPQs or CPARs previously submitted for other RFPs
- However, this does not preclude the Government from utilizing previously submitted PPQ information in the past performance evaluation

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 3: Past Performance (cont'd)**

Information on Problems Encountered:

- Offerors may provide any information on problems encountered and the corrective actions taken on projects submitted under Factor 1, Experience
- Offerors may also address any adverse past performance issues, any terminations for default received, and the reason for the termination (if applicable)
- Explanations shall not exceed four (4) pages total

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 3: Past Performance (cont'd)**

- Projects that do not correspond to projects submitted under Factor 1 and pages that exceed the maximum number allowed will be removed prior to evaluation and will not be considered
- The Government may review any other sources of information for evaluating past performance
- While the Government may elect to consider data from other sources, the burden of providing detailed, current, accurate and complete past performance information rests with the Offeror
- Performance award or additional information submitted will not be considered

# PROPOSAL SUBMISSION REQUIREMENTS



## **FACTOR 4: Price**

Submit the following in a sealed envelope:

- SF1442 with blocks 14-20c completed
- SF1442 with Section 00010 Prices for all Contract Line Item Numbers (CLINs) completed
- Section 00600 and Online Representations & Certifications Application (ORCA) via the System for Award Management (SAM) website
- Bid Bond in the amount of \$3 million or 20% of the total proposed price, whichever is less

# PROJECT OVERVIEW

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## **FY16 MILCON P-635, Municipal Solid Waste Landfill Closure Andersen Air Force Base, Guam**

- Specifications, Drawings, and Other Pertinent Documents are located in RFP Parts B, C, and D
- This is a Design-Bid-Build project to provide a landfill closure capping system for the municipal solid waste landfill area
- The work is located at Municipal Solid Waste Landfill Cells 1 & 2, Andersen Air Force Base, Guam
- Total performance period shall be 570 calendar days (Also refer to NFAS Clause 5252.211-9301 Phased Construction Schedule)

# PROJECT OVERVIEW



- **Scope of Work** includes, but is not limited to:
  - Final cover system
  - Passive landfill gas venting system
  - Final cover slope protection drainage system
  - Upgrades to the leachate system
  - Access road with lined drainage swale
  - Related facilities for closure of the municipal solid waste landfill area
  
- Construction must be in compliance with 40 Code of Federal Regulations (CFR) Part 258 and Guam Environmental Protection Agency (GEPA) Solid Waste Regulations (SWR) Chapter 23

# PROJECT OVERVIEW



# REQUESTS FOR INFORMATION (RFI)

# REQUESTS FOR INFORMATION (RFI)



## Question 1:

Reference RFP Part A, SF1442 Section 00210 Factor 2 Safety, Paragraph (2)(b)(i) OSHA Total Recordable Case (TRC) Rate. The Government will evaluate the OSHA TRC Rate to determine if the Offeror's OSHA TRC rate is above 2.75. OSHA TRC rates above 2.75, in any of the previous five years, will be considered UNACCEPTABLE, unless an adequate explanation is provided to address any serious mishaps, including fatalities, and any mitigating circumstances associated with the high TRC rate and to address corrective measures taken to prevent repeat occurrences of similar mishaps. Please confirm that the OSHA TRC rate of 2.75 is correct since it does not replicate previous RFP safety performance requirements wherein the TRC is given as being in the 3.0 and 4.0 range.

## Answer 1:

*Response Pending*

# REQUESTS FOR INFORMATION (RFI)



## Question 2:

We respectfully request a 3-week time extension to the current submission date of August 09, 2016. The current submission date is insufficient time for us or our subcontractors/vendors to review the RFP requirements and put together a comprehensive and best value proposal for the Government.

## Answer 2:

*Response Pending*

# REQUESTS FOR INFORMATION (RFI)



## Question 3:

Reference RFP Part A, SF1442 Section 00210 Factor 1 Experience, Paragraph (1)(a)(ii). Projects submitted for the Offeror shall be 100% completed within the past 10 years of the date of issuance of this RFP with construction costs of at least \$5M. It is customary for NAVFAC to allow projects to be a minimum of 90% complete to comply with the required experience factor. This provides the Government the most current projects for evaluation as long as the contractor can also demonstrate successful past performance for the project selected. Will the Government allow a project to be considered under Factor 1, Experience if the project is 90% complete/substantially complete if the contractor can also demonstrate successful past performance for the selected project as outlined under Factor 3?

## Answer 3:

*Response Pending*

# REQUESTS FOR INFORMATION (RFI)



## Question 4:

Reference RFP Part B, Specification Section 33 40 00, Paragraph 2.1.2 Perforated High Density PE Pipe. Please provide the Dimension Ratio (DR) or Pressure Class of the High Density Polyethylene Pipe (HDPE) to be used for under drain piping and gas vent piping.

## Answer 4:

*Response Pending*

## **REMINDER:**

Participants shall submit all questions electronically using the Request for Information (RFI) form provided as Attachment 1 in the RFP

# CLOSING STATEMENT



- No minutes of this meeting will be published
- Any changes to the RFP resulting from this meeting will be made in writing with an amendment posted to the Navy Electronic Commerce Online (NECO) website at <https://www.neco.navy.mil>
- The attendance sheet and pre-proposal conference presentation slides will be posted on the NECO website

# POINTS OF CONTACT



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