

**BUSINESS SENSITIVE**

**LCC 19 Class Extended Service Life Program**  
**Solicitation Number: N00024-12-R-4310**  
**Agency: Department of the Navy**  
**Office: Naval Sea Systems Command**  
**Location: NAVSEA HQ**

This is a sources sought announcement in accordance with FAR 15.201 and in anticipation of a potential future procurement program. The Naval Sea Systems Command (NAVSEA) is conducting market research to determine industry capability and interest in performing procurements for modernization efforts in support of the LCC 19 Class Extended Service Life Program (ESLP). NAVSEA is especially interested in determining small business capability and interest in performing material kitting, technical and logistical support services to support the LCC 19 Class scheduled availabilities in the homeport of Yokosuka, Japan and Gaeta, Italy. The Navy intends to procure services that will include, but not limited to, advance planning efforts associated with shipchecks, drawings, and engineering, shipping, and marine maintenance and installation. There are no companies who are currently performing the full scope of work identified herein. However, KES Inc. and AMSEC are currently performing portions of the work scope identified in Attachment 1, with the exception of logistics support, engineering support, Item Unique Identification (IUID), and marine maintenance and installation efforts. NAVSEA is seeking responses from sources that can perform any and/or all of these efforts beginning at contract award (anticipated early calendar year 2013) and continuing for a period of performance of 5 years with work to be accomplished at contractor's facility. NAVSEA intends to utilize Indefinite Delivery, Indefinite Quantity (IDIQ) contracting.

The Government has provided the following information as attachments to this sources sought announcement:

1. The draft solicitation statement of work, and;
2. ESLP Notional Schedule

Interested companies should submit, on company letterhead, a notice of interest including the name, telephone number, mailing address, and e-mail address of one point of contact to Commander, Naval Sea Systems Command, Attn: Alvin Hill SEA 024. Please scan your letter of interest and e-mail it to [michaella.easley@navy.mil](mailto:michaella.easley@navy.mil) with "LCC ESLP Sources Sought Response" in the subject field. The notice of interest should include a brief description of your company and its capabilities as they relate to the requirements set forth on this announcement, and answers to the following specific questions. Responses are limited to no more than 15 pages.

1. Is your company a small or large business as defined by the Small Business Administration (SBA)?
2. How many employees does your company have?
3. Does your company have a website? If so, what is your company's website address?
4. Does your company have adequate financial resources to perform the contract, or the ability to obtain them? As part of your answer to this question, please answer the following sub-questions.
  - a. Please describe the financial requirements you expect that your company would have as you stand up the necessary workforce and production materials to complete the contract, and how you'll meet the contract's correspondent cash flow requirements.
  - b. Please provide a cash flow statement that will show the sources and uses of funds

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necessary to complete this contract, in concert with all of your company's other financial commitments. As part of this cash flow statement, please identify the expected maximum amount of sales outstanding that your company expects you would need to be able to finance prior to reimbursement by the Government.

- c. Please explain where the sources of cash flow will come from (be it from Government invoice payments, internal cash reserves, or external financing such as issuing new debt or selling equity). Please demonstrate the extent of your company's current access to credit and your company's capacity for future credit in terms of unencumbered physical assets. Please tell us the amount of cash and other liquid assets your company has on hand to use as working capital to meet the contract's cash flow requirements. Please describe how your sources of cash and credit will sufficiently meet your cash flow requirements in concert with other sources.
  - d. Please explain all the assumptions underlying this cash flow statement.
  - e. Please discuss your current and future expected financial obligations (in terms of outstanding and future expected liabilities) and your company's ability to meet them. Please discuss any risks that might inhibit your company's ability to meet these requirements and how your company is working to mitigate those risks.
5. Will your company, given all provided information, be able to comply with the required or proposed delivery or performance schedule, taking into consideration all existing commercial and governmental business commitments? See Attachment 2, ESLP Notional Schedule, attached.
  6. Does your company have, or the ability to obtain, the necessary organization, experience, accounting and operational controls, and technical skills, including such elements as production control procedures, property control systems, quality assurance measures, and safety programs applicable to materials to be produced or services to be performed by the prospective contractor and subcontractors?
  7. Does your company have the necessary production and technical equipment and facilities, or the ability to obtain them? As part of your answer to this question, please answer the following sub-question.
    - a. Is your company certified International Organization for Standardization (ISO) 9001:2008 compliant by the American Bureau of Shipping (ABS) and approved by Naval Sea Systems Command (NAVSEA)?
    - b. Is your company capable of producing MIL-STD-130 Item Unique Identification (IUID) compliant marks?
  8. What is your company's experience/strategy in managing/executing large alteration kitting packages with in excess of several thousands of individual parts/pieces?
  9. Surge Capacity. The contractor is expected to have surge capacity due to flex in operational schedules of the Navy. On short notice, either ship could require repair/maintenance and the contractor would be expected to be able to support that effort Management responsiveness is essential for success of this program. What is your company's strategy for surge/emergent requirements?
  10. Integration. Integration strategy is a key role of the prime contractor. The prime contractor is expected to work with many different vendors, subcontractors and customers to ensure a successful CNO Availability through sound Engineering practices, technical expertise and PM. All work must be properly scheduled and managed. The contractor needs to have a sound plan for managing subcontracts as well. What is your company's integration strategy, especially in regard to managing subcontractors?
  11. Accounting Methodology. Sound financial tools and practices such as a certified accounting

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system, interface/approval with DCAA and approved purchasing systems are required to adequately provide proper billing to the Navy. The accounting system would show the breakout of direct, indirect and overhead charges. In addition, the accounting system would be used to manage the business with vendors as required. While it is important to have an integrated schedule; it is equally important to have cost controls in place. The contractor will submit timely invoices/vouchers to the Navy by Contract Line Item (CLIN), Contract Subline Item (SLIN), and ACRN level. Cost of performance shall be segregated, accumulated, and invoiced to the appropriate ACRN categories. What certified accounting system and other best practice accounting methodology does your company currently use?

12. **Logistic Support/Sustainment.** The prime contractor needs to understand Logistic Support/Sustainment. All repairs, maintenance and modernization have Integrated Logistic Support (ILS). This means the ship and Navy receives the proper technical documents after upgrades have occurred and respond accurately and timely to the volume of Contractor Data Requirements List (CDRLs). What is your company's experience with ILS?
13. Given the complexity of the work described in this sources sought, including attachment 1, please describe your company's historical experience completing work of this complexity or briefly describe how your company would be capable of meeting the requirements described herein as of contract award.
14. Given the complexity of the work described in this sources sought, does your company plan to submit a proposal in response to the anticipated solicitation?

All information provided shall be treated as Business Sensitive or confidential to the responder, exempt from public release under the Freedom of Information Act. All information shall be provided free of charge to the Government. NAVSEA may request further information regarding the capabilities of respondents to meet the requirements set forth in the Announcement. This sources sought announcement is released in accordance with FAR 15.201. This sources sought announcement is not a request for proposal. The purpose of this sources sought announcement is to gather information from the market place. Information provided in response to this sources sought announcement will not be considered an Offer by the responding contractor and cannot be accepted by the Government to form a binding contract.

No telephone inquiries will be accepted and requests for solicitation packages will not be granted, as a solicitation has not been prepared at this time.

**When to Submit:** Responses are requested by 1400 Eastern Standard Time, 06 June 2012.

**Notice Regarding Solicitation:** Please note that this synopsis is for information purposes and to identify potential sources. This notice does not constitute an Invitation for Bid or Request for Proposal, and is not to be construed as a commitment by the Government of any kind.

**Other:** The Government will not pay for any effort expended or any material provided in response to this announcement or any follow up information requests, nor will the Government return any data provided.

Future information, if any, will be posted at the website for Federal Business Opportunities (FBO) and Navy Electronic Commerce Online (NECO), the same sites where this announcement is posted.

**Contracting Officer Address:**

NAVAL SEA SYSTEMS COMMAND, 1333 Isaac Hull Ave SE, Washington Navy Yard, DC 20376

**Point of Contact**

Alvin Hill, SEA 024 Contracting Officer, [alvin.i.hill@navy.mil](mailto:alvin.i.hill@navy.mil)

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or

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