



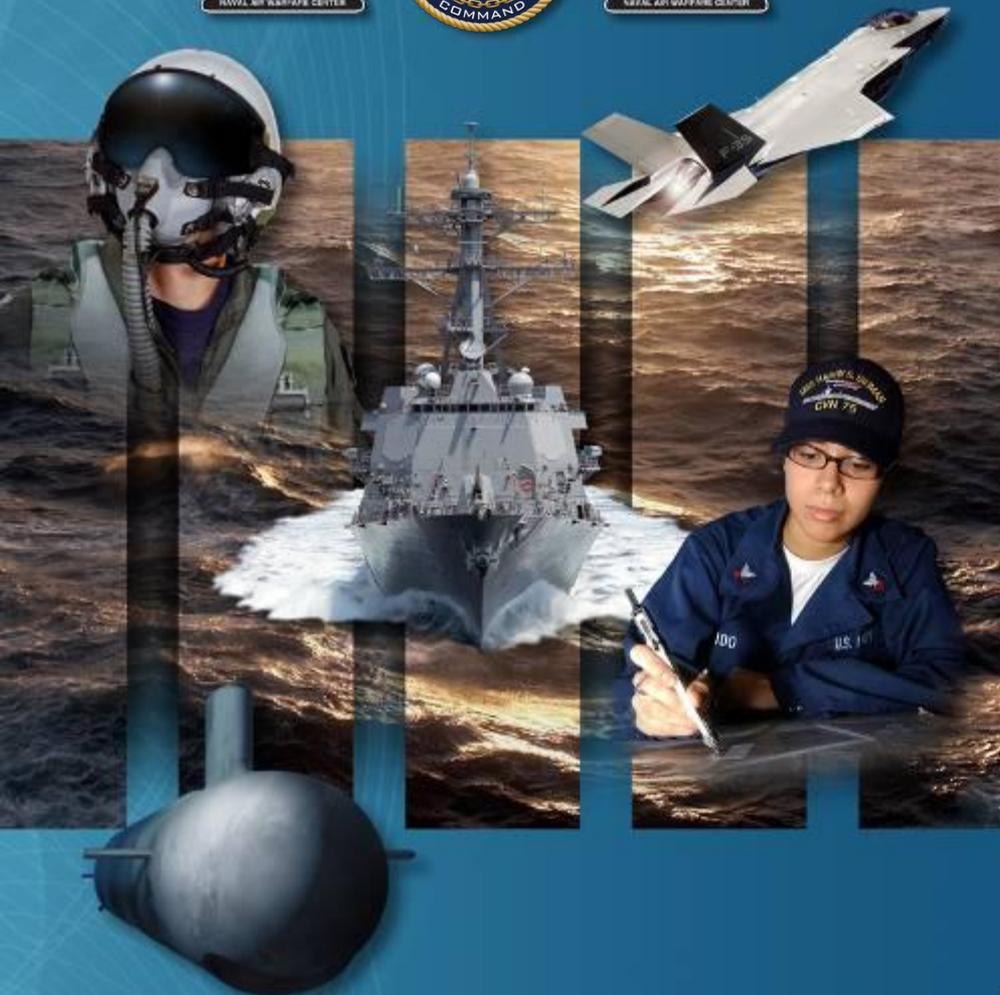
Welcome



Naval Air Warfare Center Training Systems Division SUBSKILLSNET-VISIT Pre-Solicitation Conference

- Please silence all cell phones, mobile devices, BlackBerry's, etc.
- No recording devices
- Restrooms outside of this room
- Snacks/drinks located in Nature's Table and in vending machines outside of the conference room.
- Today's attendees' list will be posted on the FedBizOpps and NECO websites

NAVAL AIR WARFARE CENTER
TRAINING SYSTEMS DIVISION
ORLANDO FLORIDA



**Submarine Skills Training
Network (SubSkillsNet)-
Virtual Interactive Shipboard
Instructional Tour (VISIT)
2013**

**Pre-Solicitation
Conference**

Apr 9 2013



Welcome Aboard/Administrative



Paul Honold

Director, Undersea Programs

Myron Valentine

SubSkillsNet-VISIT Project Manager



Agenda



Time	Item	Presenter
0830-0840	Introductions	Paul Honold Myron Valentine
0840-0850	Administrative/Rules of Engagement	Ricardo Elias
0850-0945	SubSkillsNet-VISIT Overview & Technical Requirements	Myron Valentine Rosemary Garris
0945-1000	Relocate for demonstrations	
1000-1045	SubSkillsNet-VISIT Demo in SubRAT Lab	Rosemary Garris, Ken Hadden
1045-1100	Relocate back to 1041	
1100-1145	Contract Requirements	Becky Gonzalez Ricardo Elias
1145-1230	Q & A	Multiple
1230	Adjourn	



Introductions



- Government SubSkillsNet-VISIT Team Members
 - Myron Valentine, Project Manager
 - ETCM Don Williams, Assistant Project Manager
 - Becky Gonzalez, Contracting Officer
 - Ricardo Elias, Contract Specialist
 - Mark Reemsnyder, Undersea Programs Chief Engineer
 - Rosemary Garris, Submarine Research Applications Team (SubRAT) Lab Lead
- Participants



Administrative/ Rules of Engagement



Ricardo Elias

SubSkillsNet-VISIT

Contract Specialist



Today's Communications



- Classification: **UNCLASSIFIED**
- FAR 15.201, “Exchanges with industry before receipt of proposals”
 - Pre-solicitation Conferences constitute an informal exchange of information
 - Insight into Government plans
 - No guarantee as to Government’s final course of action
 - To improve the understanding of Government requirements and industry capabilities, thereby allowing potential offerors to judge whether or how they can satisfy the Government’s requirements, and enhancing the Government’s ability to obtain quality services, at reasonable prices, and increase efficiency in proposal preparation, proposal evaluation, negotiation, and contract award.
- Formal RFP is the only contract action to allow industry to formally respond with a proposal



Rules of Engagement



- All information released to date and during this conference is to be considered draft and for informational purposes only
- Source selection plans and procedures will not be discussed



Guidelines & Information



- Please save your questions until the end of each section in the presentation. A “Question” slide will prompt you
- The Government reserves the right to request any question be submitted in writing
- Due to time constraints, not all questions may be answered in open forum
- Questions not answered in open forum will be reviewed and may be answered and posted on the website or otherwise incorporated into the solicitation documents
- All documents will be issued on the web at <https://www.neco.navy.mil/index.aspx> and <https://www.fbo.gov/>



Follow-on Communications



- Upon RFP release, all follow-on communications shall be coordinated via the Contracting Officer, with the primary POC being the Contract Specialist below.
- Contract Specialist: Ricardo Elias
 - Telephone No: (407) 380-4101
 - Email: Ricardo.L.Elias@navy.mil
- Contracting Officer: Ms. Becky Gonzalez
 - Telephone No: (407) 380-4524
 - Email: rebecca.gonzalez@navy.mil



Disclaimer



- Today's remarks by Government officials involved in the SubSkillsNet-VISIT requirements solicitation shall not be considered a guarantee of the Government's course of action in proceeding with this or any other solicitation
- The information shared today reflects current Government intentions and is subject to change based on a variety of circumstances, including internal and external comments and reviews
- The formal Request for Proposals is the only document that shall be relied upon in determining the Government's requirements



Questions?



SUBSKILLSNET-VISIT-UAS Overview & Technical Requirements



Myron Valentine

SUBSKILLSNET-VISIT Project Manager

Rosemary Garris

SUBSKILLSNET-VISIT Lab Lead

Mark Reemsnyder

UNDERSEA PROGRAMS Chief Engineer



Current SubRAT Project Family



SubSkillsNet

Submarine Skills-training Network

- **SubSkillsNet = base product**
 - Networked submarine navigation workstation simulations & instructor tools

MiniSPAN/SMMTT/LSMMTT

- **MiniSPAN** supports Navigation courses and responsive training for sub crews
- **SMMTT & LSMMTT** support tactics training

Mariner Skills Simulator

- Supports NROTC courses and Surface VMS training for individual skills training

Current SubRAT Project Family

continued



VISIT

- Photo-based virtual tours (e.g., ships, subs)



TRAINING RESEARCH

- Current project on Adaptive Training for submarine community
 - Long history of basic and applied research
- Focus on transition of training products

UNMANNED AERIAL SYSTEMS

- Recent focus on UAS training



Fielded* SubSkillsNet-VISIT and Derived Applications



* and on board all submarines



SUBSKILLSNET Program Transition



- Current SUBSKILLSNET-VISIT development:
 - In-house government effort
 - Complemented by product-based, IDIQ contract (N61340-12-D-0007)
- Future SUBSKILLSNET-VISIT development
 - Leverage existing code and data to develop new training capabilities cost-effectively
 - Execute research to develop innovative, effective, efficient training capabilities
 - Support multiple training communities via derived products
- Government will be the lead systems integrator



Basic SOW Requirements



- Develop, and make changes to, software that simulates various tactical systems (e.g., navigation equipment) for training and research by extending capability of Government-owned software and Government Furnished Equipment/Information/Property (GFE/GFI/GFP)
- Design, develop, and make changes to, software that provides instructor tools (e.g., exercise control, student performance measurement) to enhance system effectiveness
- Develop media and documentation associated with the training capabilities
- Develop capabilities and documentation to support and execute research projects



Draft CLIN Structure



CLIN	Requirement	Type
0001	Post Award Conference	FFP
0002	Software Development Products	FFP*
0003	3D Modeling, Photography, and Videography Products	FFP*
0004	Presentation and Publication Support	FFP*
0005	Research Products- Test beds, Studies, Data, Analysis, Documentation	FFP*
0006	Research Products- Test beds, Studies, Data, Analysis, Documentation	CPFF*

* Based on contractor-proposed labor rates



Basic SOW Requirements Security



- Successful offerors will be required to obtain appropriate facilities access and personnel security clearances
- DoD Manual 5220.22M, “National Industrial Security Program Operating Manual” will be used in the development of the contract’s security requirements
- It is anticipated that classified documentation up to the level of SECRET will be available and utilized by contractors during the performance of DOs
- DOs under this contract may include delivery of software, training devices/capabilities, and documentation that operate at the SECRET level



Basic SOW Requirements IT Requirements and Work Location



- IT Requirements – mandatory compliance with current and future Information Technology (IT) and Information Assurance (IA) policy
- Work Locations
 - Government facilities (e.g., NAWCTSD, delivery sites):
 - Development and testing
 - Integration and acceptance testing
 - Deliveries to Navy training sites



Basic SOW Requirements GFP & GFI



- Government Furnished Property
 - Specified within each individual DO (e.g., photographic equipment, as needed)
- Government Furnished Information
 - Technical documentation for systems to be simulated
 - Other technical documentation
- Government laboratory including computer equipment is made available and maintained by the Government.



Contract Data Requirements



- Data will be contractually required to be delivered to the Government for review, acceptance and/or rejection

- Types of Data:
 - Technical Data
 - Software end items, source code, data, etc.
 - Technical documentation, plans, reports, analyses

 - Management Data
 - Contractor's Management Report
 - Contractor's Risk Management Plan

 - Administrative/Financial Data



SubSkillsNet-VISIT CDRL Requirements



NAME	CURRENT DID #	CDRL
Software Development Plan	DI-IPSC-81427A	A001
Computer Software Product	DI-IPSC-81488	A002
Vendor Integrity Statement	DI-MISC-80711A	A003
Operations Security Plan	DI-MGMT-80934C	A004
Interface Design Description	DI-IPSC-81436A	A005
Software Design Description	DI-IPSC-81435A	A006
Test Plan	DI-NDTI-80566A	A007
Test Procedures	DI-NDTI-80603A	A008
Test/Inspection Report	DI-NDTI-80809B	A009
Computer Software Product End Items	DI-MCCR-80700	A010
Scientific and Technical Reports – Research Literature Review	DI-MISC-80711A	A011
Scientific and Technical Reports – Research Plan	DI-MISC-80711A	A012
Scientific and Technical Reports – Research and Development Data	DI-MISC-80711A	A013
Scientific and Technical Reports – CPHS package with approval	DI-MISC-80711A	A014
Scientific and Technical Reports – Final Report	DI-MISC-80711A	A015
Contractor's Progress, Status and Management Report	DI-MGMT-80227	B001
Instructional Media Package	DI-SESS-81526B	F001

*** And others as required by individual Delivery Orders**



- <https://assist.daps.dla.mil/online/start/>
- Web Site sponsored by the Defense Standardization Office through the DOD Single Stock Point (DODSSP)
- Up to date, authoritative source for all approved DOD specifications, standards, handbooks and Data Item Descriptions



Questions?



Reconvene at 1045 in this room (1041)



Naval Air Warfare Center Training Systems Division SUBSKILLSNET-VISIT Pre-Solicitation Conference

- Please silence all cell phones, BlackBerry's, etc.
- No recording devices
- Restrooms outside of this room
- Snacks/drinks located in Nature's Table and in vending machines outside of the conference room.
- Today's attendees' list will be posted on the FedBizOpps and NECO website



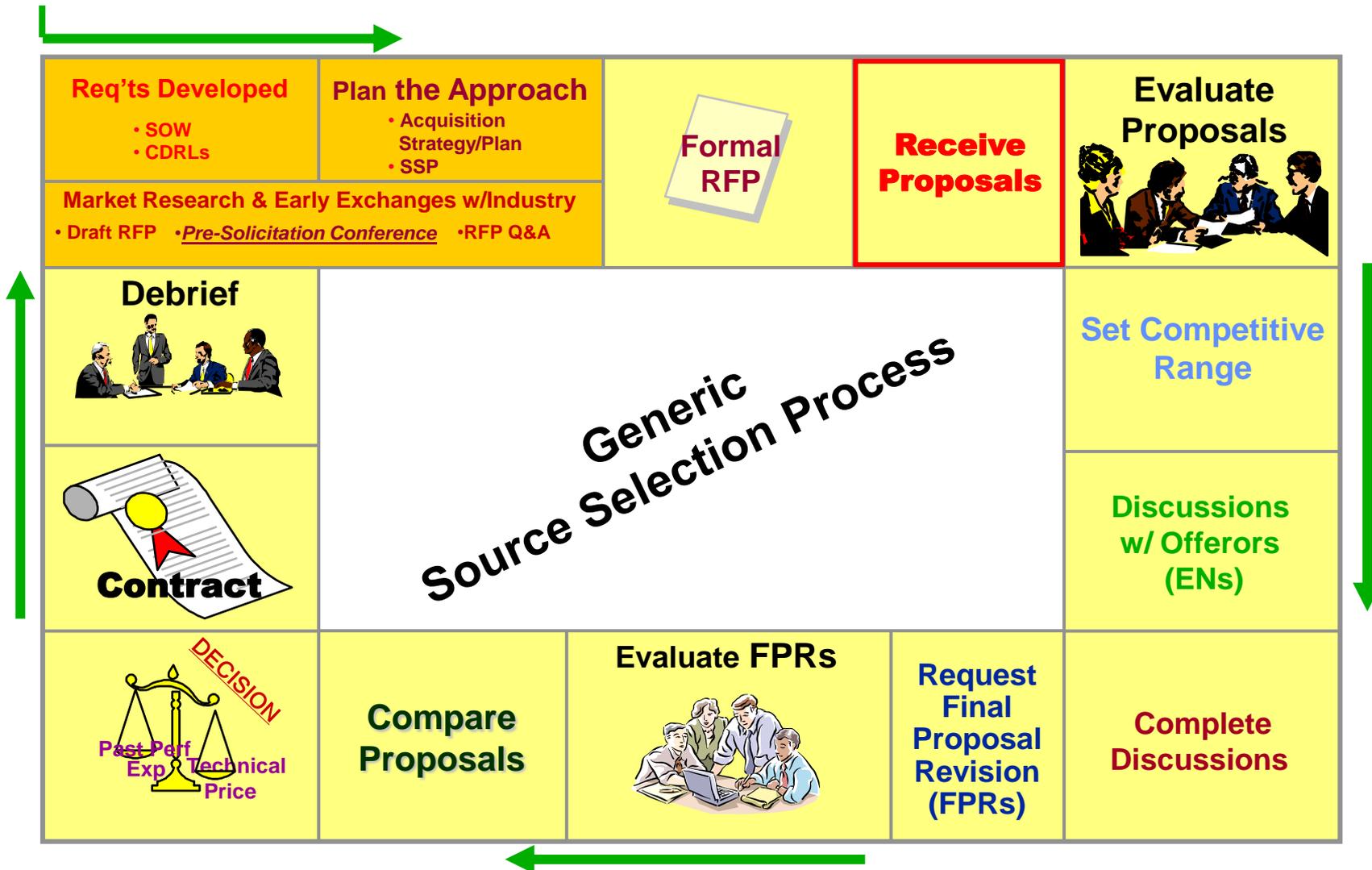
Contract Requirements



Ricardo Elias
SubSkillsNet-VISIT
Contract Specialist



Source Selection Process





Contemplated Contracting Considerations



- Best Value – Trade off
- Award may be based on initial offer
- Single Award Indefinite Delivery/Indefinite Quantity Contract
- 100% Small Business Set Aside, Full and Open competition within
 - NAICS 541511, Custom Computer Programming Services with \$25M annual revenue
 - Product Service Code (PSC) is 6910 Training Devices
- 5 year ordering period



Proposal Considerations



- Organizational Conflicts of Interest (OCI)
 - FAR Subpart 9.5, “Organizational and Consultant Conflicts of Interest”
 - A situation where a company has an unfair competitive advantage, either through providing assistance or advice to the Government, or in performing other contract work
 - Contracting officer responsibilities:
 - Identify and evaluate potential OCIs as early in the acquisition process as possible
 - Avoid, neutralize, or mitigate OCI’s before contract award; and
 - Exercise common sense, good judgment, and sound discretion



Proposal Considerations (cont'd)



- Potential Offerors should address OCI:
 - Unequal access to information
 - Biased ground rules for competition
 - Impaired objectivity



Proposal Considerations (cont'd)



- Organizational Conflicts of Interest (OCI)
 - Formal announcement will be made on Fed Biz Opps website (www.fbo.gov) requesting responses to any possible OCI.
 - Response criteria will be addressed



Contemplated Evaluation Criteria



- Technical/Management
- Price/Administrative
- Past Performance

Criteria under review

Formal RFP is the only contract action to allow industry to formally respond with a proposal



Proposal Information-Technical Capabilities



- Government to provide sample tasks
 - Offerors to describe proposed technical approach & methods to accomplish sample tasks
 - Provide Labor Categories & Hours as part of approach/methods
- Government to provide Personnel Allocation Matrix example
 - Offerors to provide labor categories, descriptions, & mix to describe technical approach per CLIN
- Offerors to provide detailed Mgmt Plan
 - Outlines Organizational Structure, Mgmt Approach, Start-up/Transition Plan



Past Performance Consideration



- Offeror shall provide past performance information on 3 to 5 relevant contracts from the past 5 years
- Offeror shall submit past performance questionnaires (provided as an Attachment in the RFP) for customers identified in their past performance proposal



Past Performance Information



Primary PPI Sources:

Offerors' Proposals

CPARS/PPIRS

Questionnaires

Phone Interviews

DCMA

Other



**Past
Performance
Information**



Price Consideration



- For CLIN 0001 (FFP), Post Award Conference will occur within 30 days of contract award held at the Government's facility
- For CLINs 0002-0005 (FFP), and 0006 (CPFF), offerors will complete a resource allocation matrix (provided as an attachment in the RFP) with all necessary labor categories and fully burdened labor rates for each of the five one-year ordering periods.
 - Labor categories and fully burdened labor rates are to be utilized for all proposals submitted for these CLINs and the out-years
- Additionally, offerors will propose a fixed factor within the resource allocation matrix to be applied to the other direct costs for future delivery orders. This factor(s) will be used for these CLINs (0002-0006) and the out-years.



Delivery Orders



- Issued specific to the needs or requirements of SubSkillsNet-VISIT users based on funds availability & priority



Individual DO Process



- For CLIN 0001, (FFP)
 - Government awards DO based on established competitive price
- For CLINs 0002-0005 (FFP) , and 0006 (CPFF)
 - Government issues RFP (via SOW) describing effort
 - Contractor delivers proposal
 - Government evaluates proposal via IGCE & technical review utilizing rates and labor categories that will be competitively established on the basic contract
 - Negotiations occur (if needed)
 - DO awarded



Proposal Recap



- EACH OFFEROR SHALL PROPOSE:
 - Technical/Management Volume
 - Provide brief written technical approach responding to sample tasks
 - Provide personnel allocation data for fulfillment of solicitation requirements
 - Provide Detailed Management plan
- All information contained in this presentation and said today is draft. Follow the RFP!



Proposal Recap



- EACH OFFEROR SHALL PROPOSE:
 - Past Performance Volume
 - 3 to 5 relevant contracts from the past 5 years
 - Submit past performance questionnaires for customers identified in their past performance proposal
- All information contained in this presentation and said today is draft. Follow the RFP!



Proposal Recap



- EACH OFFEROR SHALL PROPOSE:
 - Price/Administrative Volume
 - Price proposed for sample tasks are only utilized for evaluation purposes
 - Propose FFP for CLIN 0001 in section B of the RFP
 - Utilize rates proposed in resource allocation matrix, provided as fully burdened rates to include a fixed factor
 - Reps & Certs
- All information contained in this presentation and said today is draft. Follow the RFP!



Draft Schedule



Milestone Event	Projected Milestone
RFP Release	June 2013
Receipt of Proposals	August 2013
Completion of Proposal Evaluations	December 2013
Award of SSNET IDIQ Contract	February 2014



Questions?