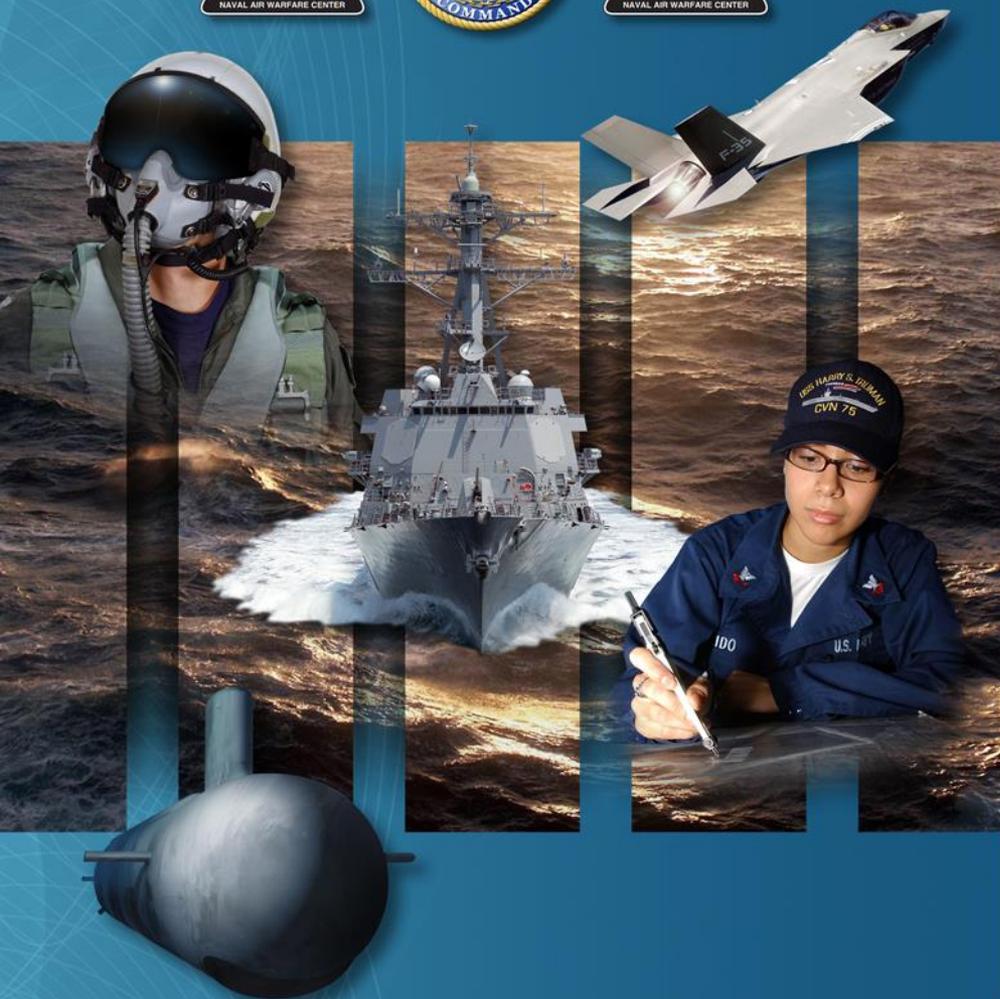


NAVAL AIR WARFARE CENTER
TRAINING SYSTEMS DIVISION
ORLANDO FLORIDA



CNATRA COMS
Pre-
Solicitation
Conference

**NAS Corpus Christi
August 9, 2016**

N61340-16-R-1146



Agenda

- Sign-In
- Welcome/Admin
- Program Brief
- Technical Requirements
- Q&A



Welcome/Admin

- Please silence all cell phones
- No recordings
- No photos
- Introductions
- CNATRA remarks
- Today's briefing and attendees' list will be posted on NECO website



Government Team

NAWCTSD Orlando:

Al Davis – Program Manager

Skip Hemrick – Task Order Manager

Roxanne Wiseman – Contract Specialist

CNATRA Representatives :

CAPT Sanchez – N3 (ACOS Operations)

Wil Merkel – N384 (Simulator Requirements)

Bubba Wallace – N384A (Pilot/NFO Production)

Roger Abrajano – N4 (COR extraordinaire)



Program Brief

- Purpose
- Procurement Integrity Rules
- Contractual/Task Order Items
- Task Order RFP Format (***DRAFT***)
- Instructions to Offerors (Section L)
- Evaluation Factors for Award (Section M)



Purpose

- Exchange information between the Government and FTSS III, Unrestricted Lot, Multiple Award Contract (MAC) Contractors regarding the CNATRA COMS **draft** solicitation for all labor, supervision, material and other services necessary for COMS located at NAS Meridian, NAS Kingsville, NAS Corpus Christi, NAS Whiting Field and NAS Pensacola
- Promote a full understanding of the Government's requirements and the Task Order **Draft** RFP that is currently posted on NECO



Procurement Integrity Rules

- Remarks and explanations at this conference shall not qualify the terms of the solicitation. The terms of the solicitation and specifications discussed today are in a ***draft*** status until the solicitation is posted otherwise in NECO.
- Internal source selection plans and procedures will not be discussed. Evaluation criteria will be stated in Section M.
- Industry attendees shall not attempt to engage individual Government personnel in private discussions/side bars
- Any changes to the RFP will be done formally by the PCO through issuance of an Amendment to the RFP
- Any questions or comments shall be submitted to the Contracting Officer **in writing**
- Questions to be submitted to Roxanne Wiseman at NAWCTSD Orlando by **31 August, 2016** at 3:00 pm (EST)



Contractual/Task Order Items

- A Task Order under the basic FTSS III Unrestricted MAC will be awarded for the CNATRA COMS effort
- The resultant Task Order will be **59** months:

Mobilization – 1 Feb 2017- 31 Mar 2017, 2 months

Base Period – 1 Apr 2017 - 31 Oct 2017, 7 months

FY18 Option – 1 Nov 2017 - 31 Oct 2018, 12 months

FY19 Option – 1 Nov 2018 - 31 Oct 2019, 12 months

FY20 Option – 1 Nov 2019 - 31 Oct 2020, 12 months

FY21 Option – 1 Nov 2020 - 31 Oct 2021, 12 months

FY22 Option – 1 Nov 2021 - 31 Dec 202**1**, **2** months



Draft RFP Format

- Standard Form 33
- Section B- Supplies and Services (See PBW)
- Body of Task Order- Sections C-M
 - **Section C Descriptions and Specifications**
 - **Section D Packaging and Marking**
 - **Section E Inspection and Acceptance**
 - **Section F Deliveries or Performance**
 - **Section G Contract Administration Data**
 - **Section H Special Contract Requirements**
 - **Section I Contract Clauses**
 - **Section J List of Documents, Exhibits and Other Attachments**
 - **Section K Representations, Certifications, and Other Statements of Offerors**
 - **Section L Instructions, Conditions, and Notices to Offerors**
 - **Section M Evaluation Factors for Award**



Instructions to Offerors

Section L-Instructions, Conditions, and Notices to Offerors

SF 33 Block 9-Offerors shall submit proposals by **3 Oct 2016 (2:00pm EST)**

L.5.1 Proposal Volumes Requirements:

Volume 1 – Technical

Paper - 1 Original, 4 Copies; CD-ROM - 1 Original, 1 Copy

Page Limit - 15 Pages (excluding L-2 Staffing Chart)

Volume 2 – Price

Paper – 1 Original, 1 Copy; CD-ROM – 1 Original, 1 Copy

Page Limit - None

Volume 3 – Small Business Volume

Paper - 1 Original, 1 Copy; CD-ROM – 1 Original, 1 Copy

No page limit, may be included at the end of Price Volume



Instructions to Offerors

Section L (Continued)

Proposal Submission:

- Offeror shall submit proposal via United States Postal Service or through a commercial carrier to the address below:

Naval Air Warfare Center Training Systems Division
Code: AIR-2.5.3.2.1 Roxanne Wiseman/Kathleen Dougherty
12211 Science Drive
Orlando, FL 32826-3224
Solicitation Number: N61340-16-R-1146
- Hand carried proposals may be delivered to the above address, contact Roxanne Wiseman at (407)380-8024 or Email Roxanne.Wiseman@navy.mil (Visit Request must be submitted NLT 2 days prior)
- Alternate POC is Kathleen Dougherty-(407)380-8189, Kathleen.Dougherty@navy.mil
- Offeror shall not submit proposals by facsimile or electronically via Email



Instructions to Offerors

Section L (Continued)

- Minimum Offer Acceptance Period 180 days
- All Changes at NECO and FEDBIZOPPS
- Technical Volume
 - Shall not contain any pricing information
 - Completed Attachment L-2 Staffing Charts
 - Staffing Approach
 - **Scenario at NAS Meridian**
 - Throughout the Technical Volume, the Offeror should identify any proposed capability, approach or feature that provides benefit to the government or reduces risk inherent in the Task Order (enhancement)



Instructions to Offerors

Section L (Continued)

- Price Volume
 - Contents (the below list is not all inclusive)
 - Completed Attachment PBW/PEW-1 (Price Breakout Worksheet/Price Evaluation Worksheet in whole dollars (unit prices)
 - Completed and signed SF33 that acknowledges all RFP amendments (or the signed SF33 plus the signed SF30(s) for all amendments)
 - Completed certifications listed in Section K
 - WD/CBA Rate Certification
 - “The proposed pricing is in compliance with the hourly rates set forth in the Department of Labor Area Wage Determinations (WD) and Collective Bargaining Agreements (CBA) as set forth in attachments (4)(a) through (4)(g) of the solicitation; the proposed pricing for Lot I through Lot V, for all Service Contract Act (SCA) covered employees, consists of labor and fringe rate pricing that is at least equal to the FY17 rate; and, the proposed pricing for labor, of SCA covered employees, does not include wage increases above the FY17 rates for Lots II through VI.”



Instructions to Offerors

Section L (Continued)

- Price Volume (continued)
 - Exceptions, Deviations and Waivers Volume
 - The Offeror shall provide a detailed description for each exception, deviation, or request for waiver as applicable.
 - The Offeror shall indicate the Offeror's difficulty with the applicable requirement and the Offeror's proposed solution.
 - The Offeror shall specifically identify the portion(s) of the solicitation affected.
 - These may be included in Volume 3
 - If there are no exceptions, deviations or waivers, the Offeror shall provide a statement in Volume 3 that states it "assents to the terms and conditions of the solicitation without exception, deviation or waivers."



Instructions to Offerors

Section L (Continued)

- Small Business Volume
 - Large business provide both Small Business Participation Plan and Small Business Subcontracting Plan
 - Small business provide Small Business Participation Plan
 - These may be included at the end of Volume 2



Evaluation Factors for Award

Section M-Evaluation Factors for Award

- The Government intends to award a task order resulting from this solicitation to the Offeror whose proposal represents the “Best Value” to the Government
- Failure to address each of the areas identified in Section L.5 may make the Offeror’s proposal deficient
- The Government will evaluate proposals using the factors of Technical and Price
 - The Technical Factor is significantly more important than the Price Factor
- The Small Business Participation Plan must be acceptable to be eligible for award



Evaluation Factors for Award

Section M (Continued)

- This task order evaluation and award is a streamlined evaluation and award conducted pursuant to FAR § 16.505
- Under FAR § 16.505, the government provides Offerors a “fair opportunity” to be considered for each task order award. Accordingly, the government will evaluate each Offeror’s initial proposal fairly, similarly, and in accordance with the solicitation’s evaluation criteria.
 - This task order evaluation and award is **not** being conducted using formal source selection procedures of FAR § 15.3
 - The identification of deficiencies and weaknesses, the government’s questions and comments, and the Offeror’s answers and responses, **do not** constitute discussions, clarifications, communications, or exchanges as used in FAR § 15.3



Evaluation Factors for Award

Section M (Continued)

- As a result, after the government's initial evaluation, the government may:
 - (1) award to one Offeror based on the initial offers received;
 - (2) directly negotiate with and make an award to the Offeror who provides the best value in its initial proposal;
 - (3) obtain a revised proposal from the Offeror who provides the best value in its initial proposal and would be awardable under the solicitation's evaluation criteria but for one or two easily-resolvable deficiencies or weaknesses;
 - (4) further consider only the Offeror or Offerors who are most likely to provide the best value in a best and final offer to participate in one-on-one sessions and/or provide additional information, including best and final offers; or
 - (5) not award to any Offeror.
- Thus, the Offeror's initial proposal material should contain the Offeror's best terms, conditions, and prices



Evaluation Factors for Award

Section M (Continued)

- The Government may decide to write an Offeror's proposed enhancement(s) directly into the PWS or other section of the task order prior to award. Proposed enhancements written directly into the PWS or other section of the task order will not constitute "discussions," as that term is used in FAR Subpart 15.3, in part because the policies of FAR Subpart 15.3 do not apply to this task order competition conducted under FAR Subpart 16.5. The Offeror's refusal to agree to include the Offeror's proposed enhancements directly into the PWS or other section of the task order will require the government to revise its evaluation record, which may or may not impact the selection decision, depending upon the proposed enhancement or enhancements to which the Offeror does not agree.



Evaluation Factors for Award

Section M – M.1.1 Technical

- For the Technical factor, a separate Technical Rating and Technical Risk Rating will be assigned. The Government will evaluate the Technical proposal to determine the Offeror's understanding of, approach to, and ability to meet the Task Order requirements.
 - Technical Compliance Rating: an assessment of an Offeror's staffing approach in meeting requirements
 - Strength: an aspect of an Offeror's proposal that has merit or exceeds specified performance or capability requirements in a way that will be advantageous to the Government during contract performance

Good	Proposal indicates a thorough approach and understanding of the requirements and contains at least one strength.
Acceptable	Proposal indicates an adequate approach and understanding of the requirements.
Marginal	Proposal has not demonstrated an adequate approach and understanding of the requirements.
Unacceptable	Proposal does not meet requirements of the solicitation and, thus, contains one or more deficiencies and is unawardable.



Evaluation Factors for Award

Section M – M.1.1 Technical

- Technical Risk Rating: Potential for disruption of schedule, increased costs, degradation of performance, the need for increased Government oversight, or the likelihood of unsuccessful contract performance.
 - Risk Reducer: An aspect of an offeror’s proposal that reduces risk in a way that will be advantageous to the Government during contract performance.

Low	Proposal may contain weakness(es) which have little potential to cause disruption of schedule or degradation of performance. Normal contractor effort and normal Government monitoring will likely be able to overcome any difficulties.
Moderate	Proposal contains a significant weakness or combination of weaknesses which may potentially cause disruption of schedule or degradation of performance. Special contractor emphasis and close Government monitoring will likely be able to overcome difficulties.
High	Proposal contains a significant weakness or combination of weaknesses which is likely to cause significant disruption of schedule or degradation of performance. Is unlikely to overcome any difficulties, even with special contractor emphasis and close Government monitoring.
Unacceptable	Proposal contains a material failure or a combination of significant weaknesses that increases the risk of unsuccessful performance to an unacceptable level.



Evaluation Factors for Award

Section M – M.1.2 Price

- The Offeror shall propose in compliance with the current **FY17** hourly rates set forth in the Department of Labor Area and Collective Bargaining Agreement (CBA) Wage Determinations (WD), attached to the RFP, and shall not include escalation for adjustments for covered employees under the Service Contract Act, even if escalation for FY17 and beyond is included in a CBA or DOL Area Wage Determination for proposed positions not covered by a CBA.



Evaluation Factors for Award

Section M – M.1.2 Price

- Each offeror's price proposal shall be evaluated to determine if it is complete (IAW Section L.5.4 and L.5.5), reasonable and contains no unbalanced pricing per FAR 15.404-1(g). For purposes of this evaluation the term "contract line items" or "line items" as used in FAR 15.404-1(g), shall be interpreted to mean all the priced CLINs/Tasks within the Price Breakout Worksheet (Attachment 2(a)(1)). Additionally, the term indefinite-delivery contract shall be interpreted to mean Task Order. The evaluation will not bind the Government to purchase any of the options.



Evaluation Factors for Award

Section M – M.1.2 Price

- Unbalanced pricing exists when, despite an acceptable total evaluated price, the price of one or more contract line items is significantly over or understated as indicated by the application of cost or price analysis techniques. The greatest risks associated with unbalanced pricing occur when:
 - Startup work, mobilization, first articles, or first article testing are separate line items;
 - Base quantities and option quantities are separate line items; or
 - The evaluated price is the aggregate of estimated quantities to be ordered under separate line items of an indefinite-delivery contract.
- All offers with separately priced line items or subline items shall be analyzed to determine if the prices are unbalanced. If cost or price analysis techniques indicate that an offer is unbalanced, the contracting officer shall:
 - Consider the risks to the Government associated with the unbalanced pricing in determining the competitive range and in making the source selection decision; and
 - Consider whether award of the contract will result in paying unreasonably high prices for contract performance.
- An offer may be rejected if the contracting officer determines that the lack of balance poses an unacceptable risk to the Government



Evaluation Factors for Award

Section M – M.1.2 Price

- The Total Evaluated Price (TEP) will be the sum of the extended prices for the base and option CLINs and Tasks identified in the Price Evaluation Worksheet (PEW). The TEP includes the option available to the Government to extend services by 6 months, in accordance with FAR 52.217-8.
- Reasonable – Normally, competition establishes price reasonableness



Evaluation Factors for Award

Section M – M.1.3 Small Business Participation Plan

- The Government will evaluate for acceptability. Acceptability is defined as:
 - Addresses the strategy for utilizing small business concerns
 - Adequately describes the extent of participation
 - Describes extent of commitment
 - Consistency with Subcontracting Plan
 - Provides targets (dollars/percentages)
 - Small Business utilization is provided or reasonable and detailed explanation if not
 - Small Disadvantaged Business goal will be evaluated in accordance with 5252.219-9501



Technical Requirements



CDRL Deliverables

A001	Contract Funding Status Report (CFSR)
A002	Conference Minutes
A003	Mobilization Performance Summary Report
A004	Monthly Device Performance Summary Report
A005	Inventory Report
A008	Technical Data Verification Report
A009	Quality System Plan
A00C	OPSEC Plan



Device Snapshot (PBW)

NAS Meridian (T-45)

- CTT 0600-2230
- COMS
 - 4 2F138C OFTs at 16.5 OHPD
 - 2 2F137C IFTs at 16.5 OHPD
- CMS
 - 2C80 COT
 - ISEO Dev Station, **ROBD2**
- Ongoing mods to OFTs (2F138Fs)
- For all sites – Cyber Security on a separate CLIN



Device Snapshot (PBW)

NAS Kingsville (T-45)

- CTT 0600-2230
- COMS
 - 5 2F138E OFTs at 16.5 OHPD
 - 1 2F138E OFT at 7.5 OHPD
- CMS
 - 2C80 COT
 - ISEO Dev Station
 - ROBD2
- X-cubes on a No-fee Cost Reimbursable CLIN



Device Snapshot (PBW)

NAS Corpus Christi (T-6B)

- CTT 0600-2200
- COMS
 - 6 2F208B OFTs: 5 at 16 OHPD & 1 at 12
 - 5 2F207B UTDs: 4 at 16 OHPD & 1 on **Standby**
- CMS
 - 2C78 EST, 2C79 EPT, T-6B COT
 - 10 Desktop Avionics Trainers
 - ~~ISEO Dev Station~~, ROBD2, Spin Chair
- T-6B IACs/MFTs on a No-fee Cost Reimbursable CLIN
- Navigation dB and Magnetic Variation updates required as supply/support
 - 1 quarter old or newer data is acceptable



Device Snapshot (PBW)

NAS Whiting Field (T-6B)

- CTT 0600-2200
- COMS
 - 9 2F208B OFTs at 16 OHPD
 - 7 2F207B UTDs: 5 at 16 OHPD & 2 on Standby
- CMS
 - 2C78 EST, 2C79 EPT, 5 T-6B COTs
 - 12 Desktop Avionics Trainers
 - 15 KLN-900/CMDR 2900 Desktop GPS Training Systems
- T-6B IACs/MFTs on No-fee Cost Reimbursable CLIN
- Navigation dB [and Magnetic Variation](#) updates required as supply/support
 - 1 quarter old or newer data is acceptable



Device Snapshot (PBW)

NAS Whiting Field (T-6B)

- Every other Saturday CLIN
 - 12 OHPD on all devices that are NOT on Standby (0 OHPD) on the M-F CLIN
 - Current state is that this applies to 14 of the 16 T-6B OFTs/UTDs
 - The requirement is 24 Saturdays per year – exact schedule to be negotiated with the Site Manager to avoid Holiday weekends, etc.
- This CLIN exists solely (currently) to provide Primary phase SNAs "Event Preparation" (practice time) on T-6B devices
 - There are no associated CI hours (currently) for these Saturday events
 - Historic utilization of these events is approximately 90%
- The Government's intent is that this CLIN is NOT to be an ala carte menu – it will match the M-F CLIN and is unlikely to ever be less than the 14 devices currently covered
 - Unless funding requires the Government to remove the Saturday CLIN completely
- The Government wishes to obtain pricing for the 2 tasks (UTDs) that are currently on Standby but has no forecast as to when/if those devices will be added to either M-F or Saturday requirements



Device Snapshot (PBW)

NAS Whiting Field (TH-57C)

- CTT 0600-2200
- COMS
 - 1 2A35 FCS at 8 OHPD
 - 3 2C67 CPTs: 1 at 16 OHPD, 1 at 12, & 1 at 8
 - 6 2B42A FITs at 16 OHPD
- CMS
 - NITE Lab
 - ROBD2
 - ISEO Dev Station
 - Spin Chair



Device Snapshot (PBW)

NAS Pensacola (UMFO – Primary (T-6A))

- CTT
 - OFTs/UTDs: 0630-1830
 - BINA V: 0800-1600
- COMS
 - 2 2F208 OFTs at 12 OHPD
 - **4*** 2F207 UTDs: 3 at 12 OHPD & 1 at 7.5
 - 2 2B47 BINA V at 8 OHPD
- CMS
 - 2C78 EST, 2C79 EPT, **4** T-6B COTs
 - 12 Desktop Avionics Trainers
 - **5** KLN-900/CMDR 2900 Desktop GPS Training Systems
 - **2** 9H1 Helo hoists (Rescue Swimmer School) – CNATT



Device Snapshot (PBW)

NAS Pensacola (UMFO – Adv. Strike/MCC)

- CTT
 - OFTs: 0630-1830
 - MCS: 0630-2000
- COMS
 - 6 2F205A OFTs at 12 OHPD
 - 1 2B51 MCS at 13.5 OHPD
- CMS
 - 2 2C80 COTs
 - 4 VMTS IGS/DBS + Router
 - ISEO Dev Station
 - ROBD2
 - Spin Chair



Planned Award Schedule

Activity	Date(s)
Pre-Proposal Site Visits/Conference	9-11 Aug 2016
Questions Due	31 Aug 2016 (3:00 pm EST)
Proposals Due	3 Oct 2016 (2:00 pm EST)
Anticipated Task Order Award	20 Jan 2017
Mobilization	1 Feb 2017 – 31 Mar 2017
Contract Support Date	1 Apr 2017



Questions?

NOTE: Remarks and explanations at this conference shall not qualify the terms of the solicitation. The terms of the solicitation and specifications remain unchanged unless the solicitation is officially amended in writing.