

<b>AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT</b>			1. CONTRACT ID CODE J	PAGE OF PAGES 1   3
2. AMENDMENT/MODIFICATION NO. 0002	3. EFFECTIVE DATE 26-Nov-2014	4. REQUISITION/PURCHASE REQ. NO.		5. PROJECT NO.(If applicable)
6. ISSUED BY COMMANDER NAVFAC ATLANTIC NAVY CRANE CENTER NORFOLK NAVAL SHIPYARD BLDG 491 PORTSMOUTH VA 23709-5000	CODE N62470	7. ADMINISTERED BY (If other than item 6) <b>See Item 6</b>		
8. NAME AND ADDRESS OF CONTRACTOR (No., Street, County, State and Zip Code)		X	9A. AMENDMENT OF SOLICITATION NO. N62470-15-R-3000	
		X	9B. DATED (SEE ITEM 11) 28-Oct-2014	
			10A. MOD. OF CONTRACT/ORDER NO.	
			10B. DATED (SEE ITEM 13)	
CODE	FACILITY CODE			
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS				
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offer <input checked="" type="checkbox"/> is extended, <input type="checkbox"/> is not extended. Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.				
12. ACCOUNTING AND APPROPRIATION DATA (If required)				
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS. IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.				
A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.				
B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(B).				
C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:				
D. OTHER (Specify type of modification and authority)				
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the issuing office.				
14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)  SOLICITATION N62470-15-R-3000, 4-25 TON PORTAL CRANES, PUGET SOUND NAVAL SHIPYARD & INTERMEDIATE MAINTENANCE FACILITY, BANGOR AND BREMERTON, WA  This amendment provides the Pre-Proposal Meeting slides, attendance roster, responses to pre-proposal inquiries and extends the proposal due date to January 7, 2015, 2:00 p.m. EST.  (SEE CONTINUATION PAGES)				
Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.				
15A. NAME AND TITLE OF SIGNER (Type or print)		16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)		
		TEL:	EMAIL:	
15B. CONTRACTOR/OFFEROR  _____ (Signature of person authorized to sign)	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA  BY _____ (Signature of Contracting Officer)		16C. DATE SIGNED  26-Nov-2014

## SECTION SF 30 BLOCK 14 CONTINUATION PAGE

**SUMMARY OF CHANGES**

## SECTION SF 30 - BLOCK 14 CONTINUATION PAGE

The following have been added by full text:

## 52.228-16 PERFORMANCE AND PAYMENT BONDS--OTHER THAN CONSTRUCTION (NOV 2006)

(a) Definitions. As used in this clause--

Original contract price means the award price of the contract or, for requirements contracts, the price payable for the estimated quantity; or, for indefinite-quantity contracts, the price payable for the specified minimum quantity. Original contract price does not include the price of any options, except those options exercised at the time of contract award.

(b) The Contractor shall furnish a performance bond (Standard Form 1418) for the protection of the Government in an amount equal to 100 percent of the original contract price and a payment bond (Standard Form 1416) in an amount equal to 100 percent of the original contract price.

(c) The Contractor shall furnish all executed bonds, including any necessary reinsurance agreements, to the Contracting Officer, within 15 days, but in any event, before starting work.

(d) The Government may require additional performance and payment bond protection if the contract price is increased. The Government may secure the additional protection by directing the Contractor to increase the penal amount of the existing bonds or to obtain additional bonds.

(e) The bonds shall be in the form of firm commitment, supported by corporate sureties whose names appear on the list contained in Treasury Department Circular 570, individual sureties, or by other acceptable security such as postal money order, certified check, cashier's check, irrevocable letter of credit, or, in accordance with Treasury Department regulations, certain bonds or notes of the United States. Treasury Circular 570 is published in the Federal Register, or may be obtained from the U.S. Department of the Treasury, Financial Management Service, Surety Bond Branch, 3700 East West Highway, Room 6F01, Hyattsville, MD 20782. Or via the internet at <http://www.fms.treas.gov/c570/>.

(End of clause)

**5252.215-9300 CONTENT OF PROPOSALS (JAN 2003)**

(a) PROPOSAL REQUIREMENTS. The technical proposal and the price/cost proposal shall be submitted in separate volumes. The technical proposal shall not contain any cost/pricing information, except for salary information provided on resumes. The technical proposal presented by the offeror to whom the award is made will be incorporated into the contract at time of award.

(b) The offeror shall submit the following information:

(1) (#1 original with #2 copies) completed signed solicitation packages (Standard Form 1449), including executed representations and certifications, and prices in Section B and any accompanying exhibits (Attachment B) and Bid Bond, Standard Form 24.

(2) (#1 original with #4 copies) of the technical proposal with a signed copy of L.3 Technical Certification.

(c) TECHNICAL PROPOSAL. Each technical proposal shall be precise, detailed, and complete as to clearly and fully demonstrate a thorough knowledge and understanding of the requirements. As a minimum, the proposal must contain sufficient detail so that it may be evaluated in accordance with the EVALUATION FACTORS provision, Section M.

(d) PRICE PROPOSAL. Each price proposal shall contain the information required in the Evaluation Factors for Award, paragraph 3(a)(1). Submit one copy of the price proposal on CD and the document may be in either Microsoft excel or Adobe Acrobat files.

(e) BOND REQUIREMENT: A Standard Form 24, Bid Bond in the amount of 20% of the price payable for CLIN 0001 is required with proposal submission.

(1) Offers are solicited on an “all or none” basis and FAR 52.215-1, INSTRUCTIONS TO OFFERORS-COMPETITIVE ACQUISITION (MAY 2001)” in Section L, is hereby modified. Failure to submit offers for all line items listed shall be cause for rejection of the offer.

(End of clause)

(End of Summary of Changes)

## Continuation pages

## PRE-PROPOSAL INQUIRIES

QUESTION: 1 - Will a US Flag vessel be required for delivery?

RESPONSE - DFARS clause 252.247-7023, Transportation of Supplies by Sea is included in the solicitation and is applicable. See paragraph (b) (1).

QUESTION: 2 - Can illustrations or photos depicting: (1) Location of discharge point at the base; (2) Maximum water depth at the discharge point; (3) maximum allowable loading (PSF) at discharge point and along transit path to final install location (if applicable)

RESPONSE - (1) The location of discharge point at Bangor is provided as attachment titled "NFF 304 Refit Pier II Except" and Bremerton is provided as attachment titled "NAVFAC 18611 Pier 3 loading";

(2) The maximum water depth at the discharge point for Bangor is shown on attachment "NFF 304 Refit Pier II Except" and for Bremerton Pier B it is 45'. For Bremerton Pier 5 and 7 it is 40' (East sides).

(3) The maximum allowable loading (PSF) at discharge point and along transit path to final install location is provided in attachment "DWG26955" for Bangor, and for Bremerton shown in attachments NAVFAC 71424 Pier B Loading, NAVFAC 71425 Pier B Loading, NAVFAC 71426 Pier B Loading, and NAVFAC 18611 Pier 3 loading.

QUESTION: 3 – Can proposals be extended until after the New Year, we would suggest January 15, 2015.

RESPONSE: – The proposal due date is extended to January 7, 2015

QUESTION 4: - Our bonding company has requested clarification statements can be added to the end of the paragraph indicating "Each Crane is to have its own performance and payment bond.

RESPONSE - The resultant contract will order a minimum of 1 crane and a maximum of 4 cranes. Each new portal crane will be ordered at the prices set forth in the successful offeror's exhibit line item number pricing schedule as an individual delivery order, but may also include transportation and existing crane removal in the total delivery order price. Performance and payment bonds requirements are clarified in the attached clause FAR 52.228-16.

QUESTION 5: - Just to clarify, there is no mention of a whip (aux) hoist in the specification. Is this accurate or an omission?

RESPONSE - There is no whip (aux) hoist for this requirement.

QUESTION 6: - Is there any Asbestos or PCB's on the existing cranes?

RESPONSE - Puget has not performed a detailed hazardous material survey of these cranes, but they do not know of any asbestos/PCBs on the crane. Current information:

Asbestos - The original contract specification required non-asbestos brake pads and the section H precluded any asbestos (and mercury).

Continuation pages

PCBs - Outlawed in US manufacturing in 1979 by the EPA. Westmont crane contract date 1985 (cranes delivered ~1989).

QUESTION 7: - Please provide the top of rail elevation for each site (Bangor and Bremerton) above Mean Low Water.

RESPONSE: - PSNS&IMF Bangor

Top of Crane Rail is +20.0 ft. based on mean lower low water (MLLW).

MLLW is 6.146 ft. below geodetic sea level datum.

MLLW was established by USC&GS from one month of record for March 1969.

PSNS&IMF Bremerton		
Top of Crane Rail Bremerton is 127.6 ft.		
BREMERTON TIDE ELEVATIONS (ft.)		
NOMENCLATURE	PSNS ELEVATION	TIDE LEVEL
Extreme High Water	124.8	15.4
Mean Higher High Water	121.1	11.7*
Mean High Water	120.3	10.9*
Mean Tide Level	116.2	6.8
Mean Lower Low Water	109.4	0.0
Extreme Low Water	104.4	-5.0*
*NOAA Nautical Chart 18474, 5th Ed. (3/25/95)		

Attachments: Pre-Proposal Meeting Slides with Attendance Roster, NAVFAC DWG 18611 Pier 3 Loading; NAVFAC DWGS 71424 - 71426 Pier B Loading; NFF 304 Refit Pier II Excerpt; DWG 26955 Delta Pier Load Capacity Chart



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**Four 25 Ton Portal Cranes  
Puget Sound Naval Shipyard & IMF Bremerton and  
Naval Base Kitsap, Bangor, WA**

**Pre-Proposal Meeting and Site Visit  
Kickoff Briefing**

**RFP N62470-15-R-3000  
November 18, 2014**

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# Agenda



- Welcome/Introductions**
- Project Overview**
- Solicitation Documents**
- Solicitation Background**
- Source Selection Process**
- Evaluation Factors**
- Submission of RFP/Site Visit Questions and Answers**
- Safety/Security Brief**
- Site Tour**

## Project Overview



### ■ Technical Specification Highlights

- Procure four general purpose service portal cranes
  - Two at Puget Sound Naval Shipyard and Intermediate Maintenance Facility (PSNS & IMF), Bremerton, WA
  - Two at PSNS & IMF, Bangor, WA (w/2 existing crane removals)
- The crane design is intended to be a manufacturer's standard design incorporating the additional features required by the specification
- The crane shall be a portal type (with a rotating superstructure and luffing boom design to meet the dimensional and functional requirements of the contract. Performance features are identified in the specification.

# Project Overview



## •Contract Process After Award

- Post award conference and site visits
- Design submittals and reviews (Using online submittal and comment website)
- Certifications and other required submittals
- Shop testing
- Pre-installation conference
- Site work
- Testing and acceptance
- Training

# Project Overview



## • Government Oversight

- Government will assist with operations during performance testing.
- Government may visit the contractor's location during shop testing.
- Government will perform inspections of the crane prior to load testing.
- Government will perform inspections of the crane after load testing and prior to crane acceptance.

# Solicitation Documents



## ▪ **Solicitation, Attachments, and Amendments**

- Posted on the Naval Electronic Commerce Online website: **<https://www.neco.navy.mil/>**
- Register to receive automatic updates regarding the solicitation.
- RFP posted on October 18, 2014
- Amendments – Ensure you acknowledge them!
- Questions
- Proposals currently due on December 9, 2014
- *Caution- Today's Q&As are not contractually binding*

# Solicitation Background



- **Unrestricted, Full and Open Competition**
  - Unsuccessful & Successful offerors
  - Thorough evaluation of the proposal
  - Some information on successful proposal
  - The rationale for award
- **Indefinite Delivery, Requirements Type Contract with Firm-Fixed Prices**
- **Single Award Contract**
- **Basis for Award: Best Value, Tradeoff**
- **Period of Performance: Base period of twelve months, three one-year option periods, not to exceed a total of 48 months.**
- **Liquidated Damages (FAR 52.211-11) are identified on pg. 23 of 61 of the RFP**

# Special Contract Considerations



## ▪ Commercial Installment Payments

- Must be requested and must include clear, verifiable events to substantiate payment requests
- Occur no more than monthly
- Limited to 70% of delivery item price
- See FAR 52.232-30
- Pass financial responsibility determination

## ▪ Bonds

- Bid Bond required with proposal
- Performance and Payment Bonds will be required for individual delivery orders

## ▪ Warranty

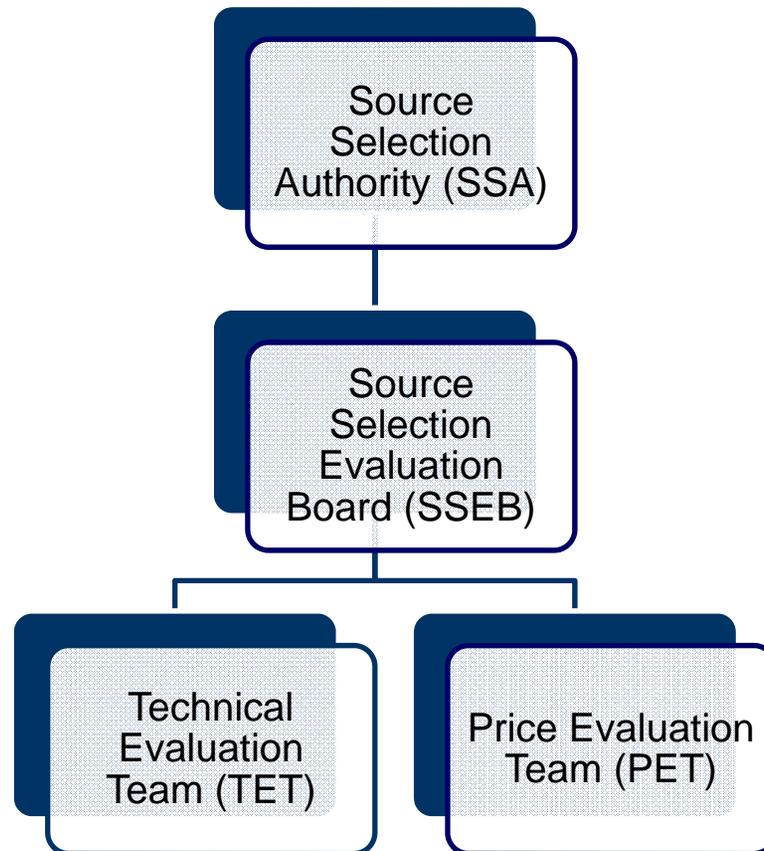
- 3% withheld for warranty for each Crane CLIN

# Steps in the Source Selection Process



- 1. Define the requirement**
- 2. Establish the team and the plan**
- 3. Request and evaluate offers**
- 4. Establish competitive range, negotiate, request Final Proposal Revision, re-evaluate (if necessary)**
- 5. Select Best Value**
- 6. Make Award**

# Source Selection Team



## Source Selection Team (continued)



### ▪SSA

- Oversee acquisition
- Determine competitive range
- Select best value offeror

### ▪SSEB

- Make recommendations on competitive range & best value selection to SSA based on TET & PET evaluation

### ▪TET

- Evaluate non-cost/price proposals based on SSP/RFP evaluation factors
- Document strengths, excesses, weaknesses, deficiencies, risks & possible discussion questions
- Assign adjectival ratings

### ▪PET

- Evaluate reasonableness of individual cost elements
- Evaluate price reasonableness & risk

# Evaluation Factors



- **All technical factors when combined are of equal importance to the performance confidence assessment (past performance) rating; and all technical factors and the performance confidence assessment (past performance) rating, when combined are approximately equal to price**
  
- **Section M Non-Price Factors:**
  - **Factor 1 – Recent, Relevant Experience**
  - **Factor 2 – Safety**
  - **Factor 3 – Small Business Utilization**
    - Subfactor 4.A. – Past Performance in Utilization of Small Business Concerns
    - Subfactor 4.B. – Small Business Participation
  - **Factor 4 – Past Performance on Recent, Relevant Projects**

# Price Evaluation



- Ensure you complete Section B and ALL four ELIN worksheets
- Sample:

N62470-15-R-3000  
Exhibit A  
Page 1 of 1

N62470-15-R-3000  
INDEFINITE QUANTITY REQUIREMENTS CONTRACT FOR  
25 TON PORTAL CRANES, PUGET SOUND NAVAL SHIPYARD AND INTERMEDIATE  
MAINTENANCE FACILITY, NAVA BASE KITSAP, BREMERSTON AND BANGOR, WASHINGTON

EXHIBIT A. EXHIBIT LINE ITEMS  
SCHEDULE OF PRICES FOR SUPPLIES-SERVICES

ELIN	Description	Est. Qty	Unit	Unit Price	Total Price
INDEFINITE DELIVERY REQUIREMENTS (IDR) ITEMS - BASE YEAR - CLIN 0001					
A001 SYSTEM DESCRIPTION (SECTION 1.3)					
A0001	GPS PORTAL CRANE #51, PSNS & DAF BREMERSTON, WA (section 1.3)	1	EA	X \$ 1.50 = \$	1.50
A0002	TRANSPORTATION - GPS PORTAL CRANE #51, PSNS & DAF BREMERSTON, WA (section 1.3.5)	1	EA	X \$ 2.50 = \$	2.50
A0003	GPS PORTAL CRANE #52, PSNS & DAF BREMERSTON, WA (section 1.3)	1	EA	X \$ 3.50 = \$	3.50
A0004	TRANSPORTATION - GPS PORTAL CRANE #52, BREMERSTON, WA (section 1.3.5)	1	EA	X \$ 4.50 = \$	4.50
A0005	GPS PORTAL CRANE #53, BANGOR, WA (section 1.3)	1	EA	X \$ 5.50 = \$	5.50
A0006	TRANSPORTATION - GPS PORTAL CRANE 53, BANGOR, WA (section 1.3.5)	1	EA	X \$ 6.50 = \$	6.50
A0007	GPS PORTAL CRANE #54, BANGOR, WA (section 1.3)	1	EA	X \$ 7.50 = \$	7.50
A0008	TRANSPORTATION - GPS PORTAL CRANES #54, BANGOR, WA (section 1.3.5)	1	EA	X \$ 8.50 = \$	8.50
A0009	EXISTING 25 TON CRANE REMOVAL, BANGOR, WA (section 1.3.5)	1	EA	X \$ 9.50 = \$	9.50
A0010	EXISTING 25 TON CRANE REMOVAL, BANGOR, WA (section 1.3.5)	1	EA	X \$ 10.50 = \$	10.50
BASE YEAR TOTAL ESTIMATED PRICE - CLIN 0001 (Sum of Exhibit Line Items A0001-A0010)					\$49.50

For planning purposes, the Government anticipates ordering Crane #53 with associated transportation, and removal of existing 25-Ton in FY 15 in the base period of performance. However, no guarantee is made to this effect. Pricing is required for all crane requirements in each period of performance as shown in Exhibit A, Exhibit Line Item Numbers.

Section SF 1449 - CONTINUATION SHEET

N62470-15-R-3000

Page 3 of 61

ITEM NO	SUPPLIES/SERVICES	ESTIMATED QUANTITY	UNIT	UNIT PRICE	ESTIMATED AMOUNT
0001	Base Year FFP Provide GPS Portal Cranes, Puget Sound Naval Shipyard and Intermediate Maintenance Facility, Bangor and Bremerton, Washington in accordance with the Section B, Exhibit Line Item Number A001 FOB: Destination	1	Each		46.50
ESTIMATED NET AMT					

**Total Price will reflect total of Exhibits A-D, which will match the total of CLINs 0001-0004.**

## Evaluation of Offers



- **Follow Procedures of FAR Part 15**
- **Follow the Procedures of the Source Selection Plan**
- **Utilize the Basis of Evaluation set forth in the RFP**
- **Tradeoff Process FAR 15.101-1 - The Government considers it to be in its best interest to allow consideration of award to other than the lowest priced offeror or other than the highest technically rated offeror.**

## **Establish Competitive Range, Negotiate, Request Final Proposal Revision, Re-evaluate (if necessary)**



- **Establish competitive range**
  - **Include the “most highly rated” proposals**
  - **Evaluate based on all evaluation criteria**
  - **Pre-award debriefing to those outside competitive range (if requested within the required timeframe)**
- **Conduct negotiations**
  - **Discuss all weaknesses and deficiencies**
- **Request final proposal revisions**
- **Re-evaluate**

## Select the Best Value



- **Source Selection Authority determines Best Value**
  - **Independent decision**
  - **Comparative assessment against all evaluation criteria**
  - **Document decision**

## Make Award



- **Obtain necessary approvals**
  - Higher Level
- **OFCCP Pre-award Clearance**
- **Obtain Funds**
- **Submit CHINFO**
- **Award**
- **Notification to Unsuccessful Offerors**
- **Conduct Post-Award Debriefs (if requested on time)**
  - **Unsuccessful & Successful offerors**
  - **Thorough evaluation of the proposal**
  - **Some information on successful proposal**
  - **The rationale for award**

## Lessons Learned (prior to proposal submission)



- **Verify accuracy of SAM, Representations and Certifications, VETS-100 registrations**
- **Sign and return all solicitation amendments**
- **Ask questions if you are uncertain about something**
- **Create a checklist to ensure you have addressed all requirements**
- **Do not provide company brochures**
- **Number proposal pages consecutively and stay within the page limitations provided**
- **Make sure insurance information is up-to-date for the safety factor**
- **Do not copy and paste from a prior proposal**
- **Clearly label and separate/tab each factor in your proposal**
- **Address every element within each factor**

# RFP/Site Visit Questions and Answers



- ❑ **All Site Visit Questions must be submitted in writing**
  - ❑ This ensures all potential offerors receive accurate information at the same time.
  - ❑ Follow the instructions in the RFP for submission of Pre-award Inquiries and use the Government Preaward Inquiry Form (GPIF)
  - ❑ Site visit questions and answers will be posted to NECO. Site visit questions resulting in a change to the solicitation will be addressed in an amendment.
  - ❑ **The list of site visit attendees and presentation will be posted on NECO.**

*\*\* Do not attempt to contact the Government site visit points of contact for additional information \*\**

# **Puget Sound Naval Shipyard & IMF Safety/Security Brief**

# Questions?

# ATTENDANCE ROSTER

## PRE-PROPOSAL CONFERENCE

**SOLICITATION NUMBER: N62470-12-R-3000**

**PROJECT TITLE: 4-25 Ton Portal Cranes**

**LOCATION: Puget Sound Naval Shipyard & IMF, Bremerton  
and Naval Base Kitsap, Bangor, WA**

**DATE: 18 November 2014**

Name	Title	Organization	/email
Clint Kephart	Mechanical Engineer	PSNS+IMF	clinton.kephart@navy.mil
DANI BOWLEN	"	C/713 SUPERVISOR	PSNS/IMF daniel.l.bowlen@navy.mil
Dale Hardesty	Equipment Specialist c/751	PSNS/IMF	dale.hardesty@navy.mil
STEVE BRADLEY	PROJECT MANAGER	N/IMF/ACT	BRADLEY-STEVE@FRONTIER.COM
Wayne Ashby	Equipment Specialist	C/751	Wayne.ashby@navy.mil
Heath & Pyles	Project manager	Reliable Crane.	
Darrell Shaw	Project Manager	Reliable Crane	
MIKE O'NEAL	ELECT ENGINEER	PSNS/IMF	
Stacy Impey	Eng Tech Contingent	PSNS/IMF	STACY.IMPHEY@NAVY.MIL
MURRY REXIN	CRANE ENGINEER	PSNS/IMF	MURRY.REXIN@NAVY.MIL
DON ALKIRE	MECH.ENG	NCC	DON.M.ALKIRE@NAVY.MIL
Dave Cadieux	Project Manager	NCC	
BARBARA Spruill	Contracting off	NCC	barbarast.spruill@navy.mil