

N62742-15-R-3550
Global Contingency Services Multiple Award Contract (GCSMAC) II
RFP Questions and Answers

| | ANNEX/ AREA | Reference | Question | Government Response | Amendment # |
|---|--|---|---|---|--------------------|
| 1 | Attachment JC-1, PWS, Spec Item 1.1 | Pg 1 | The PWS provides Attachment JC-1, which shows all the Core Business Areas, as well as associated functions and sub-functions that are included in the scope of this contract. Will the Navy weight all of these functions equally in their proposal evaluation process or will some functions be considered more critical than others? This information will aide proposers to focus on those functions considered most important to task order performance in developing team capabilities and task order responses. | The Installation Management Accounting Project (IMAP) provides all the Core Business Areas that could possibly be utilized in future Task Orders. Specific evaluation criteria will be provided in the RFP for each individual Task Order. | 0004 |
| 2 | Sec B Supplies or Services and Prices | Pg 4 - 11 | On RFP pages 4-11, each item priced has a 102-month POP. Section F.1 on page 17 stated the term of contract POP is 96 months. Page 63, Section 5252.217-9301(C) states the total duration shall not exceed 96 months. Please clarify if the POP is 102 months or 96 months. | POP shall be 96 months. Section B - Supplies or Services and Prices have been revised to reflect this change in Amendment 0003. | 0004 |
| 3 | Sec L.6 Proposal Requirements | Pg 93 - 94, Vol II Factor 1: Past Performance | This section states that preferences will be given for projects/contracts performed in remote locations in a foreign country. Since the current GCSMAC contract had a couple of projects performed in the U.S., will evaluation preference also be extended to (a) a TO performed under the current GCSMAC and/ or (b) disaster/contingency type projects in the U.S.? | Please refer to paragraph 1 and 2 on pg. 94 of the RFP which states, "Evaluation preference will be given for projects/contracts performed in remote locations in a foreign country. A remote location is defined as an area that has a very limited skilled personnel pool, material/equipment suppliers, transportation, utilities, and/or communication infrastructure." "Evaluation preference will be given for demonstration of experience and favorable past performance of cost-type contracts." | 0004 |
| 4 | Sec G.6 Task Order Issuance Procedures | Pg 24, 2(c)(v) | Item (v) states "It is necessary to place an order to satisfy a minimum guarantee." We could not find what the minimum guarantee is. Please clarify. | The minimum guarantee is \$25,000.00 | 0004 |

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| 5 | Sec A.2 Contract Type | Pg 2 | Would the Government consider a cost plus fixed fee arrangement instead of cost plus award fee? Award fee procedures cost both the Government and Industry significant time and money to prepare. Since most task order monetary values are relatively small, the effort required to prepare award fee packages are high relative to the task order. Alternative incentives might be considered. | No. Task Orders may be awarded as either a cost-plus-award-fee or firm-fixed-price. | 0004 |
| 6 | Sec L.6 Proposal Requirements | | Will tabloid (11x17) pages count as one or two pages towards the overall page count? | 11x17 pages will count as one page towards the overall page count for charts, graphs, and spreadsheets. | 0004 |
| 7 | SF33 | | Due to the length of the procurement cycle, please confirm that a proposal validity period of 180 days is acceptable. | Yes, 180 days is acceptable. | 0004 |
| 8 | General | | What is the correct title for Volume II? Section L.6 identifies it as "Volume II - Technical Proposal (Factors 1,2,3, &4), while other sections identify it as "Non-Cost/Price Proposal". | Please use "Non-Cost/Price Proposal" for the Volume II title as reflected in Section L.6 of Amendment 0003. Note: The terms "Technical", "Non-Cost/Price", and "Non-Cost" used throughout the Solicitation are interchangeable in meaning. | 0004 |
| 9 | Sec L.6 Proposal Requirements | | Are the table of contents, list of figures, and acronym list exempt from the 250 page count for Volume II? | No, they are not exempt from the 250 page count. | 0004 |
| 10 | Sec L.6 Proposal Requirements, Subfactor 3.B | Pg 96 | In accordance with FAR 19.702, please confirm that Small Business goals are applicable only to work performed in the United States. | Per FAR 19.702(b)(3), subcontracting plans are not required for contracts or contract modifications that will be performed entirely outside of the United States and its outlying areas. Because this solicitation covers both CONUS and OCONUS areas, a subcontracting plan addressing the Small Business goals is required for large businesses. | 0004 |

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| 11 | Sec L.6 Proposal Requirements | Pg 93 | Given that the Government referenced events such as Katrina disaster relief and Haiti disaster relief in the evaluation factors, and further given there were a limited number of Task Order awarded on the current IDIQ Contract, would the Government consider adjusting the Past performance requirements to a timeframe greater than 5 years to allow for a more competitive procurement? | No, as stated in on Pg. 93 in Section L.6 Proposal Requirements, the Government will only consider recent/relevant Emergency/Contingency Operations and Multi-Function Contract projects (Cost and Fixed Price), performed within the last 5 years with a value of approximately \$2 million that demonstrates its ability to successfully perform and execute global emergency/contingency support services requiring rapid mobilization. Please keep in mind, Past Performance requirements mentioned above are not limited to only Task Orders. | 0004 |
| 12 | Sec L.6 Proposal Requirements | Pg 93 | Given that a number of the Task Orders awarded on the previous contract were less than \$2M, would the Government consider lowering the dollar value requirement for Past Performance to allow for a more competitive procurement? | Please refer to Answer #11 | 0004 |
| 13 | Attachment JL-2 & JL-3 | | Attachment JL-3 INDIRECT RATES AND AWARD FEE RATE SUBMISSION MAXIMUM (CEILING) INDIRECT RATE CEILINGS, asks for the entry of ceiling indirect rates only. If offerors wish to propose their Forward Pricing Rates (FPR's) rather than ceiling indirect rates on Attachment JL-2, should they expand Attachment JL-3 to allow for entry of FPR's in addition to the requested ceiling indirect rates? | Attachment JL-3 has been revised to include proposed rates and the ceiling rates. Please see revised Attachment JL-3 Indirect Rate Submission (Amendment 0004) | 0004 |
| 14 | Attachment JL-3, Indirect Rate & AF | | Are bidders allowed to modify Attachment JL-3 in order to further break down categories such as Labor Overhead? | Yes. Offeror shall list indirect rate pools and allocation bases consistent with its estimating/accounting system. | 0004 |
| 15 | Sec L.6 Proposal Requirements, Factor 1 | Pg 93 | Factor 1 instructions state the Offeror shall submit up to ten projects with a value of approximately \$2M. Would projects significantly larger than \$2M be considered relevant? On a contract with a ceiling of \$900M that supports major disasters, it would be expected that task orders issued under the contract could be considerably larger than \$2M. | Please refer to Answer #11 | 0004 |

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| 16 | Sec L.6 Proposal Requirements, Factor 1 | Pg 94 & Pg 102 | <p>(a) The solicitation does not distinguish between Technical Experience and Past Performance. The instructions are clear regarding the inclusion of CPARS/PPQ and requests a discussion of significant problems encountered and corrective actions taken. However, it does not request specific information on the ten projects presented. Is there a suggested format or list of information required for each of the 10 projects (such as name of project, client, location, contract value, dates performed, and project description)?</p> <p>(b) Will projects be evaluated for both Project Relevancy and Performance Confidence? Will they be scored adjectivally or ranked?</p> | <p>(a) Please see paragraph 3 on Pg. 94 of Section L.6 Proposal Requirements, which states, "There is a clear distinction between "experience" and "past performance." Experience is related to the types and amounts of projects previously accomplished. Past performance relates to how well a contractor has performed."</p> <p>No. There is no suggested format or list of information required.</p> <p>(b) As it relates to how Factor 1 - Past Performance will be evaluated, please see Section M of the RFP, on page 102, Factor 1 - Past Performance. Projects will be evaluated to "The degree to which past performance evaluations and all other past performance information reviewed by the Government.....reflect a trend of satisfactory performance considering...".</p> | 0004 |
| 17 | Sec L.6 Proposal Requirements, Factor 1 | Pg 93 | <p>Most of the events the RFP references that required rapid mobilization (e.g. Katrina disaster relief, Haiti disaster relief, Allied Force, etc.) occurred outside of the 5 year window for past performance references. If these are the types of events you wish us to show our response to, please consider expanding the window for past performance to 10 years.</p> | <p>Please refer to Answer #11</p> | 0004 |
| 18 | Sec L.1 | Pg 88 | <p>Is there a telephone number to accompany the delivery address for documents delivered by FedEx, DHL, etc.?</p> | <p>No there is no phone number to accompany the delivery address.</p> | 0004 |
| 19 | RFP | | <p>Questions being due today (Sep 21) was a very short time to submit questions given that the proposal is not due until late November. Although we understand this is a mature RFP, we request an additional 2 weeks to assess and dig into the RFP and PWS to determine any questions.</p> | <p>Please see Amendment 0003, Section L.3 Pre-Proposal Conference paragraph 3, which extends the written questions submission deadline to 2 Oct 2015.</p> | 0004 |

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| 20 | Attachment JL-3, Indirect Rate & AF | | The Indirect Rate Pools Column and Note 1 instructions are not clear. The JV Partner rates are irrelevant to bid as they are already considered/accounted for in developing the JV's unique and disclosed indirect rate(s). Please clarify the intent of the JOINT VENTURE PARTNER Rates. | If the JV entity is setup to have its own fringe benefit and indirect rates, then only the "Prime Rates" sections of Attachment JL-3 needs to be completed. If the JV entity is setup where JV Partner A bills the JV entity at JV Partner A's fringe benefit and indirect rates; and JV Partner B bills the JV entity at JV Partner B's fringe benefit and indirect rates, then each entity needs to have their own ceiling fringe and indirect rates under the "Joint Venture Partner Rates." | 0004 |
| 21 | Sec L.6 Proposal Requirements, Part 5, Financial Capability | Pg 91 | Reference the stipulation in the RFP, "In addition to the above, submit evidence of availability of working/operating capital, which will be used for the performance of the resultant contract." If the intent of this statement is to affirm adequate financial resources, then is consideration of Debt-to-Equity ratios and Free Cash Flow a more accurate financial barometer? The Debt-to-Equity (D/E) is a financial ratio indicating the relative proportion of shareholder's equity and debt used to finance a company's assets. $D/E \text{ Ratio} = \frac{\text{Total Liabilities}}{\text{Total Equity}}$. Free Cash Flow (FCF) represents the cash a company is able to generate after laying out the money required to maintain or expand its assets base and the availability of funds to meet debt obligations. Taken together, these analytical procedures enable the Government to appraise a firm's financial resources and the risk/return capability. (Note: $FCF = EB1T (1 - \text{Tax Rate}) + \text{Depreciation} \& \text{Amortization} - \text{Change in Net Working Capital} - \text{Capital Expenditure}$. If D/E ration and FCF were required for submission, it would enhance visibility of a firm's financial capability. | The Government includes debt to equity ratio and access to working capital as part of its financial capability evaluation. | 0004 |

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| 22 | General | | We noticed that there is no Amendment 0001 listed in NECO. We only see Amendment 0002. When will Amendment 0001 be uploaded? | Amendment 0001 has been skipped over and will not be used in the solicitation due to an internal computer programming error. As a result, Amendment 0002 represents the first amendment to the solicitation. Please be advised that the numbering of the amendments to the solicitation will not match the numbering of amendments in NECO. NECO continues to make reference to "Amend 0001". Therefore Amendment 0001 in the "Download" section of NECO will actually contain files for Amendment 0002 of the solicitation and files for "Amendment 0002" in the "Download" section of NECO will actually contain files reflecting Amendment 0003 of the solicitation. Please expect this pattern to continue unless notified otherwise. | 0004 |
| 23 | General | | What does NAVFAC Pacific consider as 'short term' Task Orders? | Short term task orders would be defined as a period of performance of 12-months or less for the purposes of the GCSMAC II. | 0004 |
| 24 | General | | Can Task Orders be longer than 12-months? | In special situations/circumstances, a task order may have a period of performance longer than 12-months (i.e. 12-month base period and one 12-month option period) but the intent of the GCSMAC II is for 'short term' task orders. | 0004 |
| 25 | General | Pg 96 & Pg 97 | How will the Government evaluate the EMR and DART rates? | Please see Section M of the RFP, pages 96 and 97 for Factor 4 - Safety, stating Lower EMRs and OSHA DART Rates will be given greater weight in the evaluation. | 0004 |

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| 26 | Paragraph 2.7.1 Sec F, Deliveries or Performance | | <p>PWS Para 2.7.1 states "The Contractor shall submit a List of Key Personnel and Qualifications per Section F. The Contractor shall provide any additional information requested by the KO necessary to certify their qualifications. The Contractor shall submit an Organizational Chart per Section F showing lines of authority of the key personnel and in-site supervisor(s) for this contract. The chart shall include names of personnel and their position title in this contract."</p> <p>Section F - Deliveries or Performance does not contain the instructions for Key Personnel and Qualifications and an Organizational Chart as stated in PWS para 2.7.1. Would the USG please provide?</p> | <p>PWS Para 2.7.1 is a Task Order requirement IF you are awarded a future task order on this multiple award contract. To respond to this RFP, Please refer to page 94, Section L.6, Proposal Requirements, Factor 2: Management for submittal requirements, "Offerors shall submit a Management Plan describing methodology and process for planning, executing and management of each Task Order (TO) in each of the following areas:.....".</p> | 0005 |
| 27 | Sec L.6 Proposal Requirements, Factor 1 | Pg 91 | <p>(a) Is there an established range or minimum and maximum value for task orders that may be issued under the MAC?</p> <p>(b) On what basis will you evaluate and determine adequate financial resources to perform the contract?</p> <p>(c) Is it against the total contract value of \$900M, or on the ability to manage task orders in the \$2M as requested in Factor 1, Past Performance?</p> | <p>(a) Please refer to Pg. 38, FAR Clause 52.216-19 Order Limitations, (a) Minimum Order and (b) Maximum Order.</p> <p>(b) Please refer to pages 101 and 102, Part C. Cost Evaluation Factors.</p> <p>(c) The Financial Capability is based on the total contract value.</p> | 0005 |
| 28 | Sec L.6 Proposal Requirements, Vol II, Factor 1 | Pg 92 | <p>The RFP states that Volume II has a page limit of 250 pages. We request that the following <u>not</u> count in the page limits and be clarified: proposal cover, inside title/coversheet sheet, tabs separating sections, and PPQ and CPARS forms.</p> | <p>The Binder cover, inside title/coversheet, tabs for major factor and subfactors, and PPQ and CPARS forms will not count towards the 250 page limit. Please see attached revised Section L.6, Volume II - Non-Cost Proposal page 92.</p> | 0005 |

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| 29 | Sec L.6 Proposal Requirements, Vol II, Factor 1 | Pg 93 | The definition of "recent, relevant project" has this statement "Relevant does not mean the same or identical services that the Government will acquire in this acquisition." We understand that relevancy may be met in several ways, but it seems that "same or identical services" would be considered relevant. Please clarify what is meant by this statement. | As referenced in the seventh paragraph on page 93 a "recent relevant project" is defined as, "sufficiently similar to the current acquisition to provide indicators of expected performance. For example...." The Government understands that not all Offerors have the same or identical past experiences. For this reason, sufficient similar projects will be acceptable as "recent relevant projects". | 0005 |
| 30 | Sec L.6 Proposal Requirements, Vol II, Factor 1 | Pg 94 | There is a statement that "Evaluation preference will be given for demonstration of experience and favorable past performance of cost-type contracts." Since the GCSMAC contract has utilized both FFP and cost-type contracts and TOs may be awarded as either CPAF or FFP, please clarify why only cost-type contracts receive preference. | Although TOs may be awarded as either FFP or CPAF, there are additional requirements for cost type contracts (e.g. meeting Cost Accounting Standards) and contractors have additional responsibilities associated with cost type contracts. This is why we seek proof of experience performing cost type contracts. | 0005 |
| 31 | Amendment 4, Q&A | | Referring to Q&A #18 with the response that there is no telephone number to accompany the delivery address. FedEx requires a phone number (required field on their form); otherwise, they will not accept the package. We request that a phone number for delivery purposes be provided, or should we use the phone number provided in block 10B on the SF33? | Please use the phone number (808) 474-2490 as referenced in Block 10.B. | 0005 |
| 32 | Sec L.6 Proposal Requirements | Pg 93 | Per your response to Question #11 in Amendment 4, do you mean to restrict recent/relevant past performance to just projects with an approximate value of \$2 million or is \$2 million a <i>minimum</i> value? Would larger projects with similar requirements and scope (rapid deployment, contingency contracts) performed within the last five years be considered relevant? | The Government is seeking projects in the range of \$2 million so the offeror's experience is similar to the potential size of Task Orders under this solicitation. Demonstrating experience on larger projects is not necessary but will also be considered. | 0005 |

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| 33 | Sample PWS | Pg 57, para 3.2 | <p>Sample - PWS, (JC-3PWS Annex 3018 Templates document) paragraph 3.2 Page 57 states: Emergency Medical Services (EMS): The Contractor shall provide EMS to ensure adequate, proficient, and prompt response to all EMS dispatch calls to treat injuries and minimize loss of life. Does the client provide resuscitative care, stabilization, hospitalization at treatment facilities, and assistance with patient movement in emergencies where loss of life, limb, or eyesight could occur for contractors?</p> | <p>Attachment JC-3 Annex 3-18 Templates (For Informational Use) are just an example of Annexes that could be utilized in future task orders. Exact requirements will be incorporated into specific PWS Annexes when a task order RFP is issued.</p> | 0005 |
| 34 | Sec L.6 Proposal Requirements, Subfactor 3.B. | | <p>Regarding Government Response to Question #10, Sec L.6 Proposal Requirements, of the Subfactor 3.B, please clarify that the Subcontracting Plan will contain SB participation on CONUS work only and that SB participation will not be required on work performed outside continental U.S. and its territories.</p> | <p>Yes, the SB Subcontracting Plan will contain SB participation on CONUS work only and should not include work performed outside the continental U.S. and its territories.</p> | 0005 |
| 35 | JC-1 & JC-3 | | <p>Is it the government's intention for bidders to only address the services included in the JC-3 PWS Annex 3-18 Templates (For Informational Use) PDF included as part of Amendment 3 to the GCSMAC solicitation? There are several sections where there is a difference in the scope of services. For instance, the IMAP (JC-1) under Command and Staff has sections for Command, Info Tech Services, Resource Mgmt, Supply, and Total Force Mgmt, but the PWS Annex Templates for Annex 3 Command and Staff only includes a section for Annex 0304010 – IT Support and Management. Is Annex 0304010 – IT Support and Management the only sub-annex of Annex 3 that is to be included in the GCSMAC solicitation in this example? Or would the broader scope of services listed in the IMAP also be included?</p> | <p>Yes. It was the government's intent to provide Offerors with Attachment JC-3 PWS Annex 3-18 Templates (For Informational Use) as an example of Annexes that could be utilized in future task orders. Exact requirements will be incorporated into specific PWS Annexes when a task order RFP is issued.</p> | 0005 |

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| 36 | Sec L.6 Proposal Requirements, Vol II, Factor 1 | Pg 93 | “For example, relevancy may be established by: Similar product or service type, similar product or service complexity, similar contract type, similar contract dollar value, similar program phase, same division of the company that will do the work, same major or critical subcontractors, teaming partners and joint ventures”. Will the Government define the terms major and critical subcontractors in this context? | The use of term "major and critical subcontractors" was intended to refer to subcontractors that have previous successful experience performing the same type of work referenced in the first paragraph on page 93, Factor 1: Past Performance. | 0005 |
| 37 | Sec L.6 Proposal Requirements, Vol II, Factor 3, Subfactor 3.B | Attachment JL-6 | With the GCSMACs effort, being an IDIQ there is no total contract value at time of submittal. Will the government confirm offerors are to use the contract ceiling to calculate anticipated Small Business subcontracting utilization dollar values and percentages? | For the SB Subcontracting Plan, the goals and dollar values are established for the Base Period and all Bid Items including all option periods. | 0005 |
| 38 | Sec L.6 Proposal Requirements, Vol II, Factor 3, Subfactor 3.A | Pg 95 | “a. Provide performance evaluation ratings (i.e., SF1420, DD2626, or equivalent) obtained on the implementation of small business subcontracting plans for all of the offeror’s projects referenced under Factor 1, Past Performance.” In order to meet the Section L requirements for Factor 1, the nature of most projects referenced will be performed in austere, OCONUS locations where a small business plan subcontracting would typically not be required. Will the government consider use of performance evaluation ratings from contracts in similar size and scope that required a small business subcontracting plan, but is not sited in the past performance subfactor 1. | The Government may consider past performance information on other projects from other sources such as CCASS, ACASS and CPARS for contracts in similar size and scope that required a SB Subcontracting Plan. | 0005 |

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| 39 | Sec L.6 Proposal Requirements, Vol II, Factor 3, Subfactor 3.A | Pg 95 | <p>“a. Provide performance evaluation ratings (i.e., SF1420, DD2626, or equivalent) obtained on the implementation of small business subcontracting plans for all of the offeror’s projects referenced under Factor 1, Past Performance. . . . If more than five evaluation ratings are provided, only the first five will be considered. “ The first sentence indicates ratings should be furnished for all projects listed in Factor 1, which could be up to 10 projects. The second sentence indicates only the first 5 projects will be considered. Will the government clarify if offerors are to provide performance evaluation ratings for all projects referenced in Factor 1 (which could be up to 10), or if only 5 references are required?</p> | Offerors are to provide performance evaluation ratings for ten of the offeror's projects referenced under Factor 1, Past performance. Please see attached revised Section L.6, Subfactor 3.A(a) page 95. | 0005 |
| 40 | Sec L.6 Proposal Requirements, Vol II, Factor 2 | Pg 94 | <p>“Overall management structure (corporate and TO/field management), including resumes of key personnel.” Will the government clarify if the key personnel referenced are to be designated by the offeror?</p> | Key Personnel is referenced in the PWS, Annex 0200000 - Management & Administration, Section C (2.7.1.1 - 2.7.1.4) | 0005 |
| 41 | Attachment JL-3 | | <p>Will the government provide a contract start date for the base year period?</p> | The projected start date for the base year period is 22 September 2016 | 0005 |