

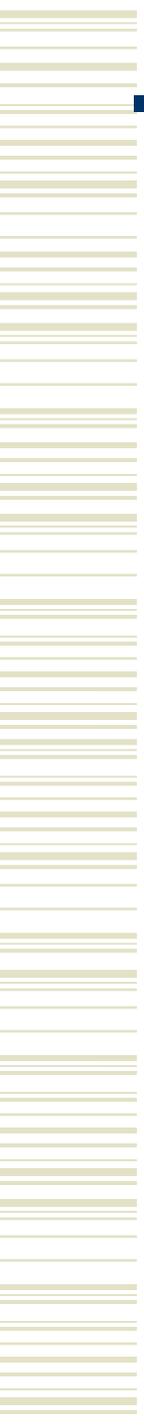


# Pre-Proposal Conference

Solicitation Number: : N69450-15-R-0606

Project Name: TN/MS/FL PANHANDLE MED. MACC SEED Project;  
Corry Station 'A' School Unaccompanied Housing

Project Location: NAVAL AIR STATION (NAS), PENSACOLA,  
FLORIDA



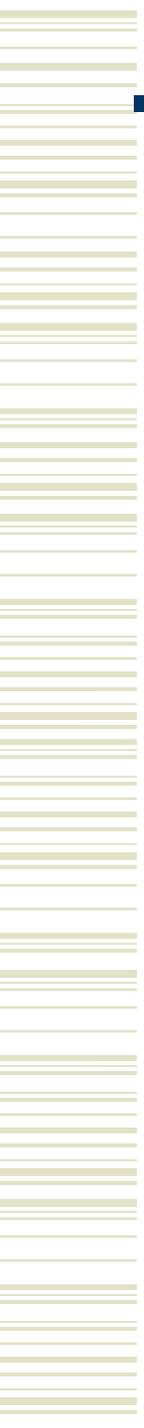
# Agenda



Welcome/Introductions  
Project Overview  
Contractual Background  
Contract Procedures  
Steps In the Source Selection Process  
Site Tour  
Wrap-Up

# Welcome/Introductions

- ◆ Attendance sign in sheet
- ◆ Questions
- ◆ SBA, FBO and SAM Registration
- ◆ Amendments
- ◆ CAUTION -- Today's Q&As are **not** contractually binding.



# Contract Overview



- ◆ FFP Contract
- ◆ The contract duration will be 730 Calendar Days
- ◆ NAICS 236220; Size Standard: \$36.5M

# Contractual Background

- ◆ The Solicitation
  - Amendments
  - Questions
  - CAUTION – Today's Q&As are not contractually binding!

# Contractual Background (continued)

- The Federal Acquisition Regulations (FAR)
- [www.arnet.gov/far](http://www.arnet.gov/far)
- ◆ Procurement Integrity Act
  - Ethics
  - Standards of Conduct

# Contract Procedures

- ◆ The Best Value Source Selection Process
- ◆ The Source Selection Plan (SSP)
- ◆ The Source Selection Team
- ◆ Evaluation Factors
- ◆ Proposal Requirements

# Steps In the Source Selection Process

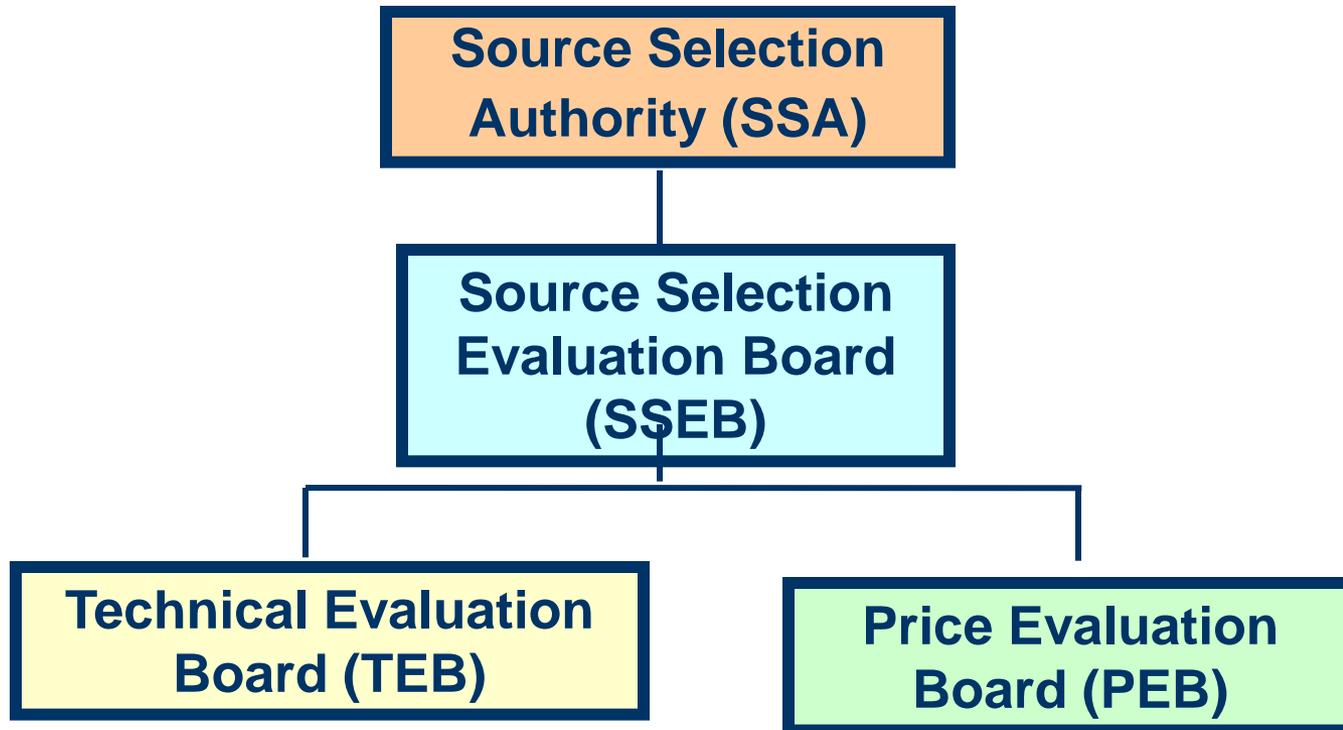
1. Define the requirement
2. Establish the team and the plan
3. Request and evaluate offers
4. Establish competitive range, negotiate, request Final Proposal Revision, re-evaluate (if necessary)
4. Select Best Value
5. Make Award

# Step 1

## Define the Requirement

- ◆ This acquisition will result in the award of a Firm-Fixed Price FFP contract for construction of the Corry Station 'A' School Unaccompanied Housing at NAS Pensacola, FL, a design-build project. It will require construction of a multi-story, steel -framed, unaccompanied housing facility consisting of non-load bearing exterior walls, brick veneer exterior finish, reinforced concrete foundation and built-up roofing system. The facility will include 128 2+0 rooms, lobby/reception area, a TV room on each floor, a common laundry room on each floor, a first floor vending room, bulk storage room, clean and dirty linen storage rooms, staff office space, break rooms and vending space on each floor.

# Step 2 Establish the Team



# Step 2 Continued Establish the Team

- ◆ Source Selection Authority (SSA)
  - Oversee acquisition
  - Determine competitive range
  - Selects best value offeror
- ◆ Source Selection Evaluation Broad (SSEB)
  - Make recommendations on competitive range & best value selection to SSA based on TEB & PEB evaluation
  - Documents strengths, weaknesses, significant weaknesses, deficiencies, risks & possible discussion questions (if necessary)
- ◆ TET
  - Evaluate non-cost/price proposals based on SSP/RFP evaluation factors
  - Assign adjectival ratings
- ◆ PET
  - Evaluate price reasonableness & risk

## Step 2 Continued - Establish the Plan

- ◆ Best Value Source Selection: Trade Off Process
  - FAR Part 15
- ◆ **NON TECHNICAL FACTOR:**
- ◆ **Price**

# Step 2 Continued - Establish the Plan

- ◆ NON-COST/PRICE (TECHNICAL) FACTORS:
- ◆ Phase I Non-Cost/Price Factors:
  - ◆ Factor 1 – Technical Approach
  - ◆ Factor 2 – Experience
  - ◆ Factor 3 – Past Performance
  - ◆ Factor 4 – Safety
- ◆ Phase II Non-Cost/Price Factors:
  - ◆ All ratings from Phase I will be carried over into Phase II, unless new or revised information is provided.
  - ◆ Factor 5 – Technical Solution
  - ◆ Factor 6 – Energy and Sustainable Design

## Step 2 Continued - Evaluation Factors for Award

1. The solicitation requires the evaluation of price and the following non-cost/price factors:

- ◆
  - ◆ Phase I Non-Cost/Price Factors:
    - ◆ Factor 1 – Technical Approach
    - ◆ Factor 2 – Experience
    - ◆ Factor 3 – Past Performance
    - ◆ Factor 4 – Safety
  - ◆ Phase II Non-Cost/Price Factors:
    - ◆ All ratings from Phase I will be carried over into Phase II, unless new or revised information is provided.
    - ◆ Factor 5 – Technical Solution
    - ◆ Factor 6 – Energy and Sustainable Design

. The relative order of importance of the non-cost/price (technical) evaluation factors is that technical Factors 1,2,4,5 and 6 are of equal importance to each other and, when combined are equal in importance to the past performance evaluation/performance confidence assessment Factor 3. When the proposal is evaluated as a whole, the technical factors and past performance evaluation/performance confidence assessment factor combined (i.e., non-cost/price evaluation factors) are approximately equal to price

The importance of price will increase if the Offerors' non-cost/price proposals are considered essentially equal in terms of overall quality, or if price is so high as to significantly diminish the value of a non-cost/price proposal's superiority to the Government. Award will be made to the responsible Offeror(s) whose offer conforms to the solicitation and represents the best value to the Government, price and non-price factors considered.

## Step 2 Continued - Establish the Plan: Evaluation Factors

### Non-Technical Factor: PRICE

Provide one (1) original, two (2) copies, and one (1) electronic copy (CD) of the solicitation submittal requirements.

Price shall be considered available for award for 180 calendar days from the price proposal due date.

The Offeror shall submit the following as part of their Phase II **Volume I, Price Proposal** in a separate binder(s) from their Non-Cost/Price Factor (technical) proposal.

# Step 2 Continued - Establish the Plan: Evaluation Factors

## Evaluation Factor: PRICE

### Submittal Requirements:

- ◆  Cover letter
- ◆  SF 1442
- ◆  Price Schedule
- ◆  *Bid Bond*
- ◆  Exhibit 4 - Financial Questionnaire
- ◆  Proof of Offeror's Representation and Certifications and Active and Inactive Exclusions from the Systems for Award Management (SAM)
- ◆  Exhibit 5 - DFARS clause 252.209-7993 "Representations by Corporations Regarding an Unpaid Delinquent Tax Liability or a Felony Conviction under any Federal Law- Fiscal Year 2014 Appropriations (Deviation 2014-OO0009) (FEB 2014)

### ***NO UNBALANCED PRICING!***

- ◆  *The burden of proof of price realism rests solely with the offeror.*

## Step 2 Continued - Establish the Plan: Evaluation Factors

### Evaluation Factor: PRICE

#### Basis of Evaluation:

The Government will evaluate the project price based on the total price for Line Items 0001 through 0005. Total price consists of the basic requirement. Analysis will be performed by one (1) or more of the following techniques to ensure a fair and reasonable price:

- (i) Comparison of proposed prices received in response to the RFP.
- (ii) Comparison of proposed prices with the IGE.
- (iii) Comparison of proposed prices with available historical information.
- (iv) Comparison of market survey results.

# Step 2 Continued - Establish the Plan: Evaluation Factors

## Non-cost/price

### Phase II Non-Cost/Price Factors:

All ratings from Phase I will be carried over into Phase II, unless new or revised information is provided.

- ◆ Factor 5 – Technical Solution
- ◆ Factor 6 – Energy and Sustainable Design

Provide one (1) original, six (6) copies, and one (1) electronic copy (CD) of the solicitation submittal requirements.

The Offeror shall submit the following as part of their Phase 2 **Volume II, Non-Cost/Price (Technical) Proposal** in a separate binder(s) from their Price Proposal.

# Step 2 Continued - Establish the Plan: Evaluation Factors

## Factor 5 – Technical Solution

### (a) Submittal Requirements:

Provide a narrative describing the technical solution to the project that meets the requirements of the RFP. Include the following:

- Interior circulation/adjacencies
- Exterior façade describing how the proposed construction integrates with the surrounding area and existing base facilities design or architectural theme.
- Site layout including a description of the building orientation, roadways, parking (include ingress and egress), emergency vehicle access, and ATRP standoff distances. Also include in the narrative a description of the general concept proposed to meet low impact development (LID).

Narrative shall not exceed five (5) double-sided pages (or ten (10) single-sided pages

## Step 2 Continued - Establish the Plan: Evaluation Factors

### **Factor 6 – Energy and Sustainable Design**

Solicitation Submittal Requirements: (1) EPA Act 2005 Energy Efficiency Narrative: Using the guidance outlined in Part 3 of this RFP, provide a detailed narrative to describe whether the proposed solution will meet or exceed the goal of a 30% energy reduction using the ASHRAE Std 90.1-2007, Appendix G, Building Performance Rating Method, excluding receptacle and process loads. Provide the proposed percent energy reduction. Provide the assumptions the Offeror will use to obtain a high-performance building, which will comply with these energy reduction goals. Describe the Offeror's proposed building with regards to building orientation, shape, fenestration, solar heat gain coefficients (SHGC), wall and roof insulation values (U-values), HVAC systems, water heating systems, lighting systems, and control systems. Organize/divide the assumptions into four areas; building orientation and configuration, building envelope, mechanical systems, and electrical systems. If the Offeror cannot achieve the 30% reduction, the Offeror shall state what percent energy reduction is proposed within their proposal. Do not exceed two (2) double-sided pages (or four (4) single-sided pages). Note: Building performance rating and percent energy reduction are calculated in terms of energy rather than energy cost.

## Step 2 Continued - Establish the Plan: Evaluation Factors

- ◆ Factor 6 – Energy and Sustainable Design – Continued
- ◆ (1a) Whole Building Energy Simulation:

Provide a Whole Building Energy Simulation summary following the procedure outlined in LEED 2009, Credit EAc1 – Optimize Energy Performance, Option 1 – Whole Building Energy Simulation, except utilize the “Baseline Building Performance Rating” shown in the RFP, Part 6, to demonstrate the percentage improvement in the “Proposed Building Performance Rating”. Provide a completed Performance Rating Method Compliance Report, Table 3, page 279-283 in the LEED 2009 Reference guide for New Construction. Utilize the default simulation factors and energy rates included in the RFP, Part 6.

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Step 3+  
Establish Competitive Range, Negotiate, Request  
Final Proposal Revision,  
Re-evaluate (if necessary)

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- ◆ Review technical and price proposals
  - Evaluate based on all evaluation criteria in RFP
- ◆ Establish competitive range - if necessary
- ◆ Conduct negotiations
  - Discuss all weaknesses and deficiencies
- ◆ Request Final Proposal Revisions
- ◆ Re-evaluate
- ◆ Recommend Best Value proposal to SSA

# Step 4

## Select Best Value

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

# Step 5

## Make Award

- ◆ Notification of award to successful and unsuccessful Offerors
- ◆ Debriefing to successfully and unsuccessfully Offerors (if requested by Offeror)



# Site Tour

# Wrap-Up

Questions?

❖ □ Points of Contact

❖ William McGrattan – [william.mcgrattan@navy.mil](mailto:william.mcgrattan@navy.mil)

And

❖ Barbara Czinder – [Barbara.Czinder@navy.mil](mailto:Barbara.Czinder@navy.mil)

**Remember - the solicitation remains unchanged unless  
an amendment is issued.**



# Wrap-Up



Thank you for your participation in  
today's Pre-Proposal Conference!