



VXX Pre-Proposal Conference

06 June 2013

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Ground Rules and Agenda

Mr. Mark Krukar

**Procuring Contracting Officer
(PCO)**



Ground Rules



- No recordings of any kind
- Please email any questions during the presentation to jessica.d.norris@navy.mil and mark.krukar@navy.mil
 - Answers will be provided verbally when possible at the Answer Session
 - Questions answered in open forum will be posted on the VXX Technical Library



Agenda



0815 - 0830 Participant Dial-in

0830 - 0840 Introduction / Agenda – **Mr. Mark Krukar**

0840 - 0850 Program Overview – **CAPT Peters**

0850 - 0930 RFP Overview (Sections A-K) – **Mr. Mark Krukar**

0930 - 0945 Break/submit written questions

0945 - 1115 Source Selection Process Overview – **Mr. Alan Goldberg**

1115 - 1245 Submit last written questions/Lunch

1245 - 1330 Answer Session

1330 - 1345 Adjourn



Disclaimer



- The remarks today of Government officials involved in the VXX procurement **should in no way be construed as a guarantee** of the Government's course of action in proceeding with the acquisition
- The information shared today reflects current Government intentions and is **subject to change** based on a variety of circumstances, including internal and external comments
- The formal solicitation and any Amendments are the **ONLY** documents that should be relied upon in determining the Government's requirements



Pre/Post Proposal Communications



- Classification: **UNCLASSIFIED**
After RFP release, the Contracting Officer shall be the focal point of any exchange with potential Offerors – FAR 15.201(f)
 - FAR 15.201 allows “Exchanges with industry before receipt of proposals” but PCO must be the focal point
 - Pre-Proposal Conference constitutes an Informal Exchange of Information
 - No One-on-One discussions
 - Follow-up comments/questions allowed
 - To provide Offerors with insight into Government Evaluation of Proposals to aid with Proposal Preparation
- Must be consistent with FAR 3.104, “Procurement Integrity”
- All pre/post proposal communications shall be coordinated via the Contracting Officer and Contract Specialist



Security Qualification Criteria



- If the Offeror or the Offeror's Subcontractors performing classified work are determined not to meet the minimum security qualifications below, then the Offeror will not be evaluated or considered for contract award
- The security criteria listed below are pass/fail
 - The Offeror must be a United States Contractor that is licensed, chartered, or incorporated in the United States
 - The Offeror must have a valid Top Secret Facility Clearance Level (FCL) issued by the DSS, and be able to achieve and maintain designated contract secure work area(s) and personnel security/SAP access requirements, as set forth in the JAFAN manual series of instructions
- Other minimum security qualifications identified in response to Section L, Part A, Paragraph 8, will determine if the Offeror will be able to perform under the resulting contract



Foreign Participation Review



- VXX effort involves certain critical technologies/data that are not releasable to foreign firms
- NAVAIR Foreign Disclosure Review confirmed this effort must be managed by a U.S. Prime
 - No foreign firm may be a Prime contractor either individually or as part of a teaming arrangement under this effort
 - Foreign firms must be a subcontractor to a U.S. company that possesses a current and valid U.S. facility clearance with technologies/data safeguarding capabilities
- U.S. Prime contractor must comply with all applicable export control laws and regulations regarding the dissemination of VXX technical documentation



Solicitation Websites



- **ALL** solicitation-related information will be posted to the FBO website under solicitation N00019-13-R-0060, and/or VXX Technical Library
- The FBO website includes, but is not limited to, the following documents:
 - RFP (A Through M)
 - RFP Amendments
 - Template for VXX RFP Question and Answer Matrix
- VXX Technical Library website will contain:
 - All VXX RFP documents
 - Unclassified Sections J and L attachments
 - Unclassified GFI
 - Q&As



Program Overview

CAPT Dean Peters
Program Manager
(PMA-274)



Program Overview



- Integrate Gov't- defined mission systems into an existing air vehicle
 - Mission Communication System (NAWC-AD, St. Inigoes, MD)
 - Other Systems
 - Gov't prototyping completed prior to EMD
 - Integration should focus on maximizing reliability, maintainability and availability
- Airworthiness certification is the responsibility of the Prime Contractor
 - FAA, DoD, Foreign Commercial (with FAA bi-lateral agreement)
 - NAVAIR will grant flight clearance based on airworthiness certification
 - Desire is to leverage certified air vehicle throughout program's life cycle



Emphasis on Mission



- Capability Development Document (CDD) and CONOPS approved 3 Jan 2013
- Unique requirements
 - 100% mission success
 - Appearance is very important
- RFP Emphasis Areas prioritize the most important aspects of CDD and CONOPS and provide insight to Offerors
 - Determined by user/operator steering group at SES/Flag/General Officer level
 - Weight margin provides capability for future upgrades over the life of the program
 - Meeting landing zone suitability threshold is absolutely essential
 - Transportability timeline is important due to expeditionary nature of the mission
 - Cabin reconfiguration provides flexibility in meeting mission requirements
 - Materiel availability drives manpower, cost of operations and mission success



Affordability and Timeliness



- Affordability and cost control are crucial to program success
 - Investment cost (near term)
 - O&S cost (long term)
- Timeliness
 - Requirements optimized to allow efficient acquisition timeline
 - Maturity of technology allows entry at M/S B
- Accommodating an expandable architecture will allow future flexibility and keep program affordable



Contract Affordability Profile



- Affordability profile and targets are provided as guidance
..... but for an important reason:
 - Exceeding profile and/or targets may preclude contract award
 - For this reason, deviations from the profile will be considered, but are discouraged
 - Offers over the funding profile put their proposal selection and the procurement at risk due to affordability



VXX Request for Proposal Overview

Mr. Mark Krukar

**Procuring Contracting Officer
(PCO)**



Brief Overview



- Full and open competition
- Award to a single contractor
- RFP timeline
 - RFP released 03 May 2013
 - Proposals due by 2:00pm on 01 Aug 2013
 - C-17 Transportability Load Demonstration planned for early Dec 2013 timeframe
 - Offeror's Load Demonstration Plan due 30 days prior to demo
 - Contract award planned for 3rd quarter FY14



12 Mar 2013 Draft to Final RFP Substantive Changes



- Section B
 - Deleted FFP baseline aircraft CLINs - now rolled into the overall EMD and Production IAV CLINs
 - Changed Contract Type for Production CLINs to FFP
 - Deleted Modification of SDTA CLINs
 - Added Provisioned Item FFP CLINs to allow for procurement of Repair of Repairables and Spares during production
 - Added Parts Replenishment FFP CLIN for repair/replacement of items not included in Provisioned Items
- Section F – Deliveries or Performance
 - Changed delivery parameters in Section F for EDM-0 and EDM-1; deliveries no longer tied to PDR and CDR



12 Mar 2013 Draft to Final RFP

Substantive Changes



- Section H – Special Contract Requirements
 - Revised Clause H-11 Variation in Quantity (VIQ) to make it predicated on a range of previously ordered Lot aircraft
 - Attachment (14) revised accordingly
 - Attachments (6) Spares List and Attachment (7) Support Equipment List are based on target quantities only
 - Added Clause H-12 IUID Implementation
- Section L – Instructions, Conditions and Notices to Bidders
 - Added clarifying language to Volume 3 – Cost/Price Proposal, paragraph 1.1.1.5 Investments
- Section M – Evaluation Factors for Award
 - Removed reference to FAR 15.304(e); this is not applicable since there are only 2 evaluation factors
 - Clarified how evaluation credit may be obtained with respect to the Performance Based Specification in emphasis and non-emphasis areas



12 Mar 2013 Draft to Final RFP Substantive Changes



- EMD SOW
 - Included Clause H-3 in paragraph 1.6.4 (Remote Access to Data)
 - Allows Government to use, reproduce and display the data in support of the VXX program only.
 - Changes to Appendix B, Airworthiness Qualification Plan

- Production SOW
 - Provided new paragraphs for VXX System Parts Replenishment (1.1.4-1.1.4.2)
 - Replenish spares and Direct Turn Over by repair or procurement via Provision Items lists (Section J, Attachment 16 (Repair of Repairables) and Attachment 17 (Procurement))
 - Removed requirements related to Earned Value management



Total Aircraft Quantity



- Total 23 aircraft
 - EMD includes 6 test aircraft to support test & evaluation
 - EDM 0 – Risk reduction
 - EDMs 1 & 2 – Mission representative
 - SDTAs 1-4 – Production representative
- LRIP & FRP includes 17 baseline aircraft modified into VXX integrated air vehicles
 - LRIP 1 - 4 each; LRIP 2 – 5 each; FRP – 8 each
- Total of 21 operational aircraft
 - 4 SDTAs (modification of SDTAs will be handled via future contract action)
 - 17 LRIP & FRP



**EDM 0 to be used as
baseline aircraft for a
SDTA aircraft**



Contract Type



- Fixed-Price-Incentive, Firm Target for EMD
 - 50/50 share line
 - 120% ceiling
 - 12% Target Fee (Less FCCOM)
- Firm-Fixed-Price for Production Options



Section A (SF 33)



- Block 9: Proposals due 2:00pm on 01 Aug 2013
 - Paragraph 4.0 of Section L Proposal Instructions requests early submission of the Executive Summary 21 days prior to proposal submission date (11 Jul 2013)
- Block 12: Request proposals remain valid for 334 calendar days
- Offerors shall complete blocks 13 thru 18 of SF 33
- Submit proposals to:
 - Naval Air Systems Command
 - Attn: Mark Krukar, PCO, Code: AIR- 2.3.1.1
 - 47394 Buse Road, Bldg 2455
 - Patuxent River, MD 20670
 - Solicitation Number: N00019-13-R-0060
- Classified data to be submitted in accordance with Section L Proposal Instructions (paragraph 4.2)



Section B – Supplies or Services



CLIN	Description	Contract TYPE
0001	EMD Phase for VXX	FPIF
0002	Tech, Financial, and Admin Data for CLIN 001	- NSP -
0003	EDM 0 Delivery Incentive	FFP
0004	EDM 1 Delivery Incentive	FFP
Option 0005	Integration of Wideband Line of Sight System during EMD	FPIF
0101, 0201, 0301	LRIP & FRP VXX Integrated Air Vehicle (IAV)	FFP
0102, 0202, 0302	LRIP & FRP Tech, Financial, and Admin Data	- NSP -
0103, 0203, 0303	LRIP & FRP Integration of Wideband Line of Sight System	FFP
0104, 0204, 0304	LRIP & FRP Interim Contractor Support	FFP
0105, 0205, 0305	Tech, Financial, and Admin Data for Interim Contractor Support	- NSP -
0106, 0206, 0306	LRIP & FRP Spares	FFP
0107, 0207, 0307	LRIP & FRP Support Equipment	FFP
0208, 0308	LRIP & FRP Mission Tasking 2 (MT-2) Reconfiguration Kit	FFP
0109, 0209, 0309	VXX System Parts Replenishment	FFP
0110, 0210, 0310	VXX System Repair of Repairables (Provisioned Item)	FFP
0111, 0211, 0311	VXX System Spares (Provisioned Item)	FFP

EMD

PRODUCTION OPTIONS



Provisioned Line Items



- VXX System Repair of Repairables (Option Items 0110, 0210 and 0310)
 - Provide System Repair of Repairables IAW the Production SOW at prices and delivery dates established in Attachment (16) “VXX System Repair of Repairables”
 - The Contractor shall inform the Government of any component inducted for repair that is found to be beyond economic repair (BER)
 - BER is defined as any item whose repair cost would exceed 75% of its new acquisition cost
 - Contract modifications will be issued for the repairs IAW the Provisioned Items Ordering clause
- VXX System Spares (Option Items 0111, 0211 and 0311)
 - Provide System Spares IAW the Production SOW at prices and delivery dates established in Attachment (17) “VXX System Spares”
 - Contract modifications will be issued for the spares IAW the Provisioned Items Ordering clause



Section F – Deliveries or Performance



- EMD Deliveries

- EMD period of performance continues until 60 days after the completion of IOT&E and upon correction of deficiencies as defined in clause H-6
- EDM-0 – produced no later than (TBP) months after contract award
- EDM-1, EDM-2 and SDTAs 1-4 – delivered no later than (TBP) months after contract award
 - *Note: EDM-2 shall be delivered no later than 6 months after the delivery of EDM-1*
 - *Note: SDTA-1 shall be delivered no later than 6 months after the delivery of EDM-2 and at least 12 months prior to the scheduled start date of IOT&E; and all SDTA aircraft shall be delivered within 10 months*
- Maintenance Training Device (MTD) – delivered no later than 38 months after contract award
- Flight Training Device (FTD) – delivered no later than 40 months after contract award
- Support Equipment (SE) – last item of SE delivered no later than 30 days prior to delivery of each test aircraft
- Spares – delivered no later than 30 days prior to delivery of each test aircraft



Section F – Deliveries or Performance



- Production Aircraft Deliveries
 - LRIP I
 - LRIP-1 (Lot I) – delivered no later than 23 months after option exercise
 - LRIP-2 (Lot I) – delivered no later than 26 months after option exercise
 - LRIP-3 (Lot I) – delivered no later than 29 months after option exercise
 - LRIP-4 (Lot I) – delivered no later than 32 months after option exercise
 - LRIP Lot II
 - LRIP-5 (Lot II) – delivered no later than 23 months after option exercise
 - LRIP-6 (Lot II) – delivered no later than 25 months after option exercise
 - LRIP-7 (Lot II) – delivered no later than 27 months after option exercise
 - LRIP-8 (Lot II) – delivered no later than 29 months after option exercise
 - LRIP-9 (Lot II) – delivered no later than 31 months after option exercise



Section F – Deliveries or Performance



- Production Aircraft Deliveries
 - FRP
 - FRP-1 – delivered no later than 23 months after option exercise
 - FRP-2 – delivered no later than 24 months after option exercise
 - FRP-3 – delivered no later than 25 months after option exercise
 - FRP-4 – delivered no later than 27 months after option exercise
 - FRP-5 – delivered no later than 28 months after option exercise
 - FRP-6 – delivered no later than 30 months after option exercise
 - FRP-7 – delivered no later than 31 months after option exercise
 - FRP-8 – delivered no later than 32 months after option exercise



H-1 Delivery Incentive



- The Contractor may earn a delivery incentive of up to 1% of the target cost of Item 0001
 - EDM-0 – Contractor may earn 0.15% by producing EDM-0 within 6 months after contract award
 - EDM-1 – Contractor may earn fee by delivering a fully compliant EDM-1 as follows
 - 0.85% for delivery within 27 months or 90 or more calendar days ahead of Section F delivery date **whichever occurs first**
 - 0.50% for delivery between 27 and 28 months or 60 to 89 calendar days ahead of Section F delivery date **whichever occurs first**
 - 0.25% for delivery between 28 and 29 months or 30 to 59 calendar days ahead of Section F delivery date **whichever occurs first**

EDM-1 Scenario A

Section F delivery date of 28 months

To earn 0.85% - must deliver 90 or more calendar days ahead

To earn 0.50% - must deliver 60 to 89 calendar days ahead

To earn 0.25% - must deliver 30 to 59 calendar days ahead

EDM-1 Scenario B

Section F delivery date of 32 months

To earn 0.85% - must deliver within 27 months

To earn 0.50% - must deliver between 27-28 months

To earn 0.25% - must deliver between 28-29 months



Section H - Special Contract Requirements



- H-1 Delivery Incentive Fees
 - Contractor may earn up to 1% of target cost of CLIN 0001 for delivery of EDMs 0 and 1 (aircraft must meet SOW requirements)
 - EDM-0 – Fee of 0.15% for delivering within 6 mo's after contract award
 - EDM-1 – Fee of 0.85% for delivering within 3 months early; 0.5% 2 months early; 0.25% 1 month early
- H-2 Exercise of Options
 - Communicates the order and timeframe of options to be exercised
 - Aircraft quantities in Section B are target quantities to be procured
- H-3 License Rights for Supporting Data Items and Data Accession List (DAL) Items
 - Technical data and computer software listed on the Supporting Data Items Tables, Appendix A of the EMD and Production SOWs, shall carry the same rights as required by a CDRL
 - For technical data and computer software listed on the DAL (Exhibits F and FF), the Government and covered Government support contractors may use, reproduce and display the data in support of the VXX program only



Section H - Special Contract Requirements



- H-4 Contract-Level Small Business Subcontract Reporting
 - Contractor's participating in DoD Comprehensive Subcontracting test program or have an approved Commercial Subcontracting Plan, shall provide small business subcontracting performance data on this contract
 - Reporting required twice per year, as an attachment to its Summary Subcontracting Report (SSR)

- H-5 Change Agreements
 - Per the Changes clause, FAR 52.243-1, each change not exceeding \$100,000.00 (plus or minus), shall be a change having no effect on the contract price or ceiling price
 - Only applicable to changes that do not affect the contract delivery or performance schedules or any other contract clauses
 - Includes impacts as a result of changes to GFI/E/P/F

- H-6 Correction of Deficiencies
 - Contractor shall be responsible for the correction of any in-scope deficiencies discovered in the VXX System during EMD
 - Contractor shall update all delivered, and yet to be delivered, VXX Systems, and associated documentation under the contract, and options yet to be exercised, to correct deficiencies discovered during EMD



Section H - Special Contract Requirements



- H-7 Pass Through of Commercial Warranties
 - Contractor shall provide any commercial warranties to the VXX Program including any from subcontractors, suppliers, and vendors
- H-8 Selection of VIP Cabin Interior Aesthetics
 - Contractor agrees that as part of the Cabin Interior Working Group the Government shall select the aesthetic characteristics associated with the VIP Cabin Interior for the VXX IAV based on the range of VIP Cabin Interior options customarily offered by the Contractor, at no change in price
- H-9 Data Rights Special License for Depot Level Maintenance
 - Defines “OMIT Data” and clarifies OMIT data rights IAW DFARS clauses
 - Includes special license rights for Depot Level data developed at private expense
 - License will limit use to DoD activities and all contractors in support of the VXX program only, e.g. CSS and/or Government contracted maintenance support



Section H - Special Contract Requirements



- H-10 Commercial Computer Software License Agreement
 - Contractor shall procure and deliver commercial computer software and provide commercial computer software license agreements in the format provided in Attachment 13. The Contractor shall ensure the following:
 - License agreements are legally transferrable to the Government
 - All of the licensees' rights under the license agreements will fully insure to the benefit of and be transferred to the Government
 - Software and the terms of the license agreement will meet or exceed the requirements of this contract
- H-11 Variation in Quantity (VIQ) Pricing
 - Quantities listed in Section B indicate the target quantities to be procured
 - The Government reserves the right to increase and/or decrease the aircraft quantities up to a value of two per lot
 - If aircraft quantities vary, then Section B of the contract will be modified to establish the new quantities and associated CLIN prices as identified in Attachment 14
- H-12 IUID Implementation
 - Requirement to comply with DFARS clauses 252.211-7003, 252.211-7007 and 252.245-7001 shall be IAW the PMA-274 Item Unique Identification (IUID) Implementation Plan identified in EMD and Production SOWs



Section J - List of Documents, Exhibits, and Other Attachments



Document Type	Description
Exhibit A - H	Contract Data Requirement List - EMD
Exhibit AA - FF	Contract Data Requirement List - Production
Attachment 1	EMD Statement of Work
Attachment 2	VXX Performance Based Specification (PBS)
Attachment 3	Production Statement of Work
Attachment 4	VXX Government Furnished Information List
Attachment 5	VXX Government Furnished Equipment/Property List
Attachment 6	VXX Production Spares List
Attachment 7	VXX Production Support Equipment List
Attachment 8	Cost and Software Data Reporting Plans
Attachment 9	DD Form 254 (N00019-12-R-0063)
Attachment 10	Small Business Subcontracting Plan
Attachment 11	Contractor Data Rights Assertion List
Attachment 12	Commercial Warranties List
Attachment 13	Addendum to End User License Agreement
Attachment 14	Variation in Quantity Option Pricing Matrix
Attachment 15	Classified Statement of Work
Attachment 16	VXX System Repair of Repairables
Attachment 17	VXX System Spares



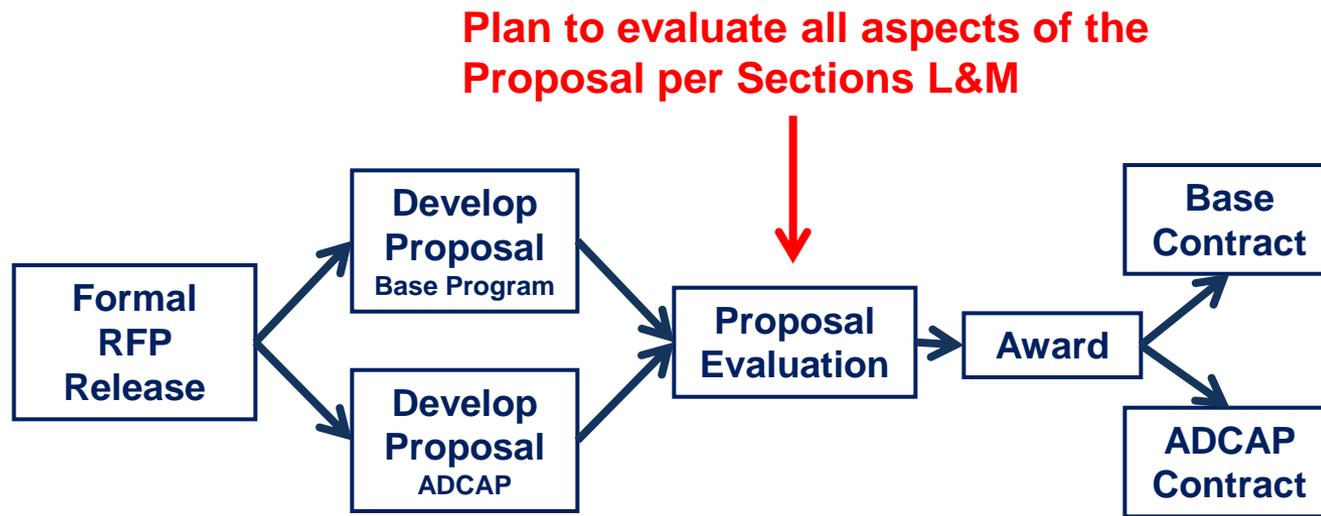
Planned Amendment 0001 (notable changes)



- Remove paragraph under Section L, paragraph 2.2.4, which states “The Offeror shall provide its approach to retrofit System Demonstration Test Article aircraft to the final product baseline configuration.”
- Remove paragraph 1.7.5 from the Production SOW which states “The Contractor shall modify EDM-1 and EDM-2 as required to comply with the product baseline as established during EMD.”
- Revise H-10 Clause and Attachment 13 to include Open Source Software (OSS)
- Update to GFI/GFE List
- Other administrative changes



VXX Contract Alignment



- Two separate Classified Volumes with independent DD254s
 - Volume 5 (N00019-13-R-0060)
 - Volume 6
- Single Performance Based Specification for the entire program



Source Selection Overview

Mr. Alan Goldberg

Source Selection Office Director



Source Selection Objectives



- Choose the contractor who provides the best value to the Government, all factors considered
- Utilize a comprehensive evaluation process, providing fair and consistent evaluation of proposals



Section M

Evaluation Factors – General



- The Government expects to select one Offeror for the award on the basis of its proposal providing the **best value** to the Government, all factors considered
- The proposal meeting the solicitation requirements with the **lowest cost/price may not** be selected for an award, if award to a higher priced Offeror is determined to be more beneficial to the Government. However, the perceived benefits of the higher priced proposal **must merit the additional cost/price**



Section M

Evaluation Factors – General (cont.)



- The Government intends to evaluate proposals and award a contract after conducting discussions with Offerors whose proposals have been determined to be within the competitive range – FAR 52.215-1 Alt 1
- Provide your best initial proposals
 - Don't assume you can improve your position during discussions because you may not be included in the Competitive Range



12 Mar 2013 DRFP

Substantive Changes (cont.)



- Finalized Factor and Sub-factor Order of Importance
 - Removed Past Performance as an Evaluation Factor
- Removed Streamlining Alternate Proposal Addendum Volume
- Identified objectives within Emphasis areas as being the only place Offerors can obtain Strengths
 - Deleted “proposed feature of merit” as a potential Strength
- Added clarifying language to define how “Strengths” and “Risk Reducers” may be assigned
- Clarified premium limits and their link to strength and risk reducer/avoidance advantages



12 Mar 2013 DRFP

Substantive Changes (cont.)



- Instructed Offerors to use an IOC goal of 31 Mar 2020 for IMS proposal development
- Deleted requirement for Offerors to provide a Schedule Risk Assessment
- Only electronic copies requested in the initial proposal for the following (electronic and hard copies will be required for the final proposal):
 - PBS (Annex G),
 - IMS (Annex H),
 - TMSA (Annex M),
 - Section J Attachments (6) Production Spares List, (7) Production Support Equipment List, (16) System Repair of Repairables, and (17) System Spares*

*Amendment 0001 will add Attachments (16) and (17) to the list of items to be submitted only electronically with the initial proposal



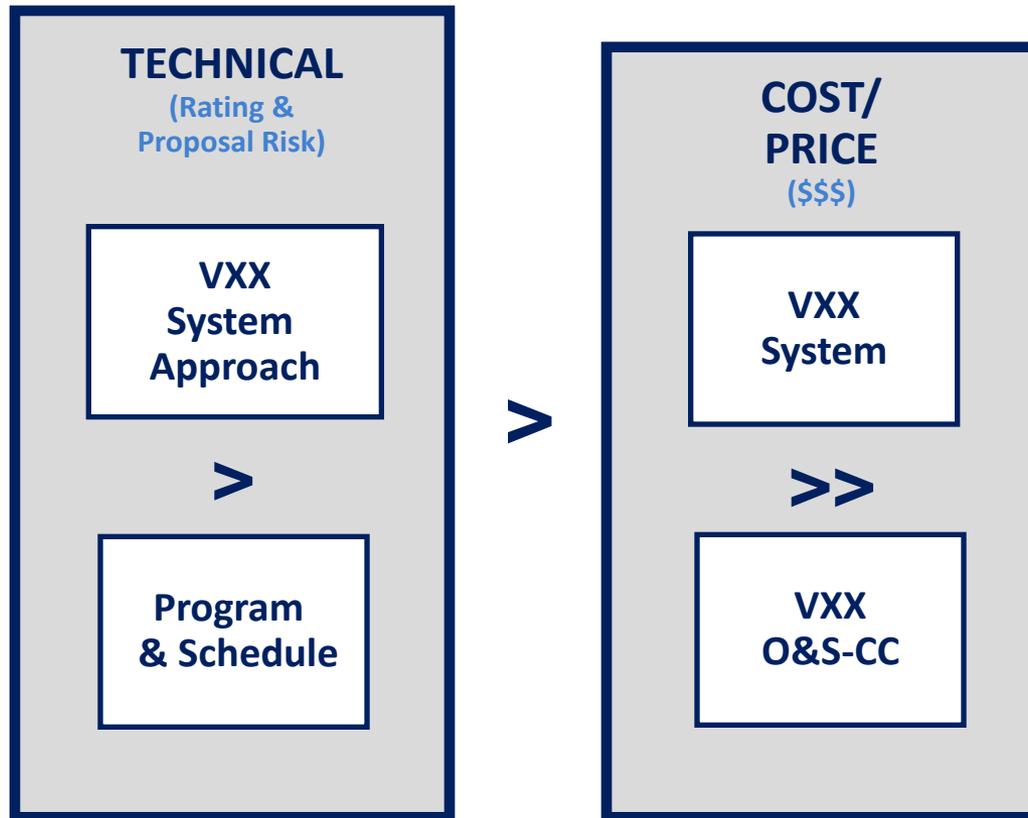
12 Mar 2013 DRFP Substantive Changes (cont.)



- Cost Factor changes
 - Data Rights Sub-factor removed
 - Data Rights are Not Separately Priced (NSP)
 - VXX O&S-CC Sub-factor added to account for only those O&S costs associated with **contractor contribution** to design controllable aspects
 - Repairables/Aviation Depot Level Repairable (AVDLR)
 - Consumables (Organization-Level Consumables and Organization-Level Repair Parts)
 - Energy (i.e. Fuel, Petroleum, Oils and Lubricants - POLs)



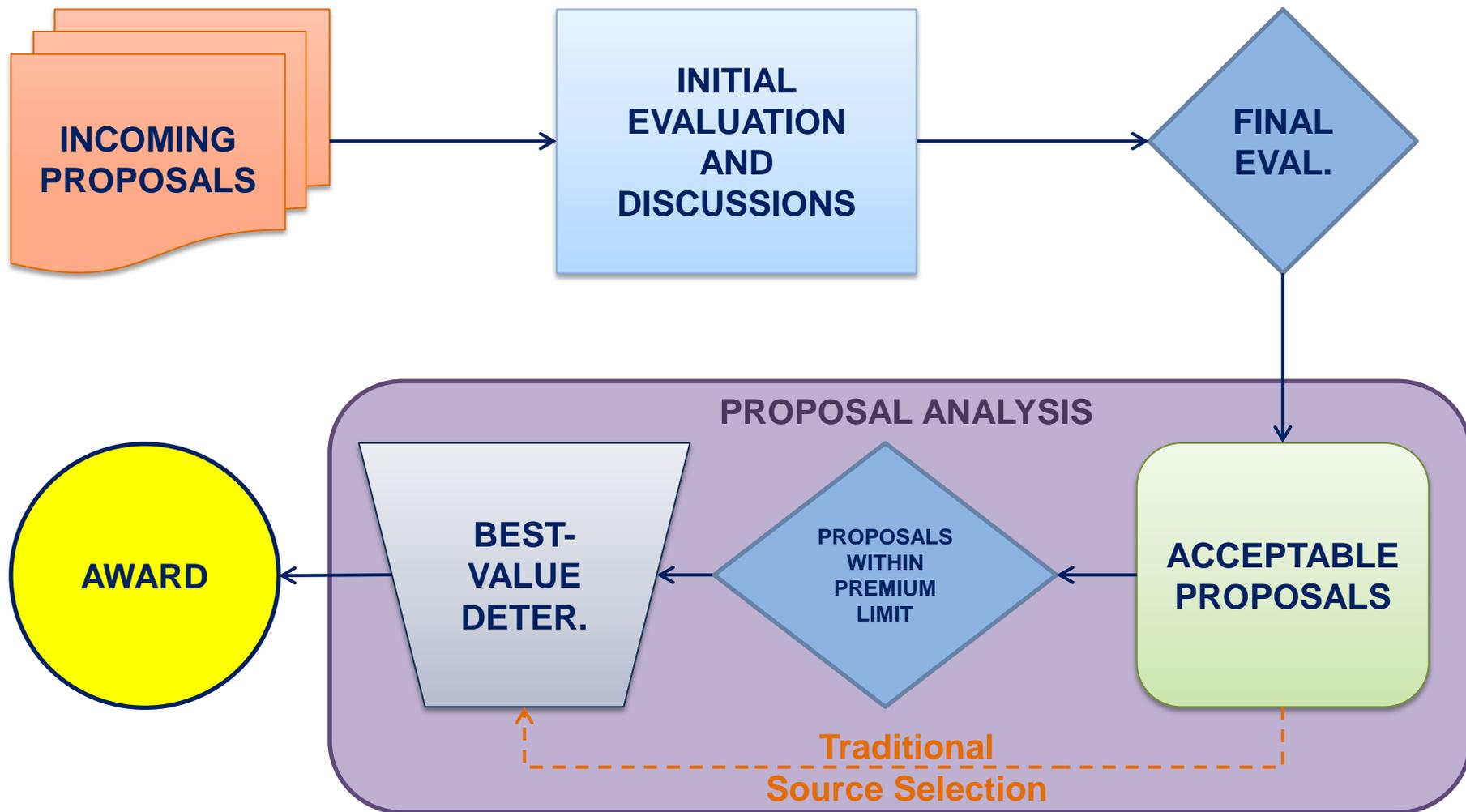
Section M Evaluation Factors



The Technical Factor is **slightly** more important than the Cost/Price Factor

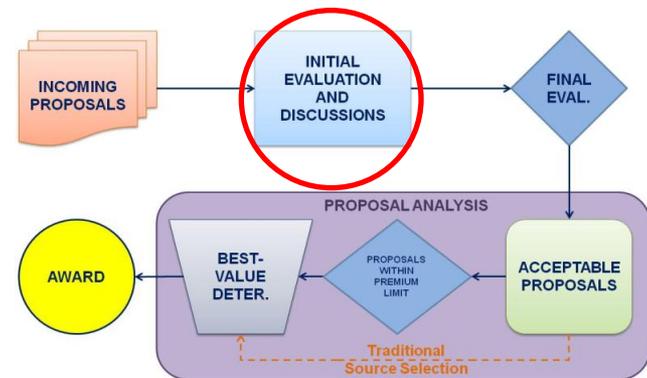


VXX Proposal Analysis and Determination



- Initial Evaluation

- Proposals due 1 August 2013
- Proposal Assessed by Subject Matter Experts
 - Technical
 - Cost/Price



- Establish Competitive Range and enter into Discussions

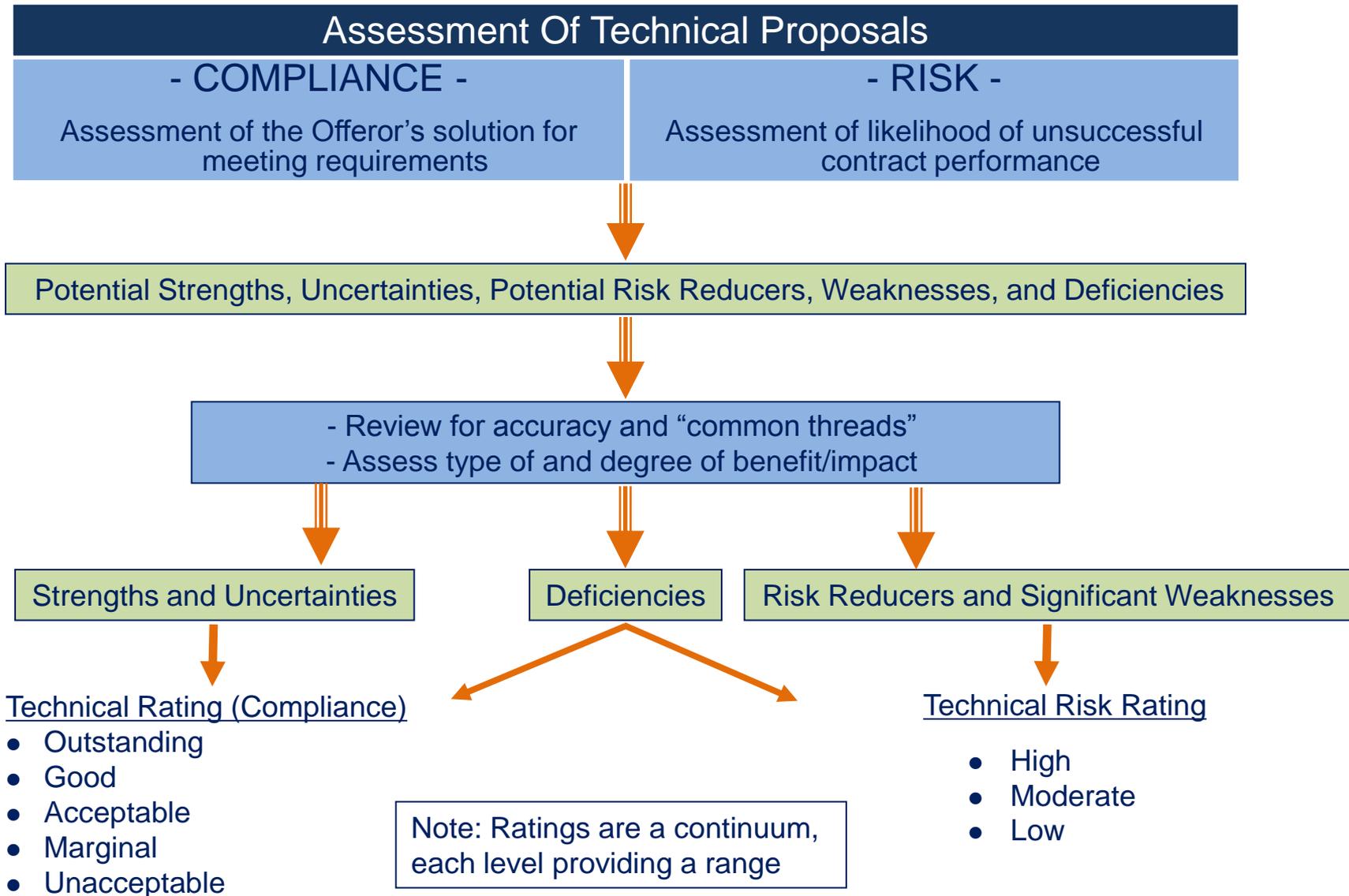
- Discuss as a minimum all deficiencies, significant weaknesses and uncertainties
- Enter into discussions early in the process to facilitate the evaluation in the most efficient manner
 - Phased discussions focusing in on the areas requiring discussions first



TECHNICAL



Technical Evaluation Grading - Qualitative

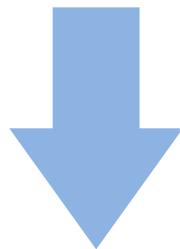




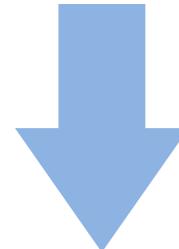
Evaluation Flow Section L



Technical Factor Volume 2.0



**VXX System Approach
Sub-Factor/Book A Para 2.1**



**Program & Schedule
Sub-Factor/Book B Para 2.2**



Section M - Technical Evaluation

VXX System Approach



- In general, assesses the approach and design solutions, focusing on impact to performance
 - VXX System Approach measured against Performance Based Specification and ability to maintain airworthiness certification
- “... special attention will be paid to the risk that difficulties in meeting solicitation requirements and the associated need for aircraft modifications will have on the ability of obtaining an airworthiness certification from the original airworthiness certification authority.”
- Emphasis will be placed on the following elements:
 - Integrated Air Vehicle Performance with Overall Weight Growth Margin
 - Landing Zone Suitability
 - C-17 Transportability Load/Unload Timeline
 - Cabin Reconfiguration Timeline
 - Material Availability (Am)



Section L

Technical Evaluation Flow



VXX System Approach Sub-factor/Book A Para 2.1

Section L Paragraphs/Evaluation Worksheets:

- 2.1.1 Overall System Description/Design
- 2.1.2 Integrated Air Vehicle (IAV) Performance
- 2.1.3 Landing Zone Suitability
- 2.1.4 Transportability (including demo)
- 2.1.5 Cabin/VIP Interior Design
- 2.1.6 Exterior Appearance
- 2.1.7 Integration of Subsystems/Air Vehicle Modifications
- 2.1.8 Airworthiness Qualification Implementation Plan
- 2.1.9 Reliability, Maintainability, Availability, and Diagnostics (RMA&D)
- 2.1.10 Logistics
- 2.1.11 Tailored Performance Based Specification (PBS)

**ABILITY TO OBTAIN AIRWORTHINESS CERTIFICATION
WILL BE EVALUATED THROUGHOUT ALL AREAS**



VXX PBS Construction & Tailoring



Title	Government Provided	Contractor Provided	Contractor Tailoring
PBS Main Body	X		Yes – Requirements and Verification Method
Appendix A – Acronyms and Definitions	X		No
Appendix B – Air Vehicle Performance	X		Yes – Requirements and Verification Method
Appendix C – Natural and Induced Environment		X	N/A – government template provided as guide
Appendix D – Airworthiness Qualification		X	N/A – Addressed in AQP
Appendix E – Secret	X		Yes – Requirements only
Appendix E, Annex 1 – Top Secret	X		No
Appendix F – Executive Interior		X	N/A

PBS Main Body, App B and App E (S) include Non-Tailorable and Tailorable Requirements



PBS Tailoring – Changes Since Pre-Solicitation Conference



- PBS tailoring instructions are contained in two locations in the RFP:
 - Section L, Annex G
 - PBS Paragraph 1.2.2.2 and all sub-paragraphs
- Tailoring instructions have been revised
 - Offerors no longer required to change Objectives to Threshold if they intend to meet the Objectives
 - Offerors required to clearly indicate their intent to meet Objectives using the modified Proposal-Specific PBS/Verification Matrix Template (PSPVMT)



Proposal-Specific PBS Tailoring Matrix Template



Offeror proposes to meet Objective?

- If the Offeror intends to meet the Objective, then the Offeror shall reflect this by entering "Yes" in this column
- If the Offeror does not intend to meet the Objective, then the Offeror shall reflect this by entering "No" in this column.

A	B	C	D	E	F	G	H	I	J	K
DOORS ID	MCS	CDD	VXX Performance Based Specification 1 May 2013	Offeror's Specification	Offeror proposes to meet Objective?	Requirements Rationale/Comments	Tailorability	Verif Method	Proposed Verif Method	Verification Method Tailoring Rationale/Comments
PBS-WWW			The VXX IAV shall include ABC (Threshold) or DEF (Objective).	The VXX IAV shall include ABC (Threshold) or DEF (Objective).			NT	I-AW		
PBS-XXX			The VXX IAV shall include GHI.		NA		T	I-AW		



Proposal-Specific Verification Matrix Template



Proposed Verification Methods

A: Analysis
 A-AW: Analysis Airworthiness
 D: Demonstration
 I: Inspection
 I-AW: Inspection-Airworthiness
 S: Simulation
 T: Test
 NV: Non-Verifiable

Verification Location/ Venue

CFAC: Contractor Ground/Flight
 GAC: Government Ground/Flight
 CRNG: Contractor Test Range
 GRNG: Government Test Range
 CSIL: Contractor SIL
 GSIL: Government SIL
 CNET: Contractor T&E Network
 GNET: Government T&E Network
 COTH: Contractor Other Facility
 GOTH: Government Other Facility
 NA: Not Applicable

Verification Article

DWG: Drawing
 DOC: Document
 MS: Model/Simulation
 LB: Lab/Bench
 MJ: Mockup/Jig
 AC: Aircraft Test Vehicle
 NA: Not Applicable

Data Artifact

Free-form field to enter actual or planned document, report, or drawing numbers. May be generic for proposal, but shall be specific for final verification.

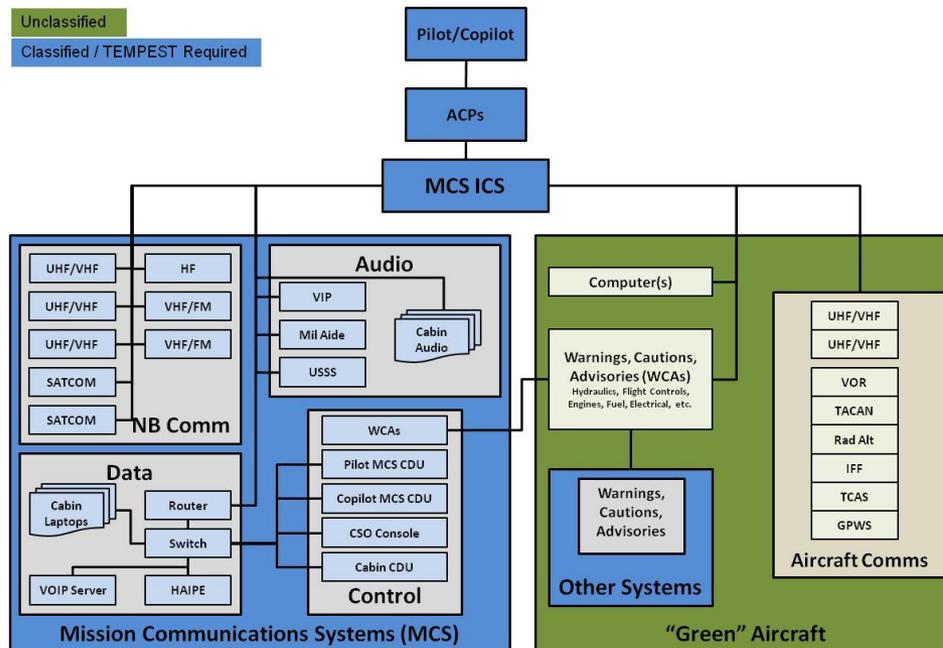
A	B	C	D	E	F	G	H	I	J	K
DOORS ID	MCS	CDD	VXX Performance Based Specification 1 May 2013	Offeror's Specification	Proposed Verif Method	Verif Location/Venue	Verif Article	Data Artifact	Test A/C	Comments
PBS-YYY			TITLE	TITLE	NV	NA	NA	NA	NA	
PBS-ZZZ			The VXX IAV shall include JKL.	The VXX IAV shall include JKL.	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	Test Aircraft EDM-0 EDM-1 EDM-2 SDTA NA



ICS Change Since Draft



- EMD SOW updated to require the Contractor to complete the necessary Inter-Communications System (ICS) modifications, integration, and certifications to meet PBS and airworthiness certification requirements such that the MCS ICS can be used as a single ICS for the VXX IAV
- Performance-Based Specification updated, removing “INT” from ICS requirements
- MCS Technical Data Package updated to identify only the ICS vendor and product line





MCS Technical Data Package Updates



- Re-allocated architecture to reduce components without a DO-160/MIL-STD pedigree
 - Removed components that were not part of Preliminary Design Review (PDR) or did not fully encompass the part number to be procured
 - Updated Component vendors and part numbers for correction/additional detail
- Added draft interface definition between MCS and Air Vehicle
- Updated MCS Architecture Descriptions and documents
- Added additional support hardware for CDU and LOS Radios
 - Additional compatibility with In-Service Comms Design
 - Removed 2nd CDU from cockpit, redundancy of Comms for Pilot/CoPilot in Remote Control Unit (C-12561)
- Provided draft Installation Control Documents



Section M - Technical Evaluation Program and Schedule



- Program Management approach and schedule will be assessed to determine the extent to which the Offeror can perform the work required by the solicitation on schedule and within cost



Section L

Technical Evaluation Flow



Program and Schedule Sub-factor/Book B Para 2.2

Section L Paragraphs/Evaluation Worksheets:

- 2.2.1 Program Execution
- 2.2.2 Integrated Master Schedule (IMS)
- 2.2.3 Systems Engineering Management Plan (SEMP)
- 2.2.4 Test and Evaluation Approach
- 2.2.5 Risk Assessment
- 2.2.6 Production, Manufacturing and Quality Assurance (QA) Approach
- 2.2.7 Software Development Approach
- 2.2.8 Security and Information Assurance (IA) Approach
- 2.2.9 Technology Maturity Self-Assessment (TMSA)
- 2.2.10 Subcontract Management
- 2.2.11 Depot Level Maintenance and Data Rights
- 2.2.12 Small Business Considerations



Technical Cross Reference Matrix



- Provided in Section L as guidance to Offerors
- Road map to RFP and proposal
- Shows relationship between the proposal instructions paragraphs and RFP requirements
- Use as is or revise as needed to better relate Offerors understanding of the program and guide the Government through the proposal



Proposal Instruction Traceability Cross Reference Matrix (CRM) - Excerpt



Section L – Proposal Instructions Paragraph		Performance Based Specification (PBS)	EMD Statement of Work (SOW)	Production SOW	CLIN	Other RFP Reference
Number	Title	Paragraph				
2.0	Volume 2 - Technical	All	All	All	0001, 0002, 0005, 0101 – 0109, 0201 - 0209, 0301 - 0309	Section L, Attachments 2-6
2.1	Book A – VXX System Approach	3 - 3.10.9 and all PBS Appendices (Section 3 only)	1, 1.2.2	1, 1.2, 1.2.3 - 1.2.3.2	See subparagraphs below	
2.1.1	Overall System Description/Design	3 - 3.10.9 and all PBS Appendices (Section 3 only)	1, 1.2.2	N/A	0001, 0002, 0005, 0103, 0203, 0303	Section L, Annexes A&B
2.1.2	Integrated Air Vehicle (IAV) Performance	3.1.1.2, Appendix B	1, 1.2.2, 1.2.14 - 1.2.14.5, 1.7.6 - 1.7.7.6.2	1.2.8 – 1.2.8.3, 1.7.4	0001, 0002, 0006, 0104, 0204, 0304	
2.1.3	Landing Zone Suitability	3.1.1.3.6	1, 1.2.2	N/A	0001, 0002	
2.1.4	Transportability	3.1.1.4, 3.5.4	1.1.18 - 1.1.18.5	N/A	0001, 0002	
2.1.4.1	Written Proposal	3.1.1.4, 3.5.4	1.1.18 - 1.1.18.5	N/A	0001, 0002	
2.1.4.2	C-17 Transportability Load Demonstration	3.1.1.4	1.1.18 - 1.1.18.5	N/A	0001, 0002	Section L, Annex C



Section L Technical Volume - General Guidance – (cont.)



- Throughout the Technical Volume, identify any capability, approach or feature that is being proposed as
 - meeting an emphasis area objective(s) for increased performance/operations
 - reducing risk with respect to the Performance Based Specification (PBS) requirements or other aspects of its approach
- Explain the benefits to the Government in technical terms and the degree of impact it will have to performance, operations and risk
- Note that it is the Government's desire to hold development to an absolute minimum and focus the program effort on integration of mature subsystems on a mature platform
 - Therefore, Offerors should carefully consider whether the pursuit of exceeding threshold requirements warrants the additional cost and schedule (if any) required and provide justification for any trade-offs
- See Section M for the type of evaluation credit that will be considered



Strengths



- Per Section L & M, Strengths can only be obtained by meeting the objective(s) in each of the following Technical Factor Emphasis Areas
 - Integrated Air Vehicle Performance with Overall Weight Growth Margin
 - One Strength for meeting PBS Appendix B Objective requirement of 500 lbs, while meeting threshold performance requirements (range HOGE, airspeed)
 - C-17 Transportability Load/Unload Timeline
 - One Strength, if and only if, **both** PBS Objective requirements of within 4 hrs inclusive of penalty time are met
 - Cabin Reconfiguration Timeline
 - One Strength for meeting PBS Objective requirement of 0-8 hrs
 - Material Availability (Am)
 - One Strength for meeting PBS Objective requirement of greater than or equal to 64.5%



Strengths (cont.)



- Affects Technical Rating (Compliance)
 - Strength(s) without a deficiency or uncertainty indicate a thorough (Good Rating) or exceptional (Outstanding Rating) understanding and approach
 - Section M: “The degree of benefit to the Government associated with a strength(s) will be considered in determining whether the Offeror’s approach and understanding of requirements rises to a level of being thorough or exceptional.”



Uncertainties



- Uncertainty Definition: An aspect of the proposal that affects the Government's ability to determine if a requirement will be met
- Affects Technical Rating (Compliance)
 - Proposal is not adequate to allow a determination as to whether or not a requirement can be met and as such also does not demonstrate an adequate approach
 - Results in a Marginal Rating
- Uncertainties Examples
 - Critical information to enable the Government to determine if the requirement will or can be met is missing
 - Inconsistencies in the proposal bring into question what is being proposed
- Uncertainties in the initial proposal will be addressed during Discussions



Deficiencies



- Deficiency Definition: “Deficiency” is a material failure of a proposal to meet a Government requirement or a combination of significant weaknesses in a proposal that increases the risk of unsuccessful contract performance to an unacceptable level
- Affects the Technical Rating (compliance) or both the Technical Rating and the Technical Risk Rating (due to a combination of significant weaknesses)
 - Section M: Failure to clearly address a specific area caused by a gross lack of information may be considered a combination of significant weaknesses and therefore a deficiency
- Results in an Unacceptable Technical Rating and makes the proposal unawardable



Deficiencies (cont.)



- Deficiency Examples
 - Proposal states exception or deviation
 - Approach is assessed to be unable to meet a requirement
 - Gross lack of information resulting in the failure to clearly and positively address major part of the Technical factor
 - Combination of weaknesses that raise the risk of performance to an unacceptable level
 - The approach relies on Government resources or on requiring changes in operations not identified as available/allowed in order to comply with the requirement



Technical Ratings



Rating		Description
Blue	Outstanding	Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. The proposal contains multiple strengths and no deficiencies.
Purple	Good	Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains at least one strength and no deficiencies.
Green	Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Proposal has no strengths or deficiencies.
Yellow	Marginal	Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements.
Red	Unacceptable	Proposal does not meet requirements and contains one or more deficiencies and is unawardable.



Risk Reducers



- Risk Reducer Definition: An aspect of an Offeror's proposal that reduces risk in a way that will be advantageous to the Government during contract performance
- Affects Technical Risk Rating
 - Provides risk reducing benefits to the Government that may mitigate weaknesses or further reduce the risk to performance/program
 - Each risk reducer may provide different degrees of benefit, thereby affecting the risk rating differently
 - Used to assess the risk associated with the proposed approach



Risk Reducers



- Risk Reducers may be obtained with respect to the Performance Based Specification as per Section M:
 - “For Emphasis Area Requirements:
 - Appreciably exceeding the threshold may be considered a risk reducer.
 - Meeting the objective(s) will be considered a strength. No risk reducer will be assessed for meeting the objective(s) (the risk reducer for appreciably exceeding threshold goes away).
 - If the objective(s) is appreciably exceeded, in addition to a strength, a risk reducer may be assigned.
 - For Non-Emphasis Area Requirements:
 - Exceeding or appreciably exceeding the threshold will not be considered a risk reducer.
 - Meeting or exceeding an objective will be considered a risk reducer. No additional credit will be assessed for appreciably exceeding an objective.
 - No strengths can be obtained in non-emphasis areas.”
- Risk reducers may also be obtained based on other aspects of the proposed approach



Risk Reducers (cont.)



- Risk Reducer Examples
 - Reducing risk with respect to the Performance Based Specification (PBS) requirements
 - Appreciably exceeding a threshold requirement in an emphasis area providing performance margin
 - Appreciably exceeding an objective in an emphasis area providing confidence in meeting the objective
 - Meeting an objective in a non-emphasis area, reducing the risk to customer satisfaction and mission accomplishment
 - Reducing risk with respect to other aspects (e.g. implementing aspects) of its approach
 - Reduces proposal risk by providing more than sufficient resources in order to respond to unknown conditions/situations
 - Reduces proposal risk by providing resources/capabilities that are in-place and ready to be used
 - Reduces proposal risk by providing plans that reduce/mitigate risks inherent in the proposed approach and program



Significant Weaknesses



- Significant Weakness Definition: A “Significant Weakness” in the proposal is a flaw that appreciably increases the risk of unsuccessful contract performance.
- Affects Technical Risk Rating
 - Provides an appreciable increase in risk to the Government
 - Used to assess the risk associated with the proposed approach
 - Each significant weakness may provide different degrees of impact, thereby affecting the risk rating differently based on the likelihood of occurrence and the consequences



Significant Weaknesses (cont.)



- Significant Weakness Examples
 - Marginal resources or capability to accomplish the effort
 - Approaches that rely on resources or actions not within the Offeror's full control
 - Approaches that rely heavily on a single action or resource (a.k.a. single point failure)
 - Untested/unproven approaches
 - Lacks substantiation or full description of the approach
 - Lacks information to assess risk



Technical Risk Ratings



Rating	Description
Low	Has little potential to cause disruption of schedule, increased cost or degradation of performance. Normal contractor effort and normal Government monitoring will likely be able to overcome any difficulties.
Moderate	Can potentially cause disruption of schedule, increased cost or degradation of performance. Special contractor emphasis and close Government monitoring will likely be able to overcome difficulties.
High	Is likely to cause significant disruption of schedule, increased cost or degradation of performance. Is unlikely to overcome any difficulties, even with special contractor emphasis and close Government monitoring.



COST/PRICE



Section M

Cost/Price Overview



- VXX System (EMD & Production)
 - Total Evaluated Price is the sum of the following:
 - All EMD Prices (CLINs 0001 – 0005)
 - FPI CLINs 0001 and 0005 and Section L Classified Volume 6 evaluated price is defined at the ceiling price
 - FFP CLINs 0003 and 0004 will be calculated as .15% and .85% (respectively) of proposed CLIN 0001 Target cost
 - Section L Classified Volume 6 CPFF portion: Higher between the proposed price and the Most Probable Cost
 - All Production Prices (CLINs 0101 – 0309) at target quantities and the sum for all unit prices for Provisioned Items (CLINs 0110, 0111, 0210, 0211, 0310, and 0311) identified in Attachments (16) and (17)
 - Cost to the Government except where costs are equal among Offerors
 - Government will evaluate Variation in Quantity (VIQ) pricing matrix for reasonableness and balanced pricing
- VXX Operations and Support – Contractor Contribution (O&S-CC)
 - Contractor's contribution of Operations & Support costs



Section M

Cost/Price Overview (cont.)



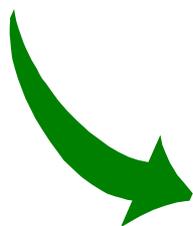
- Offeror's Price Proposal will be evaluated to determine:
 - Completeness and Consistency with respect to the Offeror's technical approach,
 - Clear understanding of the solicitation requirements, and
 - No material imbalances
 - Reasonableness
 - Total EMD Price (CLINs 0001 – 0005 and Section L Classified Volume 6)
 - Total Production Price (CLINs 0101 – 0311)
 - Variation in Quantity Option Pricing Matrix (Section J Attachment (14))
 - Realism
 - EMD FPIF CLINs
 - No adjustment is allowed but technical risk may be assessed
 - Evaluated prices for Section L Classified Volume 6 CPFF portion
 - Evaluated price will be the higher between proposed and the Most Probable Cost
- Detailed substantiation is required to demonstrate understanding of the requirement and the adequacy of the proposed price



Technical and Cost/Price Integrated Assessments



Design Approach



Schedule Assessment



Cost/Price



DISCUSSIONS



Competitive Range Notice



- Identifies if you are in the Competitive Range
- Encloses Evaluation Notices (ENs) with additional ENs to follow
 - Each significant weakness, deficiency, or other concern is initially identified on a separate EN form
- Explains the process, e.g.,
 - Follow-on discussions may result to ensure that **the offeror understands the issue and the Government understands the response** and that may include discussion of new issues resulting from the response
 - Your responses should be specific with regard to what in the proposal is being revised and may necessitate proposal change pages
 - Mark your change pages with a distinctive black “change” bar down the right hand side of any proposal page changed
 - Responses to Cost ENs must be segregated from responses to non-Cost ENs
 - Take action to facilitate completion of the Model Contract and minimize material that need to be submitted in the Final Proposal Revision
 - Provide conforming proposal for those parts that will go on contract



Key Concepts About Discussions



- Those included in the Competitive Range will enter into Discussions
- “The primary objective of discussions is to maximize the Government’s ability to obtain best value.” FAR 15.306(d)(2)
 - Obtain the best possible value
 - Obtain a “meeting of the minds” and the best possible contract
 - Reduce risk of contract performance
- Discussions are undertaken with the intent of allowing the offerors to revise their proposals
- Discussions are tailored to each proposal
- Each deficiency, uncertainty and significant weakness will be discussed as a minimum



VXX Approach to Discussions



- Enter into discussions early in the process to facilitate the evaluation in the most efficient manner
 - Phased discussions focusing in on the areas requiring discussions
 - Weights Analysis discussion within a month from proposal receipt with other focused discussions of technical areas upon completion of analysis
 - IMS disconnects
 - Other as needed
- ENs will be sent incrementally as key parts of the evaluation are completed
 - Initial request for additional information will typically be provided in writing via an EN
 - Phonecons will be held following release of ENs to ensure they are understood and to obtain preliminary answers if possible



VXX Approach to Discussions (cont.)



- Some Offeror responses will be just in writing and others will be initially presented during oral discussions followed by written response
 - Preliminary/draft answers or presentation slides should be provided just before the oral discussions
- Intend to extensively use oral discussions e.g. phonecons and face-to-face
 - A major several day-long face-to-face review is expected to be conducted after the C-17 Demo in addition to the more focused shorter face-to-face/phonecon meetings
 - IMS discussion will involve the Offeror to present the IMS, walking the Government through the IMS to demonstrate its functionality and effectiveness as a good plan for contract performance



VXX Approach to Discussions (cont.)



- During Discussions, the model contract needs to be established and all proposal information initially presented only in electronic format will be finalized and provided as hard copy
- Government and Offeror will work together to accomplish meaningful discussions in the most efficient and effective manner
 - Adjustments will be made as needed, but may be different from Offeror to Offeror based on the different needs

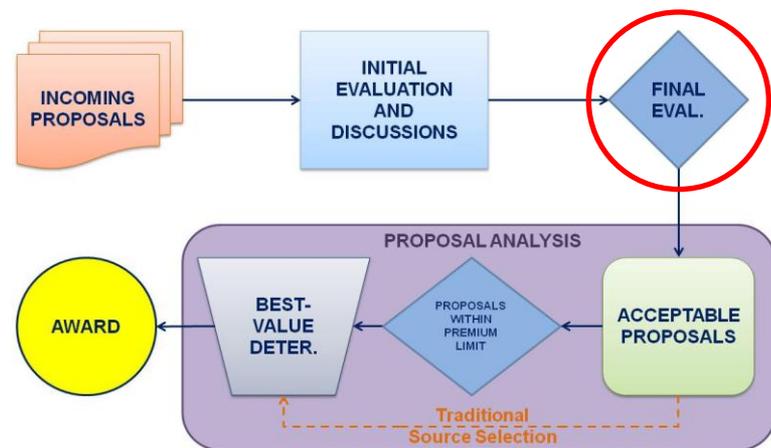


Final Proposal Revision Request and Submittal



- You will be notified when discussions are closed and the due date of the Final Proposal Revision (FPR)
 - Expect short turn-around time for Final Proposal Revisions, e.g. 3 days
- You need not provide anything more than a letter stating that the proposal change pages and EN responses provided during discussions constitute the FPR
 - Acknowledge all amendments (if any) as part of your FPR
 - Provide adequate supporting information to allow for an assessment of any updated information in the FPR
- You are advised that the Government intends to make contract award without any further discussions or obtaining final proposal revisions
- In general, Offerors “formalize” the additional information they presented during discussions
 - New changes should be minimal; should have been addressed during discussions
- There should be no surprises in the proposal revision if discussions were conducted properly

- Final Evaluation
 - SSEB provides Final Evaluation results
 - Strength(s)
 - Risk Assessments
 - Other Characteristics, e.g.:
 - Deficiency
 - High Risk

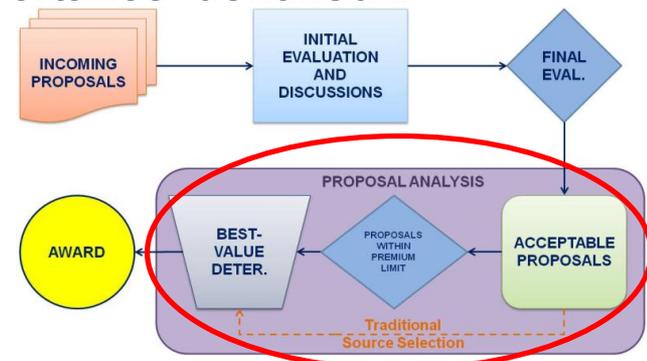




Proposal Analysis



- SSAC, and then SSA perform independent analyses to determine which proposal is the Best Value
 - The start of proposal analysis is the point at which proposals are compared to each other
- Technical Comparative Analysis is the major part of the proposal analysis
 - Assess technical differences between each proposal by comparing evaluation findings (Strengths, Uncertainties, Deficiencies, Risk Reducers, Significant Weaknesses)
 - The degree of benefit or negative impact of each evaluation finding varies due to:
 - Associated area's emphasis and order of importance identified in Section M
 - Finding's own inherent value/ technical merit
 - Determine the comparative advantages based on the combination of benefits/impacts
 - Ratings are merely indicators

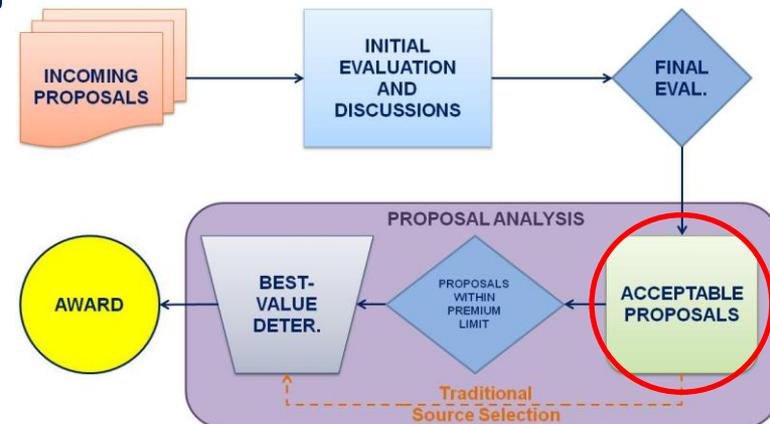




Acceptable Proposals

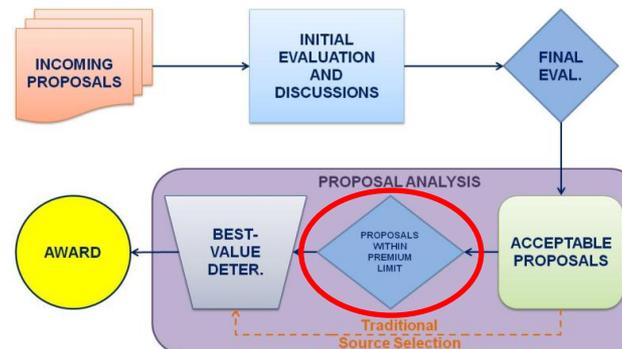


- SSA/SSAC determine **unacceptable** proposals based on SSEB Evaluation results
 - Any Deficiency and/or a High Risk assessment
 - Section M: “ A technical sub-factor assessed to have a **“Marginal”** or **“Unacceptable”** Technical Rating or **“High”** Technical Risk Rating **may have a disproportionate impact** on the overall Technical Rating or Technical Risk Rating even if it is the least important sub-factor. Any sub-factor that contains a **deficiency**, resulting in an **“Unacceptable”** Technical Rating, or that has a **“High”** Technical Risk Rating may result in the **entire proposal being found unacceptable and eliminated from the competition.**”





- Determining which proposals are within the Premium Limit takes several steps
 - Perform Technical Comparative Analysis
 - Determine which proposals have strength-related advantages
 - Determine which proposals have risk reducing/avoidance-related advantages
 - Determine which Premium Limit applies
 - Calculate the premium
 - Eliminate proposals with a premium outside the applicable premium limit





Premium Limit Application



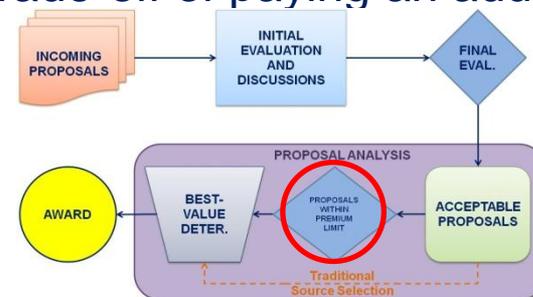
- Triggers that allow the Government to consider paying a higher price up to:
 - ~10% premium for a proposal assessed to contain an advantage due to any one strength or any combination of strengths
 - ~5% premium for a proposal assessed to contain risk reducing/risk avoidance advantage
 - ~15% total premium for a proposal that contains both an assessed strength related advantage and risk reducing/risk avoidance advantage
- Eliminate Proposals for being outside the Premium Limit as compared to lower priced proposal
 - Proposals without a strength or risk related advantage – eliminated unless it is equal to or is the lowest priced proposal
 - Proposal with a risk advantage – eliminated if the premium is over ~5%
 - Proposal with a strength advantage – eliminated if the premium is over ~10%
 - Proposal with both a strength and risk advantage – eliminated if the premium is over ~15%
- Those proposals not eliminated proceed to Best Value Determination, which includes a Trade-off analysis



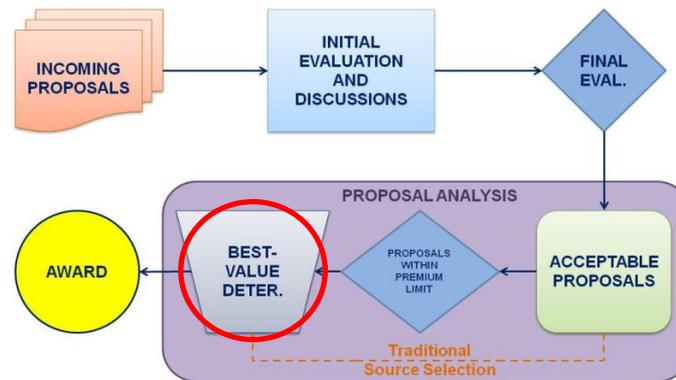
Best-Value Determination



- This part of the proposal analysis focuses on determining if the overall perceived benefit merits the additional cost
- Trade-off Analysis
 - All Factors and Sub-factors are considered to determine the overall comparative advantages
 - Adds a comparative analysis of the VXX O&S-CC Cost Sub-factor into the consideration
 - Technical Comparative Analysis is performed to also include weighing strength advantages against risk reducing/avoidance advantages
 - There are no deficiencies in proposals being considered because unacceptable proposals are eliminated from consideration before this stage
 - Uncertainties are unlikely to exist at this point, but if they do, they are also considered in the comparative analysis and trade-off
 - Advantages are compared to VXX System Subfactor total evaluated price difference and assessed to determine if the trade-off of paying an additional cost is in the Government's best interest



- Best Value Determination and Selection
 - A higher-priced proposal may only be selected if its perceived benefits merit the additional cost





Bottom-Line



- Propose your best value solution, making the Technical and Cost/Price Trade-Offs that are in the best interest of the Government
- Propose a realistic proposal with a high performing team, providing an executable contract that is likely to perform as proposed
- Provide a proposal that helps the Government perform its independent analysis and provides high confidence in the proposed solution and contract performance plan



Wrap-up/Closing Remarks

Mr. Mark Krukar

PCO



Agenda



0815 - 0830 Participant Dial-In

0830 - 0840 Introduction / Agenda – Mr. Mark Krukar

0840 - 0850 Program Overview – CAPT Peters

0850 - 0930 RFP Overview (Sections A-K) – Mr. Mark Krukar

0930 - 0945 Break/submit written questions

0945 - 1115 Source Selection Process Overview – Mr. Alan Goldberg

 1115 - 1245 Submit last written questions/Lunch

1245 - 1330 Answer Session

1330 - 1345 Adjourn