

# Pre-Proposal Webinar

# November 9, 2017



# FLS RFP Pre-Proposal Agenda

- Introduction
- Ground Rules and Logistics
- Volpe Center Overview
- FLS Overview & Procurement Objectives RFP
- Highlights
  - Technical Proposal
  - Cost/Business Proposal
- Proposal Submission Reminders

# Ground Rules and Logistics

- Any statements, remarks or explanations made during this pre-proposal conference shall not change the terms of the solicitation RFP, unless an amendment is issued.
- A copy of today's presentation and list of attendees will be provided as an amendment to the solicitation RFP.
- No questions from attendees will be entertained during this webinar.

# Ground Rules and Logistics – cont'd

- Any questions, clarification requests, or other inquiries pertaining to the solicitation must be submitted, via e-mail, no later than **2:00 PM EDT on November 16, 2017**
- Written questions received after **November 16, 2017 @ 2:00 PM EDT** will be answered by amendment only if determined by the Branch Chief/CO to be in the best interest of the Government.
- An amendment will be issued answering written questions received by the Branch Chief/CO

# Today's FLS Presenters

- Roland J. Regan, Contracting Officer , V222
- William Halloran, Environmental Engineer, V-326
- Mark Gentile, General Engineer, V325

# Volpe Center Overview

Presented by

**William Halloran**

# About Volpe

## Background

- Volpe established in 1970
- Part of U.S. Department of Transportation (DOT) Office of Research and Technology
- Named after former DOT Secretary and MA Governor John A. Volpe

## Volpe supports DOT goals

- Safety
- State of good repair
- Economic competitiveness
- Livable communities
- Environmental sustainability



# What makes us unique

## Multimodal, world-class resource

- Decades of experience and expertise in every mode of transportation
- Institutional knowledge of the global transportation system and its stakeholder perspectives
- Experience in responding to large-scale global and national transportation challenges

## Cross-disciplinary expertise

- Knowledge in the full spectrum of technologies and disciplines relevant to transportation system improvements
- Experience in assembling interdisciplinary teams to address technology and public policy innovations





# What makes us unique

## Entrepreneurial, objective, efficient

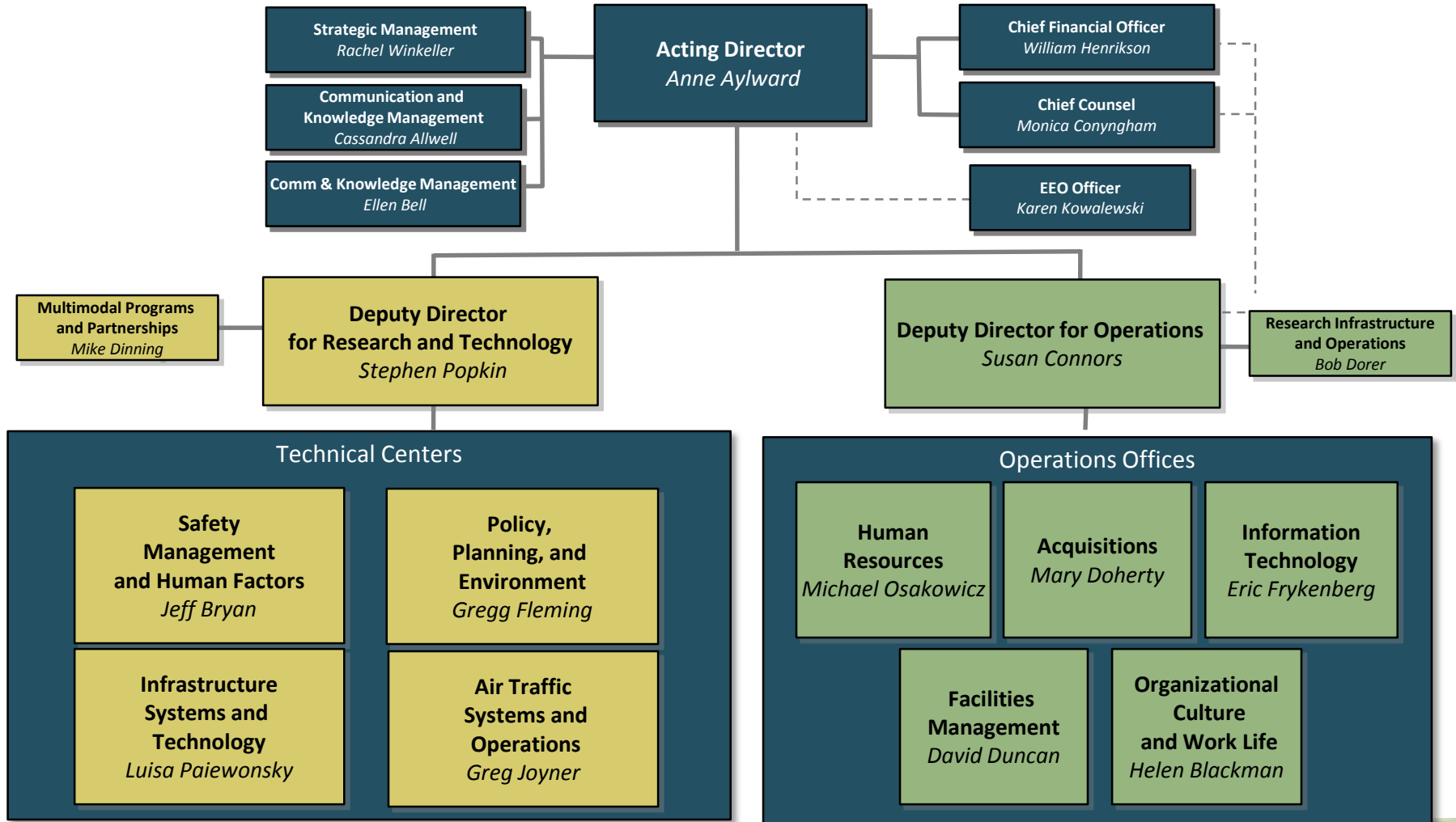
- Fee-for-service; no direct appropriations
- Flexibility and responsiveness of a consultant
- A trusted, objective advisor focused on safety and the public good

## Federal advantage

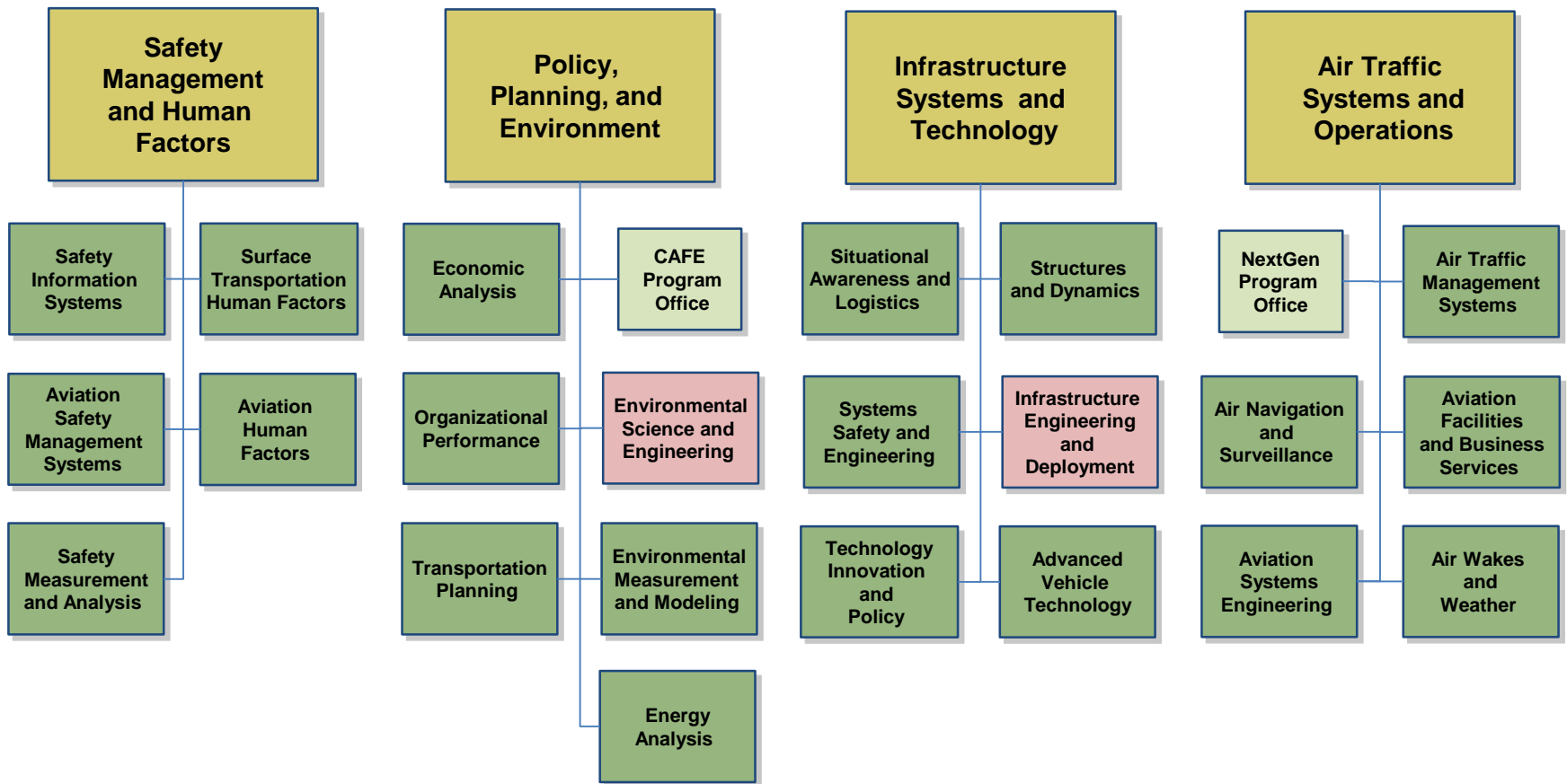
- Guided by a deep understanding of federal responsibilities, objectives, and practices
- Accessibility of a federal in-house resource that can partner on strategy, tactics, policy, and acquisitions
- Driven by public interest—not profit



# Volpe Center organization



# Technical Organizations



# FLS - Federal Aviation Administration

## Airport Traffic Control Towers

- **Older / legacy ATCTs only have one exit route**
- In 1998, the FAA signed an agreement with the Secretary of Transportation and OSHA for an *Alternate Standard for Fire Safety in Airport Traffic Control Towers* along with a schedule for compliance.
- FAA control towers were thereby permitted to comply with the Alternate Standard rather than the General Industry standards.
- The Alternate Standard allowed for existing single means of egress with qualifying conditions.
  - Exit Route Compliance Alternatives
  - Structural Requirements
  - Stair pressurization Systems
  - Fire Detection and Alarm Systems
  - Fire Suppression Equipment
  - Compliance Program
  - Documentation
  - Fire Drills
  - Recordkeeping



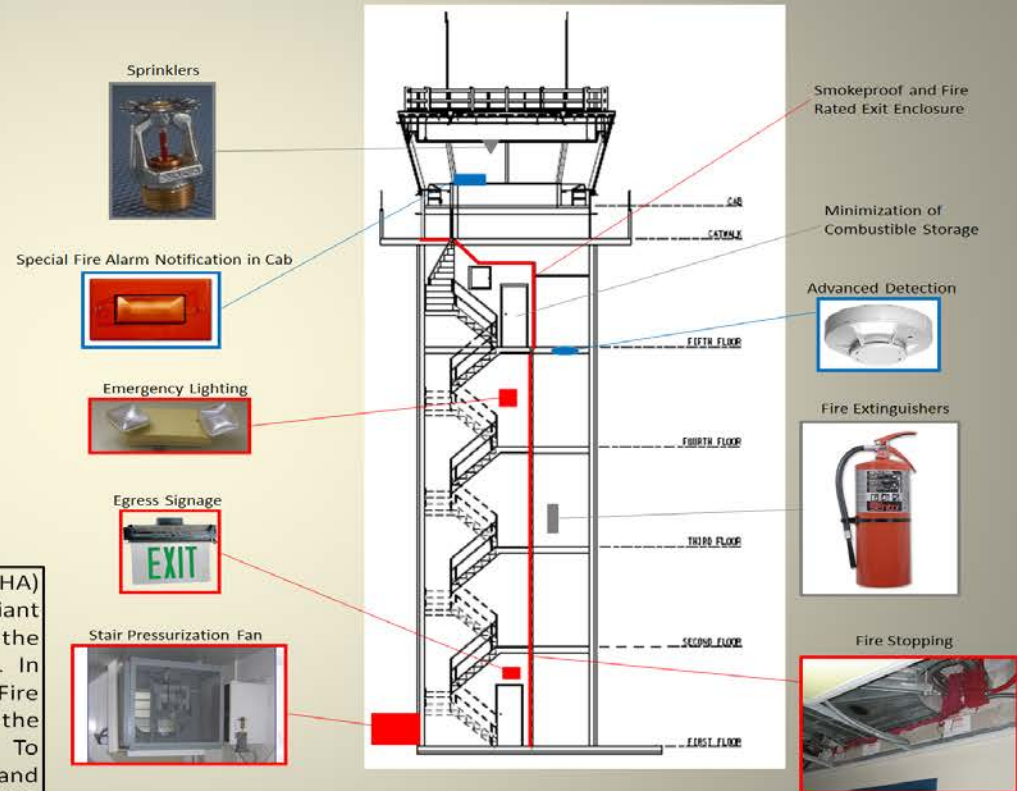
# Making Airport Traffic Control Towers Safer Workplaces

## Fire and Life Safety Upgrades in ATCTs

### Fire and Life Safety Upgrades Include:

- Modern and Reliable Fire Alarm Systems
  - Advanced Detection and Notification
  - Faster Fire Department Response
- Means of Egress
  - Smokeproof and Fire Rated Exit Enclosure
  - Emergency Lighting
  - Emergency Exit Signs
- Fire Suppression
  - Sprinklers and Standpipes
  - Fire Extinguishers
  - FM-200 Systems
- Administrative Controls
  - Emergency Action Plans
  - Fire Drill Training
  - Fire Department Pre-planning

In the 1980s The Occupational Safety & Health Administration (OSHA) identified single stair Air Traffic Control Towers (ATCT) non-compliant conditions in many FAA ATCTs. In the time following this discovery the FAA developed and implemented alternative compliance strategies. In 1998 FAA, DOT and OSHA signed the "Alternate Standard for Fire Safety in FAA ATCTs" Agreement that requires the FAA to upgrade the Fire Safety Systems in 386 towers, owned and/or operated by FAA. To date approximately 272 of the 386 ATCTs have received upgrades and are certified as compliant. OSHA continues to inspect ATCTs throughout the nation for compliance with the alternate standard. In support of this effort the FAA's Fire and Life Safety (FLS) Program also provides training programs, policy development, engineering support and technical guidance.



FAA Environment and Occupational Safety & Health  
(EOSH) Services  
FLS Program Manager: Charles Bragdon  
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Volpe Center Environmental Engineering and  
Remediation Division  
FLS Lead: Ryan Cummings  
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# **FLS - Federal Aviation Administration National Airspace System Support**

- **Headquarters Program Planning and Implementation support**
  - HQs EOSH Services redefining safety and program implementation role
  - OSHA 1960.20 alternate standard for ATCTs compliance – program upgrades completed, moving towards life cycle “ Tech. Refresh” support.
  
- **Air Traffic Operations and Enroute fire protection engineering services support**
  - Continue supporting the Airport Traffic Control towers fire safety needs.
  - Shift to support Enroute Engineering Services – to be defined based on the new EOSH Services FLS PM role.



# FLS - Federal Railroad Administration

## Office of Research, Office of Safety

- Currently supporting FRA with passenger railcar fire safety research
  - Floor fire barrier fire endurance testing and modeling
    - Goal to determine if feasible to conduct reduced scale fire testing for fire barrier approvals.
  - Heat Release Rate performance criteria for use in qualifying materials
    - Goal to determine if heat release rate parameters are appropriate for interior finish approvals. Fire testing and modeling development underway.
  - Wiring and cabling criteria, reviewed and providing recommendations for implementation through the NFPA 130 Fixed Guideway and Passenger Rail Systems (completed)

# FLS - Maritime Administration

- Currently supporting MARAD with fire protection support for the NS Savannah located in Baltimore harbor
  - Conducting an extensive fire hazard analysis of the ship
    - Preparing for the reactor compartment disassembly and removal
    - Identify fire hazards, fire safety procedures, levels of risks, recommend improvements
    - Nuclear Regulatory Compliance
  - Prior support
    - Engineering design/oversight of fire alarm installation
    - Electrical load analysis, replacement of old transformers
    - Fire safety improvements
      - Electrical
      - Detection
      - Housekeeping
      - Administrative procedures



# **FLS Procurement Objectives and Acquisition Strategy**

**Presented by**

**Roland J. Regan**

# FLS Acquisition Strategy

- Full & Open, Totally Small Business
- The Government intends to award one or two Indefinite Delivery/Indefinite Quantity (IDIQ) task order contracts resulting from this solicitation either by awarding Contract Line Item Number (CLIN) 0100 and CLIN 0200 to a single contractor or by awarding CLIN 0100 to one contractor and CLIN 0200 to another
- Firm- Fixed Price (FFP) and/or Cost-Plus-Fixed-Fee (CPFF) Term and/or Completion task orders to be issued depending on contractor's DCAA approved accounting system
- NAICS Code 541330 "Support Professional: Engineering/Technical" services



# FLS – Acquisition Strategy

FLS



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graph TD; FLS[FLS] --> CLIN0100[CLIN 0100]; FLS --> CLIN0200[CLIN 0200];
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## CLIN 0100

### HEADQUARTERS FIRE LIFE SAFETY ENGINEERING AND CONSULTING SUPPORT

- Program Management and Policy Guidance support;
- Fire Protection Codes and Standards Consultation;
- Fire Testing Research and Development;
- QA/QC Inspections, Condition Assessments and Evaluations;
- Risk Assessments/Fire Hazard Analysis Program Implementation;
- Training Program Development and Implementation;
- Emergency Preparedness Planning;
- Special Projects/Fire Protection Engineer (FPE) Ad-Hoc Support;
- Fire Protection Systems Design/Engineering Support.

## CLIN 0200

### NATIONAL FIRE LIFE SAFETY ENGINEERING AND CONSULTING SUPPORT

- Facility Codes/Standards Compliance Inspections and Evaluations
- Facility Fire Protection Systems Design/Engineering Support
- Facility Fire Protection Testing and Quality Assurance (QA) Inspections
- Facility Code Evaluations/Equivalency Determinations and Engineering Judgements
- Facility Field Construction Engineering Support
- Fire Protection Engineering (FPE) Ad Hoc Consulting Support

# FLS – Acquisition Strategy

- 6 FLS Acquisition Synopsis notices were issued on FBO website: 5/30/17; 8/10/17; 10/2/17; 11/3/17; 11/6/17 and 11/7/17
- Statement of Work (SOW) based on ongoing FLS task orders issued in support of the FAA programs
- Awarded contracts be funded by Intra-Agency and Reimbursable Agreements between USDOT agencies with the Volpe Center, and placed by Volpe on task orders
- Contract performance will be monitored and administered in accordance with a Quality Assurance Surveillance Plan (see RFP Attachment J.5)

# FLS FBO Notices

- One Solicitation is issued with two main CLINS 0100 & 0200 (under which task orders will be issued), and minimum guarantee CLIN 0300
- Federal Business Opportunities (FBO): <https://www.fbo.gov/>
- Originally synopsisized in FBO under Solicitation number DTRT5717R20007
- Solicitation number changed to 6913G618R200001 and released under 6913G618R200001, and amendments will be used under this number.

# **FLS - RFP CLIN 0100 & 0200 SOW Overviews**

**Presented by**

**Mark Gentile**

# FLS - Technical Presentation

## ➤ **Background:**

- V326 lead support – Environmental Engineering and Science Division
- V335 support – Infrastructure Engineering and Deployment Division
- General Scope – Program management support, Project engineering support, contracting management and oversight, fire protection engineering teams, construction design-build for FLS upgrades. (more technical details to follow below)

## ➤ **Current Sponsors:**

- Federal Aviation Administration – Environmental Occupational Safety and Health FLS Program Manager, Service Area Product Implementation Managers (PIM's), Airport Traffic Control Towers and Enroute Engineering Services.
- Federal Railroad Administration – Offices of Research and Safety, Fire Safety for Passenger Rail cars.
- Maritime Administration – Decommissioned NS Savannah (Merchant ship), improving on fire safety and related support needs for the ships current pier side status and planning for the nuclear reactor removal.
- Contract support may be used center wide, common theme must be “Transportation” related in nature.

# FLS - Overview of Support Needs

- 2 separate contract CLINs – one for sponsoring agencies Headquarters support, one for nation-wide engineering support. (may choose to bid both CLINS, or only one CLIN).
- CLIN 1 – Sponsoring organizations Headquarters support – program planning and implementation, training, program management, research and fire testing, engineering projects directly managed by HQs
- CLIN 2 – National – Engineering/design/construction QA, code compliance, systems design, directly supporting regional and services areas, field units, and end users.



# CLIN 1 – Sponsoring Agencies Headquarters Fire Life Safety Program Managers Support

- Support developing and implementing FLS policy and procedures
- Support program management and strategy on National scale: United States, Puerto Rico, and Guam
  - Program management and policy guidance support;
  - Fire protection codes and standards consultation;
  - Fire testing research and development;
  - QA/QC inspections, condition assessments and evaluations;
  - Risk assessments/fire hazard analysis program implementation;
  - Training program development and implementation;
  - Emergency preparedness planning;
  - Special projects/fire protection engineering (FPE) ad hoc support; and
  - Fire protection systems design/engineering support.

# Program Management and Policy Guidance Support

- Program guidance on needs and implementation approaches
- Training needs assessments
- Novel approaches to improving management/technical cost and progress efficiencies
- Business analyses
- Technical Committee/working group participation co-chair and support
- Safety committee participation
- National/regional/program seminar or conference planning and implementation
- Budget/cost/trend analysis of fire protection data

# Fire Protection Codes and Standards Consultation

- **Program Guidance for use of Codes, development of standards of care:**
  - National specifications, revisions, improvements, applicability
  - NFPA Standards, evaluation and code revisions to NFPA Committees
  - IBC / IEBC, evaluations and code revisions to Committees
  - Develop user guides
  - Technical Implementation Guide, lessons learned documentation
  - Engineering Judgements, alternatives, reviews and approvals
  - Codes of Federal Regulations
- **Evaluation of compliance to all applicable codes and standards:**
  - Provide code guidance to facilities
  - Guidance on specific code evaluations
  - Conduct Condition Assessment evaluations

# Fire Testing Research and Development

- **Fire Testing and fire modeling**
  - Fire barrier performance
  - Material samples - fire tests
  - Smoke and heat movement
  - Fire growth and spread (heat release rate)
- **Research and Development**
  - Passenger railcar floor barrier modeling and scaled fire testing
  - Passenger railcar Heat Release Rate (HRR) performance parameters, materials acceptance criteria
  - Army fire suppression system halon replacement systems development
- **Fire testing laboratory support utilizing nationally recognized labs such as Naval Research, Southwest Research, National Institute of Standards and Technology, Intertek, or other like labs.**
- **Results utilized in HQ's policy/regulatory decisions regarding Fire Safety**
  - May be applicable to transportation related facilities and transportation vehicles

# QA/QC Inspections, Condition Assessments and Evaluations

- Perform National QA/QC FLS program evaluations
  - Determine program successes and needed improvements
- Develop and implement condition assessment tools
  - Evaluation criteria
  - Data collection, on site inspections
  - Condition assessment training of engineers
  - Perform analyses and data trends
- Develop recommendations for fire life safety program needs
  - Budget forecasting, priorities

# Risk Assessments/Fire Hazard Analysis Program Implementation

- Evaluation of fire life safety systems in occupied facilities or transportation vehicles
  - Examples – Airport Traffic Control Towers, Air Route Traffic Control Centers, merchant ships, railroad train sets, etc.
- Fire hazard analyses
- Fire life safety risk assessments
- Evaluation and classification of fire hazards and risk levels
- Hazard, risk reduction methods/recommendations

# Training Program Development and Implementation

- Evaluate appropriate FLS program training needs for managers, engineers, technicians, and occupants
- Develop training class materials and instructional aides
- Provide training instruction
- Training in all aspects of the fire life safety programs/systems subjects such as:
  - Fire detection and alarm systems
  - FLS system inspection, testing and maintenance
  - FLS overview for engineers

# Emergency Preparedness Planning

- **Develop Plans and Procedures**
  - Emergency Action Plans
  - Fire Response Plans
  - Fire Prevention Plans
  - Occupant FLS training requirements
  - Records keeping
  
- **Prepare detailed instructions and implementation plans for:**
  - Annual fire drills
  - Response to smoke detection / fire alarm activation
  - Operating fire protection systems
  - Fire extinguisher operation
  - Communication procedures



# Special Projects/Fire Protection Engineer (FPE) Ad-Hoc Support

- Provide FPE support for special projects and ad hoc tasks
- Respond to short notice requests to evaluate an emerging field issue or an engineering design or implementation issue.
- Examples of providing support in the following areas:
  - Seismic bracing evaluation/retrofit
  - Sprinkler internal pipe corrosion systemic problem
  - Evaluation of potential combustible material used/material evaluation/risk determination
  - Fire investigation and evaluation report
  - SME speakers/technical moderator for National meetings/conference
  - 3rd party reviews of high risk design modifications

# Fire Protection Systems Design Engineering Support

- National standard specification development
- Review and development of engineering designs
- Performance-based designs
- Detailed construction cost estimating
- Engineering judgements
- Innovative FPE designs

# CLIN 2 – National Fire Life Safety Engineering and Consulting Support

- Support regional areas for sponsors
  - FAA Eastern Service Area, Central Service Area, Western Service Area
- United States, Puerto Rico and Guam
- Supports the Engineering Services, Enroute and Terminal Operations
- No projects managed directly with Headquarters

# Facility Codes/Standards Compliance Inspections and Evaluations

- On-site facility compliance surveys of:
  - Passive and active systems, egress requirements, fire barriers, penetrations, materials, hazards, smoke detection and alarm systems, smoke control, fire suppression systems, emergency fire response procedures, and fire risks.
  - Applicable codes and standards
- Survey Reports:
  - Description of facility, construction type, description of FLS systems, features
  - Evaluation of all FLS systems and features
  - Issues identified, code citations
  - Recommended repairs and alternatives and their ROM costs
  - Supporting color photos
  - These are basis for engineering design package development – “tech refresh”

# Facility Fire Protection Systems Design Engineering Support

- Provide Engineering Support
  - Perform design reviews and approvals
  - Provide on-call FPE expertise
  
- Develop Engineering Design Packages:
  - Construction Statement of Work
  - Technical Specifications
  - Design Drawings - Auto-Cad or Micro Station drawings;
  - Impairment Plans
  - Construction cost estimate
  - Provide licensed FPE review and stamp

# Facility Fire Protection Testing and Quality Assurance (QA) Inspections

- Conduct Quality Assurance inspections (typically during construction upgrades)
- Witness system functional testing and acceptance
- Witness fire drills and conduct emergency response evaluations
- Review test plans, QA procedures, field tests, and inspection procedures
- Ensure the reliability and quality of the fire systems, subsystems, and procedures

# Facility Code Evaluations/Equivalency Determinations and Engineering Judgements

- Evaluate system retrofits and/or new construction projects for code compliance
- Identify federal, state, and local regulations applicable to a specific facility or transportation vehicle for the purpose of evaluating fire life safety systems
- Equivalencies - Proposing/determining/or reviewing equivalencies FLS systems
- Engineering judgements - review manufacturer engineering judgements or develop alternative solutions
- Provide reviews and recommendations

# Facility Field Construction Engineering Support

- Provide engineer of record, or 3<sup>rd</sup> party reviews
- Evaluate code compliance, adherence to engineering designs, specifications, and SOW
- Provide submittal reviews
- Provide field construction consultation during requests for information
- Evaluate change orders, proposed engineering modifications
- Perform quality assurance site inspections during construction
- Witness acceptance and testing
- Issue compliance letter upon final acceptance of work.



# Fire Protection Engineering (FPE) Ad Hoc Consulting Support

- Provide Subject Matter Experts (Specialists)/FPEs for emerging needs and to meet specific defined project needs.
- Examples:
  - Fire detection and alarm field performance issue
  - Sprinkler and water based suppression field performance issue
  - Third-party inspection/test witness
  - Performance-based design solutions
  - Fire investigations
  - Evaluation of an FLS hazard

# **FLS RFP Sections B, G, H, L & M Highlights**

**Presented by**

**Roland J. Regan**

# FLS RFP – Section B

## ➤ **CONTRACT TYPE:**

- This solicitation is for a 100% small business set aside.
- All offerors submitting proposals in response to this solicitation **MUST** be registered as a small business under NAICS 541330, Support Professional Engineering/Technical services, and must perform at least 51% of the effort.
- The Government intends to award either one (1) or two (2) contracts resulting from this solicitation, either by awarding CLINs 0100 and 0200 to a single contractor, or by awarding CLIN 0100 to one contractor and CLIN 0200 to another, based on a best value determination for each CLIN (See Section M).
- Each award will be a single award Indefinite Delivery Indefinite Quantity (IDIQ) contract. Work will be placed under the contract(s) through the issuance of task orders under one or the other contract.
- Task orders may be issued on a firm fixed price (FFP), cost-plus-fixed-fee (CPFF) completion, or CPFF term basis at the Contracting Officer's discretion consistent with the guidelines provided in Part 16 of the Federal Acquisition Regulations (FAR).
- The Contract Line Item Number (CLIN) structure provided in Subsection B.4 below establishes a CLIN for the three contract types/pricing methods available for use under this contract. Because using a particular contract type/pricing methodology requires terms and conditions specific to that use, this contract includes terms and conditions covering FFP, CPFF-completion, and CPFF-term tasks. In general, these terms and conditions are clear on their face with regard to applicability.

# FLS RFP – Section B – cont'd

- **CONTRACT SCOPE:** The Contractor, acting as an independent Contractor and not as an agent of the Government, shall furnish all personnel, supplies, facilities, materials, support, and management necessary to provide the services required under this contract. The scope of this effort is defined in the Statement of Work (SOW) (see Section C). Specific work requirements will be stated in individual task orders.
  
- **CONTRACT LINE ITEMS:**
  - CLIN 0100 Headquarters Fire Life Safety Engineering and Consulting \$ TBD  
Support
  
  - CLIN 0200 National Fire Life Safety Engineering and Consulting \$ TBD  
Support
  
  - CLIN 0300 Minimum Guarantee \$3,500.00

# FLS RFP

## Key Section G – Contract Requirements

- Ordering (G.3)
- Technical Direction (G.6)
- Payments Under Cost Reimbursement Contracts (G.9)
- Payment of Fee – Cost Plus Fixed Fee (G.10)
- Performance Evaluations (G.11)
- Cost Accounting Systems (G.13)
- Incremental Funding of Costs Plus Task Orders (G.14)
- Travel and Per Diem (G.15)

# FLS – Section H

## Key Section H – Special Contract Requirements

- Level-Of-Effort Notification (H.6)
- Subcontract Approval (H.8)
- Accounting System (H.12)
- Disclosure of Conflict Of Interests (H.17)
- Visitor Identification Requirements for Federal Facilities (H.18)
- Exclusions Due to Organizational Conflicts of Interest (H.19)
- Security and Position Sensitivity Designations (H.20)

# FLS RFP – Section L

## Instructions, Conditions and Notices to Offerors

- **AWARD EXCLUSION:** All prime Contractors with service contracts that are currently in effect with the Volpe Center are urged to read their contract for guidance as to whether they are precluded from award as a Prime Contractor or subcontractor under this Fire Life Safety contract. Contractors may not act as a Prime Contractor on one CLIN and a subcontractor on the other CLIN. Proposals involving such teaming arrangements will be excluded from consideration.
- **PROPOSAL IDENTIFICATION FOR CLINs 0100 AND 0200:** For ease of reference, that part of an Offeror's submission covering factors other than Cost; i.e., Technical Understanding, Task Staffing/Management Approach, and Past Performance, will be referred to in this Request for Proposal (RFP) as the "Technical Proposal."
- **AWARD WITHOUT DISCUSSIONS:** The Government intends to evaluate CLIN 0100 and CLIN 0200 proposals independently and award either one contract for each CLIN (totaling 2 awards), or may award one contract for both CLINs. The Government intends to make awards based on the initial offer(s) in accordance with FAR 52.215-1(f)(4). It is particularly important that Offerors be fully responsive in providing their best offer initially since there may be no opportunity to revise proposals at a later date. However, the Government reserves the right to hold discussion if determined necessary.

# FLS RFP – Section L

## Cost/Business Proposal (Volume I)

- Follow the guidance as provided in Section L
- Proposals must contain sufficient information for the Government to complete its evaluation
- Consisting of Three Sections
  - Solicitation Documents (Part I) (Attachments J.1, J.2, J.4, J.6, J.7 and J.8)
  - Cost or Pricing Data (Part II)
  - Business Proposal (Part III)
- Supporting documentation must be clear, complete, and convincing
- FOR EACH CLIN, Volume I cost proposals need to be stand-alone proposals and not reference previously submitted proposals, another CLIN, or other provided documentation
- Cost proposals for each CLIN will represent all 4.5 years of level-of-effort (LOE) for the Period of performance (POP). (See Section L.2.F CLIN 0100 = 16,178 hours and CLIN 0200 = 16,583 hours)
- Submission of Business Proposal (Cost Control Plan and Subcontract Consent)



# FLS RFP - Section L Cost/ Business Proposal (Volume I) - cont'd

- Prime Offerors must complete all ten (10) Schedules under Attachment J.6 Excel Master Contract Cost Proposal for each CLIN of the 4.5 years of the period of performance and use hours and ODC's as cited in Section L.5.A and L.5.D respectively
- Cost Type Subcontractors must Complete Attachment J.6 Schedules 1 through 5, Schedule 9, and other items as identified on the Attachment J.2 Checklist
  - NOTE: Cost type subcontractors must provide evidence that their accounting system has been approved by the DCAA or a Federal Government Audit Agency describing how and when their accounting system was reviewed and approved
- Cost Type Subcontractors – when completing Schedules 2 and 3, enter \$0 for subcontracts and \$0 or RFP-stipulated. Those are reserved for the prime offeror only
- Cost Type Subcontractors shall also enter 90% of their direct labor to Schedule 2 and the remaining 10% to Schedule 3
- Firm Fixed Price (FFP) and Time & Material subcontractors must fill out Attachment J.6 Schedule 2 as cited on the Attachment J.2 checklist

# **FLS RFP - Section L Cost/ Business Proposal (Volume I) - cont'd**

- FFP and Time and Material (T&M) Subcontractors must provide items as identified on the Attachment J.2 Checklist
  - Consent for FFP and T&M type subcontractors will be based on cost build up or commerciality of billing rates (fully loaded)
  - If consent is based on commerciality, the offeror must provide detailed information and/or actual invoices demonstrating the use of billing rates in substantial quantities to either Government and/or in-commerce entities
  - Burden of proof rests with the offeror and subcontractor
  - If based on commerciality, Include a signed statement that the offered rate is “most favored customer rate”

# FLS RFP – Section L

## CLINS 0100 & 0200 Technical Proposal

### (Volume II)

- Written Technical Proposal Submission
- Consisting of Four Sections
  - Technical Understanding
  - Management Approach
  - Task Staffing
  - Past Performance
- For each CLIN, technical proposals need to be stand-alone proposals and not reference previously submitted proposals, another CLIN, or other provided documentation
- **NO COST INFORMATION SHALL BE INCLUDED IN ANY TECHNICAL PROPOSAL**

# **FLS RFP – Section M**

## **Basis for Award**

The Government intends to award either one or two contracts resulting from this solicitation, either by awarding CLINs 0100 and 0200 to a single contractor or by awarding CLIN 0100 to one contractor and CLIN 0200 to another based on a best value determination for each CLIN.

Each award will be a single IDIQ contract. Task orders will not be competed. Award(s) will be made to the responsive and responsible Offeror(s) whose proposal(s) provides the “Best Value,” utilizing the tradeoff process in accordance with FAR 15.101 and based on the Technical Proposal, the Cost and Business Proposal, and considering the evaluation factors identified below. To be eligible for award, the Offeror is required to meet all solicitation requirements and to provide all information required by Section L of this RFP.

# FLS RFP – Section M

## Evaluation Factors

- The technical evaluation factors, when combined, are significantly more important than cost in the selection of the Contractor(s) for award.
- However, do not minimize the importance of the cost proposal.
- Proposals for CLINS 0100 and 0200 must be submitted separately
- Cost (Volume 1) & Technical (Volume 2) Proposals for CLINS 0100 and 0200 must be submitted separately

# FLS RFP – Technical Proposal

## Evaluation Factors

Factor 1: Technical Understanding: The Government will evaluate equally both sub-factors below:

- 1) Sub-factor 1: The Government will evaluate the Offeror's demonstrated understanding of each of the SOW functional task areas and the extent to which the Offeror addresses specific critical challenges and risks inherent in the task or task areas of the RFP and how the Offeror proposes to mitigate each challenge and risk.
- 2) Sub-factor 2: The Government will evaluate Offeror's demonstrated knowledge of, expertise in, and technical approach to the requirements necessary to accomplish the functions of each task or task area in Section C (SOW).

# FLS RFP – Technical Proposal

## Evaluation Factors – Cont'd

Factor 2: Management Approach: The Government will evaluate equally the following aspects of the Offeror's proposal. If the Offeror proposes on both CLIN 0100 and CLIN 0200 and seeks to be considered for award of both CLINs, each CLIN proposal must provide a description in each sub-factor of its approach for the overall management of all the requirements of both CLIN 0100 and CLIN 0200. Each sub-factor will be equally weighed.

- 1) Sub-factor 1: The Government will evaluate the extent to which the proposed management approach meets of the requirements of the SOW including communication (both internal and with the Volpe Center), management of costs, schedule, and scope, including discussion on abilities to maintain cost and schedule commitments to the assigned projects.
- 2) Sub-factor 2: The Government will evaluate the extent to which the proposed organizational chart and matrix maps to each functional area of the SOW tasks and the specific management and technical support staffing assignments.

# FLS RFP – Technical Proposal

## Evaluation Factors – Cont'd

Factor 3: Task Staffing: The Government will evaluate equally the following aspects of the Offeror's staffing proposal. If the Offeror proposes on both CLIN 0100 and CLIN 0200 and seeks to be considered for award of both CLINs, each CLIN proposal must provide a description in each sub-factor of Offeror's capability of its staff to successfully perform all the requirements of both CLIN 0100 and CLIN 0200. Each sub-factor will be equally weighed.

- 1) Sub-factor 1: The Government will evaluate how the Offeror's proposed staffing clearly demonstrates the capability to provide a responsive and professional team that can address the requirements of the SOW. The Government shall evaluate Offeror's capability to staff and conduct multiple assignments (3-4) concurrently with appropriate skills and professional work experience to meet the requirements of the SOW.
- 2) Sub-factor 2: The Government will evaluate the appropriateness of the proposed skill mix and team composition of the Offeror's staffing to meet the requirements of the SOW.
- 3) Sub-factor 3: The Government will evaluate the level of expertise of the Offeror's proposed key personnel in terms of their ability to provide management leadership and technical expertise to support functional areas described in the SOW.



# FLS RFP – Technical Proposal

## Evaluation Factors – Cont'd

Factor 4: Past Performance: The Government will evaluate the Offeror's past performance history based on the 2 sub-factors below:

- Sub-factor 1: The Government will evaluate the relevance of 5 project narratives, either Federal and non-Federal, for their relevance to the requirements of the SOW.
- Sub-factor 2: The Government will evaluate the quality of the Offeror's overall past performance relative to this solicitation's requirements.

# FLS RFP Section M – Adjectival Ratings and Definitions

**Superior:** Proposal meets all requirements, may exceed one or more requirements, and demonstrates an exceptional approach to and understanding of the requirements of the RFP. Proposal contains more than one strength and exceptional features that far outweigh any weaknesses. The risk of unacceptable performance to the Government is low.

**Acceptable:** Proposal meets all requirements and indicates a satisfactory approach to and understanding of the requirements of the RFP. Strengths and weaknesses are offsetting or have little or no impact on contract performance. The risk of unacceptable performance to the Government is low to moderate.

**Marginal:** The proposal does not meet all of the requirements and has not demonstrated a satisfactory approach to and understanding of the requirements of the RFP. The proposal has one or more significant weaknesses that are not offset by strengths. The risk of unacceptable performance to the Government is moderate to high.

**Unacceptable:** Proposal does not meet the requirements of the RFP. The proposal contains significant weaknesses and one or more deficiencies. There is no reasonable expectation that acceptable performance would be achieved. The risk of unacceptable performance to the Government is high.

**Neutral:** This rating is applicable to the Past Performance Factor evaluation only. No recent/relevant past performance record is available or the Offeror's past performance record is so sparse that no other rating can be reasonably assigned.

# FLS RFP Important Dates and Reminders

- Offerors are encouraged to ask questions after Pre-Proposal webinar. RFP Questions due **NLT 2:00 PM EDT, November 16, 2017** via e-mail to: [Roland.Regan@dot.gov](mailto:Roland.Regan@dot.gov)
- Terms and Conditions of the Solicitation remain unchanged unless the CO issues an Amendment
- Proposals must remain valid for a minimum of 270 calendar days effective from the proposal due date (**December 19, 2017**)
- Proposals are due at **2:00 PM EDT**, on **December 19, 2017**
- THANK YOU FOR YOUR ATTENDANCE