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# *U.S. Army Contracting Command - Rock Island (ACC-RI)*

## **ITES-3S Acquisition & Contract Overview**

Ryan Pierce

Contracting Officer

[ryan.c.pierce.civ@mail.mil](mailto:ryan.c.pierce.civ@mail.mil)

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## *Disclaimer*

- The requirements and strategy as stated during this session/briefing are all subject to change as the acquisition evolves; therefore companies are reminded to rely upon the Final RFP when preparing and submitting proposals.



# *Acquisition and Contract Overview*

- FAR PART 15 Acquisition
- Evaluation Method:
  - Best Value Trade-off
  - Formal Source Selection
- Anticipated Number of Awards:
  - 24 Contract Awards
    - 14 small business reserve awards
    - 10 unrestricted awards



## ***Acquisition and Contract Overview (cont)***

- Contract
  - Multiple Award, IDIQ
  - Term: Five-year base, with one four-year option (nine years total)
  - Minimum Guarantee: NTE \$5,000
  - Maximum value of all ITES-3S contracts: \$12.1B



# *Award Decisions*

- Full and Open with Small Business Reserve
  - Anticipate 24 awards
  - Small Business Reserve
    - Anticipate 14 contracts reserved for qualified Small Businesses
    - Not a Small Business Set-aside
- Full and Open Eligible (Unrestricted Pool)
  - All offerors; Large Businesses and Small Businesses not receiving award in Small Business Reserve category



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## **NAICS Code**

- NAICS Code 541519 (Other Computer Related Services) –  
Size Standard \$27.5M



## *Websites for Communication*

- Fed Biz Opps
  - <https://www.fbo.gov>
- Army Single Face to Industry
  - <https://acquisition.army.mil/asfi/>



# ***Instructions – General***

- Submission of Proposals
  - Offerors shall submit proposals on or before due date/time noted in the Final RFP.
  - Only electronic proposals will be accepted.





# ***Instructions – General***

- Proposal Structure
  - The proposal shall be divided into five (5) separate volumes
    - Volume I – Mission Support
    - Volume II – Past Performance
    - Volume III – Small Business Participation
    - Volume IV – Price
    - Volume V – Contractual Documentation
  - Page Limitations and File Naming Structure located at Section L, paragraph L.7.2



# *Instructions – Mission Support Factor*

## **1. Management Approach**

- Demonstrate ability to manage complex, multiple award, performance-based, IDIQ contracts similar in scope to ITES-2S
- Demonstrate management approach
  - Understand nature of work required
  - Manage multiple geographic locations (CONUS and OCONUS)
  - Methodology for tracking and reporting all contract deliverables
  - Ability to provide services required under all task areas
  - Description of Offeror's relationships/communication with subcontractors
- Describe validated processes/procedures that ensure high quality performance
  - How would the Government benefit from the application of said processes/procedures?



# ***Instructions – Mission Support Factor (cont)***

## **2. Corporate Experience**

- Describe ability/experience in performing ITES-3S PWS task areas
- Demonstrate corporate experience in performing the services required to support the ITES-3S PWS task areas
  - Must submit at least three (3) references
  - Performed within three (3) years of release of Final RFP



## ***Instructions – Past Performance Factor***

- Offeror shall submit no more than three (3) recent/relevant contract references for its own performance
  - Recent/Relevant defined in Section M
- Offeror may also submit up to two (2) references for each JV, partnership, or proposed major subcontractor
- Adverse Contract Performance



## ***Instructions – Small Bus. Particip. Factor***

- The Government will assess the Offeror's plan to maximize opportunities for small business
  - Contract Participation Matrix (Att. 0007)
  - Proposed subK's size certifications
  - Offeror's commitment to small business
  - Offeror's historical small business participation
  - Compliance with FAR 52.219-8 and 52.219-9



# ***Instructions – Price Factor***

- Price Model
  - Offerors shall completely fill out the Price Model included with the RFP. Failure to provide prices for all items identified in the Price Model will render the offeror ineligible for award.
  - Contractor is required to provide all of the items identified in the Part B Schedule over the life of the contract



# *Evaluation of Offers*

- Evaluation Process
  - The Government is conducting the source selection for ITES-3S under FAR Part 15, Contracting by Negotiation
  - Anticipate 14 SB Awards, provided 14 SBs in competitive range



## ***Evaluation of Offers (cont)***

- Evaluation Process
  - The reserve award selection will be made first; then the remaining small business offerors will be considered for selection with all large business offerors in competitive range.
  - The Government reserves the right to make no, one, or multiple awards; the Government also reserves the right to make more or less than 24 awards





## *Evaluation of Offers (cont)*

- Basis for Award
  - Any award to be made will be based upon best value trade-off and made to Offerors with proposals that are determined by the Government to be the most beneficial, with appropriate consideration given to the evaluation factors set forth in the final RFP. To receive consideration for award, a rating of no less than Acceptable must be achieved for the Mission Support and Small Business Participation factors. An award will not be made to any Offeror that receives a “deficiency” in any factor.



# ***Evaluation of Offers (cont)***

- Evaluation Factors
  - Factor 1 – Mission Support
  - Factor 2 – Past Performance
  - Factor 3 – Small Business Participation
  - Factor 4 – Price



## ***Evaluation of Offers (cont)***

- Relative Order of Importance
  - The Mission Support, Past Performance, and Small Business Participation factors, when combined, are significantly more important than Price. Mission Support is more important than Past Performance. Mission Support and Past Performance are more important than Small Business Participation. While the Price Factor will be an important part of the integrated selection decision, the non-price evaluation factors, collectively, are significantly more important than the Price Factor.



# *Evaluation of Offers (cont)*

## Evaluation Factors

- **Factor 1 – Mission Support**

- Management Approach

- The Government will assess the Offeror's management approach and their best practices for administering performance-based IDIQ contracts similar to the complexity and scope of the ITES-3S contract, as well as administrating cost type contracts.



# *Evaluation of Offers (cont)*

## Evaluation Factors

- **Factor 1 – Mission Support**

- Corporate Experience

- The Government will assess the Offeror's experience demonstrated in performing the work associated with multiple task areas identified in the ITES-3S PWS.



# *Evaluation of Offers (cont)*

## Evaluation Factors

- **Factor 2 – Past Performance**

- The Government will assess the degree of confidence that the Offeror will successfully complete the requirements of the ITES-3S RFP based on the Offeror's demonstrated record of recent and relevant performance.
- Evaluated for the Offeror (Prime Contractor), to include individual members of a Joint Venture (JV), partnership, or proposed major subcontractors.



# ***Evaluation of Offers (cont)***

## Evaluation Factors

- **Factor 2 – Past Performance**

- The service task areas are listed in descending order of importance:
  - Cybersecurity Services
  - Information Technology Services
  - Enterprise design, integration and consolidation
  - Network/System Operation and Maintenance
  - Telecommunications/System Operation and Maintenance
  - Business process reengineering
  - IT Supply Chain Management; and
  - IT Education and Training
- The Government is particularly interested in work performed in three (3) or more of the above service task areas.



# ***Evaluation of Offers (cont)***

## Evaluation Factors

- **Factor 2 – Past Performance**

- The Government may use information obtained from other sources, or may use information with regard to other projects/contracts performed by the Offeror, JV, partnership, or proposed major subcontractor of which it has knowledge, whether or not those projects/contracts are disclosed to the Government by the Offeror.
- The Government is not required to interview all points of contact identified by the Offeror. It is the responsibility of the Offeror to provide complete past performance information and thorough explanations as required by Section L. The Government is not obliged to make another request for the required information.





# ***Evaluation of Offers (cont)***

## Evaluation Factors

- **Factor 3 – Small Business Participation**
  - ITES-3S Objectives
    - Small Business – 25%
    - Small Disadvantaged Business – 5%
    - Woman Owned Small Business – 5%
    - HUBZone – 3%
    - Veteran-Owned Small Business – 3%
    - Service-Disabled Veteran-Owned Small Business – 3%



# *Evaluation of Offers (cont)*

## Evaluation Factors

- **Factor 4 – Price**

- The Total Proposed Contract Price (TPCP). U.S. Government will verify the TPCP by multiplying the fully loaded ceiling rate for each labor category, defined in the Price Model, by the estimated hours (Government-supplied hours) specified for each labor category.
- The resulting totals will be summed by year. These totals will be added to the total ODC amount to arrive at a TPCP for each Offeror.



# *Milestone Schedule*

## Event

## Date

Draft RFP #1

05/20/2015

Draft RFP #2

11/06/2015

Release Final RFP

12/21/2015

Proposals Due

02/23/2016

Award

12/2017



## *Helpful Hints*

- Clear and Concise
- Advisory Multi Step
- Strict Compliance
- Provide what is required
- Teaming/Joint Ventures