

SMALL BUSINESS UTILIZATION

PROPOSAL SUBMISSION

All offerors, both Small and Large Business, are required to submit Small Business Participation Proposals as follows:

Offeror's Name: **DRS Optronics Inc.**

Company Size _____ Small Business (SB) Large Business (LB)

Company Status: (IF _____ SBI, _____ Historically Underutilized Business

Zone Small Business (HUBZone SB) _____ Small Disadvantaged Business

(SDB) _____ Woman-Owned Small Business (WOSB) or _____ Historically Black

College and University/Minority Institution (HBCU[MI])

Total Estimated Value of Proposed Contract: \$ 1,119,206.

Total Estimated Value of Subcontracts: \$ 332,554.00

Dollar Value of Subcontracts planned for all:

SBS: \$ 252,741.00

Company name(s) Ultra Electronics, Precision Castings, Consolidated Foundries

HUBZone SBs: \$3,326.00

Company name(s) Bryants Machine Shop

SDBs: \$ 16,627.00

Company name(s) Atlantic Precision, Electronic Components and Fastners

WOSBs: \$ 11,639.00

Company name(s) Bryants Machine Shop

HBCU/MIs: \$ 0

Company name(s)

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Percentages of Contract Value subcontracted for all:

SB: % 76

HuBzone SB: % 1.0

SDB: % 5

WOSB: % 3.5

HBCUM: % 0

For SBs, HUBZone SBs, SDBS, or WOSBs - Offeror's percentage of contract value you will perform at the prime contract level: **% 29.5**

Principle supplies/services to be subcontracted to:

SB: OPTICS, MECHANICAL

HUBZone SB: MACHINING

SDB: MACHINING, FASTNERS, RAW MATERIAL

WOSB: RUBBER PRODUCTS, MACHINING

HBCU/MI: NONE

Principle supplies/services you will be providing at the prime contractor level (In House):

Optics, Machine Parts

During the past three calendar years, provide the following-.

Description of your methods employed to promote the use of SBs, HUBZone SBs, SDBS, WOSBS, and UBCU/Mi's:

Attend Trade Fairs and Conferences. Corporate member of the Brevard Small Business Assistance Council. Individual assistance given to SB's, HUBZone SBs, SDBS, WOSBS, and UBCU/Mi's

Description of the internal methods used to monitor your utilization of the above (database mgmt, reports, etc.):

Use of management data base to retrieve SB, HUBZone, SBs, SDBS, WOSBS and UBCU/Mi's contract statics. Meetings with buyers. Yearly certification of vendors in database.

NOTE:

IF OFFEROR IS A LARGE BUSINESS, AN ADDITIONAL EVALUATION OF PAST PERFORMANCE OVER THE PAST THREE CALENDAR YEARS IN COMPLYING WITH THE REQUIREMENTS OF FAR 52.219-9, SMALL BUSINESS SUBCONTRACTING PLAN, WILL BE MADE. INCLUDE DOCUMENTATION OF ACCOMPLISHMENTS AGAINST GOALS ESTABLISHED UNDER SUBCONTRACTING PLANS OF PRIOR CONTRACTS.

SMALL BUSINESS, SMALL DISADVANTAGED BUSINESS, SMALL WOMAN-OWNED BUSINESS AND
HUBZone SUBCONTRACT PLAN

DATE: 10/10/00

CONTRACTOR: DRS Optronics Inc
ADDRESS: 2330Commerece Park Drive Palm Bay FL 32905
SOLICITATION OR CONTRACT NUMBER: DAAE20-00-R-0134

ITEM/SERVICE: Gunners Auxiliary Sight (GAS)

The following, together with any attachments, is hereby submitted as a Subcontracting Plan to satisfy the applicable requirements of Public Law 95-507, Section 211 and FAR 19.7, 52-219-8 & 52219-9

1. (a) The total estimated dollar value of all planned. subcontracting (to all types of business concerns) under this: Select only one of the three.)
 - (i) Individual Plan (This Contract Only) is \$ 332,554.00
 - (ii) Division-wide Plan \$
(Represents % of Total Annual Sales)
 - (iii) Company-wide Plan \$
(Represents % of Total Annual Sales)
- (b) The following percentage goals (expressed in terms of total planned subcontracting dollars)are applicable to the plan cited above or to the contract awarded under the solicitation cited.
 - (i) Small business concerns: 76 % of total planned subcontracting dollars under this contract will go to subcontractors who are small business concerns.
 - (aa) Small disadvantaged business (SDB) concerns: 5 % of total planned subcontracting dollars under this contract will go to subcontractors who are small business concerns owned and controlled by socially and economically disadvantaged individuals.
(After October 1, 1999 all SDBs must be certified by the Small Business Administration. A large business may find the listing of certified SDBs on SBA's WebPages at www.sba.gov.
 - (bb) Small women-owned concerns: 3.5 % of total planned subcontracting dollars under this contract will go to subcontractors who are small business concerns owned and controlled by a woman or women who are U.S. citizens and who also control and operate the business.
 - (cc) HUB Zone small business concerns 1.0 % of total planned subcontracting dollars under this contract will go to subcontractors who are small business concerns located on the List of Qualified HUB Zone Small Business Concerns maintained and published on SBA's WebPages [w-www.sba.gov](http://www.sba.gov)- HUB Zone mean a historically under utilized business zone, which is an area located within one or more qualified census tracts, qualified non metropolitan counties, of lands within external boundaries of an Indian reservation.

- (c) The following dollar values correspond to the percentage goals shown in (1) above.
- (i) Total dollars planned to be subcontracted to small business concerns:
\$252,741.00
 - (aa) Total dollars planned to be subcontracted to small disadvantaged business concerns:
\$16,627.00
 - (bb) Total dollars planned to be subcontracted to small women owned business concerns:
\$11,639.00
 - (cc) Total dollars planned to be subcontracted to qualified HUBZone small business concerns:
\$3,326.00
- (d) The following principal products and/or services will subcontracted under this contract, and the distribution among small (SB), small disadvantaged (SDB), small women-owned (WOB), HUBZone (HUB) and large business (LB) concerns is as follows:

<u>SB</u>	<u>SDB</u>	<u>WOB</u>	<u>HUBZone</u>	<u>LB</u>
OPTICS	MACHINING	RUBBER PRODUCTS	MACHINING	LASER
MECHANICAL	FASTNERS	MACHINING		
	RAW MATERIAL			

- (e) The following method was used in developing subcontracting goals (i.e., Statements explaining how the product and services areas to be subcontracted were established, how the areas to be subcontracted to small, small disadvantaged, HUB Zone small business and small women-owned business concerns were determined, and how small, small disadvantaged, HUB Zone small business-and small women-owned business concerns capabilities were determined.)

Opportunities to subcontract many machine items at small businesses were quoted between woman owned small businesses and small disadvantaged businesses. The small disadvantaged business was put into this plan over the small woman owned business, therefore reducing the overall small woman owned business opportunities available for this plan.

- (f) The following method was used to identify potential sources for solicitation purposes:
- (i) Existing company source lists.
 - (ii) PRONET on SBA's WebPages
 - (iii) The National Minority Purchasing Council Vendor Information Services.
 - (iv) Local Small Business Assistance Council Groups.
 - (v) Small, small disadvantaged, HUB Zone small business and small women-owned business concerns trade associations.
 - (vi) Additions to (or deletions from) the service specified above are as follows:

(g) Indirect and overhead costs (check one below)

_____ have been X have not been

included in development of the goals.

(h) If "have been" is checked, explain the method used in determining the proportionate share of indirect costs to be incurred with small, small disadvantaged, HUBZone small business and small women-owned business concerns.

2. The following individual will administer the subcontracting program:

NAME: Thomas R. Veducchio
TITLE: SBLO
ADDRESS: 2330Commerece Park Drive Palm Bay FL 32905

This individual's specific duties, as they relate to the firm's subcontracting program, are as follows:

General overall responsibility for this company's small business program, the development, preparation, and execution of individual subcontracting plans and for monitoring performance relative to contractual subcontracting requirements contained in this plan, including, but not limited to:

- a. Developing and maintaining bidders lists of small, small disadvantaged, HUBZone small business and small women-owned business concerns from all possible sources.
- b. Ensuring that procurement packages are structured to permit small, small disadvantaged, HUBZone small business and small women-owned business concerns to participate to the maximum extent possible.
- c. Assuring inclusion of small, small disadvantaged, HUBZone small business and small women-owned business concerns in all solicitations for products or services, which they are capable of providing.
- d. Reviewing solicitations to remove statements, clauses, etc. which may tend to restrict or prohibit small, small disadvantaged, HUBZone small business and small women-owned business concerns participation.
- e. Ensuring periodic rotation of potential subcontractors by bidders lists.
- f. Ensuring that the bid proposal review board documents its reasons for not selecting low bids submitted by small, small disadvantaged, HUBZone small business and small women-owned business concerns.
- g. Ensuring the establishment and maintenance of records of solicitations and subcontract award activity.
- h. Attending or arranging for attendance of company counselors at business opportunity workshops, minority business enterprise seminars, trade fairs, etc.
- i. Conducting or arranging for conduct of motivational training for purchasing personnel pursuant to the intent of public Law 95-507.

- j. Monitoring attainment of proposed goals.
- k. Preparing and submitting periodic subcontracting reports required.
- l. Coordinating contractor's activities during the conduct of compliance reviews by federal agencies.
- m. Coordinating the conduct of contractor's activities involving its small, small disadvantaged, HUBZone small business and small women-owned business subcontracting program.
- n. Additions to (or deletions from) the duties specified above are as follows:

3. The following efforts will be taken to assure the small, small disadvantaged, HUBZone small business and small women-owned business concerns will have an equitable opportunity to compete for subcontracts:

A Outreach effort will be made as follows:

- (i) Contracts with minority and small business trade associations
- (ii) Contacts with business development organizations
- (iii) Attendance at small and minority business procurement conferences and trade fairs.

B The following internal efforts will be made to guide and encourage buyers:

- (i) Workshops, seminars, and training programs will be conducted.
- (ii) Activities will be monitored to evaluate compliance with this subcontracting plan.

C Small, small disadvantaged, HUBZone small business and small women-owned business concern source lists, guides, and other data identifying small and small disadvantaged business concerns will be maintained and utilized by buyers in soliciting subcontracts.

D Additions to (or deletions from) the above listed efforts are as follows:

4. The offeror (contractor) agrees that the clause entitled "Utilization of small, small Disadvantaged, and Women-Owned small business concerns" will be included in all subcontracts which offer further subcontracting opportunities, and all subcontractors (except small business concerns) who receive subcontracts of \$500,000 or more will be required to adopt and comply with a subcontracting plan similar to this one. Such plans will be reviewed by comparing them with the provisions of Public Law 95-507, and assuring that all minimum requirements of an acceptable subcontracting plan have been satisfied. The acceptability of percentage goals shall be determined on a case-by-case basis depending on the supplies/services involved, the availability of potential small, small disadvantaged, and small women-owned subcontractors, and prior experience. Once approved and implemented, plans will be monitored through the submission of periodic reports, and/or, as time and availability of funds permit, periodic visits to subcontractors' facilities to review applicable records and subcontracting program progress.
5. The offeror (contractor) agrees to (i) cooperate in any studies or surveys as may be required, (ii) submit periodic reports in order to allow the government to determine the extent of compliance by the offeror with the subcontracting plan, (iii) submit standard Form (SF) 294, subcontracting report for individual contracts, and/or SF 295, summary subcontract report, in accordance with the instructions on the forms, and (iv) ensure that its subcontractors agree to submit SFs 294 and 295.
6. The offeror (contractor) agrees that he will maintain at least the following types of records to documents compliance with this subcontracting plan (these records may be maintained on a plant-wide or company-wide basis unless otherwise indicated):
 - I. Source lists, guides, and other data that identify small, small disadvantaged, HUBZone small business and small women-owned business concerns.
 - II. Organizations contacted in an attempt to locate sources that are small, small disadvantaged, HUBZone small business and small women-owned business concerns.
 - III. Records on each subcontract solicitation resulting in an award of more than \$100,000, indicating (a) whether small business concerns were solicited and if not, why not, (b) whether small disadvantaged business concerns were solicited and if not, why not, (c) whether small women-owned business concerns were solicited and if not, why not, (d) whether HUBZone small business concerns were solicited and if not, why not, and (e) if applicable, the reason award was not made to a small business concern.
 - IV. Records of any outreach efforts to contract (a) trade associations, (b) business development organizations, and (c) conferences and trade fairs to locate small, small disadvantaged, HUBZone small business and small women-owned business concern.
 - V. Records of internal guidance and encouragement provided to buyers through (a) workshops, seminars, training, etc., and (b) monitoring performance to evaluate compliance with the program's requirements.
 - VI. On a contract-by-contract basis, records to support award data submitted by the offeror to the government, including the name, address, and business size of each subcontractor. (Not applicable to company or division – wide annual plans.)
 - VII. Records to be maintained in addition to the above are as follows:

DEPARTMENT OF DEFENSE CONTRACT SECURITY CLASSIFICATION SPECIFICATION				1. CLEARANCE AND SAFEGUARDING	
<i>(The requirements of the DoD Industrial Security Manual apply to all aspects of this effort)</i>				a. FACILITY CLEARANCE REQUIRED SECRET	
				b. LEVEL OF SAFEGUARDING REQUIRED SECRET	
2. THIS SPECIFICATION IS FOR: <i>(X and complete as applicable)</i>			3. THIS SPECIFICATION IS: <i>(X and complete as applicable)</i>		
<input checked="" type="checkbox"/>	a. PRIME CONTRACT NUMBER DAE20-01-C-0009		<input checked="" type="checkbox"/>	a. ORIGINAL <i>(Complete date in all cases)</i> Date (YYMMDD)	
<input type="checkbox"/>	b. SUBCONTRACT NUMBER		<input type="checkbox"/>	b. REVISED <i>(Supersedes all previous specs)</i> Revision No.	Date (YYMMDD)
<input checked="" type="checkbox"/>	c. SOLICITATION OR OTHER NUMBER DAE20-00-R-0134	Due Date (YYMMDD)	<input type="checkbox"/>	c. FINAL <i>(Complete Item 3 in all cases)</i> Date (YYMMDD)	
4. IS THIS A FOLLOW-ON CONTRACT? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO. If Yes complete the following Classified material received or generated under _____ <i>(Preceding Contract Number)</i> is transferred to this follow-on contract					
5. IS THIS A FINAL DD FORM 254? <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO. If Yes complete the following In response to the contractor's request dated _____, retention of the identified classified material is authorized for the period of _____.					
6. CONTRACTOR <i>(Include Commercial and Government Entity (CAGE) Code)</i>					
a. NAME, ADDRESS, AND ZIP CODE DRS OPTRONICS, INC. 2330 Commerce Park Dr., NE Palm Bay, Florida 32905		b. CAGE CODE 32865	c. COGNIZANT SECURITY OFFICE <i>(Name, Address, and Zip Code)</i> Southeast Region DIS 2300 Lake Park Drive, Suite 250 Smyrna, GA 30080-7606		
7. SUBCONTRACTOR					
a. NAME, ADDRESS, AND ZIP CODE		b. CAGE CODE	c. COGNIZANT SECURITY OFFICES <i>(Name, Address, and Zip Code)</i>		
8. ACTUAL PERFORMANCE					
a. LOCATION		b. CAGE CODE	c. COGNIZANT SECURITY OFFICE <i>(Name, Address, and Zip Code)</i>		
9. GENERAL IDENTIFICATION OF THIS PROCUREMENT Gunner's Auxiliary Sight for the Abrams Tank.					
10. THIS CONTRACT WILL REQUIRE ACCESS TO:			11. IN PERFORMING THIS CONTRACT, THE CONTRACTOR WILL:		
a. COMMUNICATIONS SECURITY (COMSEC) INFORMATION	YES <input type="checkbox"/>	NO <input checked="" type="checkbox"/>	a. HAVE ACCESS TO CLASSIFIED INFORMATION ONLY AT ANOTHER CONTRACTOR'S FACILITY OR A GOVERNMENT ACTIVITY	YES <input type="checkbox"/>	NO <input checked="" type="checkbox"/>
b. RESTRICTED DATA	<input type="checkbox"/>	<input checked="" type="checkbox"/>	b. RECEIVE CLASSIFIED DOCUMENTS ONLY	<input type="checkbox"/>	<input checked="" type="checkbox"/>
c. CRITICAL NUCLEAR WEAPON DESIGN INFORMATION	<input type="checkbox"/>	<input checked="" type="checkbox"/>	c. RECEIVE AND GENERATE CLASSIFIED MATERIAL	<input checked="" type="checkbox"/>	<input type="checkbox"/>
d. FORMERLY RESTRICTED DATA:	<input type="checkbox"/>	<input checked="" type="checkbox"/>	d. FABRICATE, MODIFY, OR STORE CLASSIFIED HARDWARE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
e. INTELLIGENCE INFORMATION:			e. PERFORM SERVICES ONLY	<input type="checkbox"/>	<input type="checkbox"/>
(1) Sensitive Compartmented Information (SCI)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	f. HAVE ACCESS TO U.S. CLASSIFIED INFORMATION OUTSIDE THE U.S., PUERTO RICO, U.S. POSSESSIONS AND TRUST TERRITORIES	<input type="checkbox"/>	<input checked="" type="checkbox"/>
(2) Non-SCI	<input type="checkbox"/>	<input checked="" type="checkbox"/>	g. BE AUTHORIZED TO USE THE SERVICES OF DEFENSE TECHNICAL INFORMATION CENTER (DTIC) OR OTHER SECONDARY DISTRIBUTION CENTER	<input type="checkbox"/>	<input checked="" type="checkbox"/>
f. SPECIAL ACCESS INFORMATION	<input type="checkbox"/>	<input checked="" type="checkbox"/>	h. REQUIRE A COMSEC ACCOUNT	<input type="checkbox"/>	<input checked="" type="checkbox"/>
g. NATO INFORMATION	<input type="checkbox"/>	<input checked="" type="checkbox"/>	i. HAVE A TEMPEST REQUIREMENT	<input type="checkbox"/>	<input checked="" type="checkbox"/>
h. FOREIGN GOVERNMENT INFORMATION	<input type="checkbox"/>	<input checked="" type="checkbox"/>	j. HAVE OPERATIONS SECURITY (OPSEC) REQUIREMENTS	<input type="checkbox"/>	<input checked="" type="checkbox"/>
i. LIMITED DISSEMINATION INFORMATION	<input type="checkbox"/>	<input checked="" type="checkbox"/>	k. BE AUTHORIZED TO USE THE DEFENSE COURIER SERVICE	<input type="checkbox"/>	<input checked="" type="checkbox"/>
j. FOR OFFICIAL USE ONLY INFORMATION	<input type="checkbox"/>	<input checked="" type="checkbox"/>	l. OTHER <i>(Specify)</i>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
k. OTHER <i>(Specify)</i>	<input type="checkbox"/>	<input checked="" type="checkbox"/>			

Previous editions are obsolete

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12. PUBLIC RELEASE. Any information (classified or unclassified) pertaining to this contract shall not be released for public dissemination except as provided by the industrial Security Manual or unless it has been approved for public release by appropriate U.S. Government authority. Proposed public release shall be submitted for approval prior to release

 Direct Through (Specify):

None Authorized

to the Directorate for Freedom of Information and Security Review, Office of the Assistant Secretary of Defense (Public Affairs)* for review.
*In the case of non-DoD User Agencies, requests for disclosure shall be submitted to that agency.

13. SECURITY GUIDANCE. The security classification guidance needed for this effort is identified below. If any difficulty is encountered in applying this guidance or if any other contributing factor indicates a need for changes in this guidance, the contractor is authorized and encouraged to provide recommended changes: to challenge the guidance or classification assigned to any information or material furnished or generated under this contract; and to submit any questions for interpretation of this guidance to the official identified below. Pending final decision, the information involved shall be handled and protected at the highest level of classification assigned or recommended. (Fill in as appropriate for the classified effort. Attach, or forward under separate correspondence, any document/guides/extracts referenced herein. Add additional pages as needed to provide complete guidance.

All classified material received or generated under this contract must be controlled in accordance with DOD 5220.22-M.

14. ADDITIONAL SECURITY REQUIREMENTS. Requirements, in addition to ISM requirements, are established for this contract. (If Yes, identify the pertinent contractual clauses in the contract document itself, or provide an appropriate statement which identifies the additional requirements. Provide a copy of the requirements to the cognizant security office. Use item 13 if additional space is needed.)

 Yes No

15. INSPECTIONS. Elements of this contract are outside the inspection responsibility of the cognizant security office. (If Yes, explain and identify specific areas or elements carved out and the activity responsible for inspections. Use item 13 if additional space is needed.)

 Yes No

16. CERTIFICATION AND SIGNATURE. Security requirements stated herein are complete and adequate for safeguarding the classified information to be released or generated under this classified effort. All questions shall be referred to the official named below.

a. TYPED NAME OF CERTIFYING OFFICIAL

b. TITLE

c. TELEPHONE (Include Area Code)

d. ADDRESS (Include ZIP Code)

e. SIGNATURE

17. REQUIRED DISTRIBUTION

- a. CONTRACTOR
- b. SUBCONTRACTOR
- c. COGNIZANT SECURITY OFFICE FOR PRIME AND SUBCONTRACTOR
- d. U.S. ACTIVITY RESPONSIBLE FOR OVERSEAS SECURITY ADMINISTRATION
- e. ADMINISTRATIVE CONTRACTING OFFICER
- f. OTHERS AS NECESSARY