



REAL-TIME LABORATORIES, LLC

September 24, 2002

TACOM RI
Irene Mawson
1 Rock Island Arsenal
Rock Island, IL 61299-7630
Fax: (309) 782-3813

Dear Ms. Mawson,

Attached please find a revised Individual Subcontracting Plan for contract DAAE20-02-R-0059.

In the attached plan, we have modified our goals as follows:

SB:	25.0%.
HUBZSB:	0.2%.
SDB:	5.0%.
WOSB:	5.0%.
VOSB:	1.0%.
SDVOSB:	0.2%.

Real-Time Laboratories understands that our 0.2% for HUBZSB is below TACOM's target percentage of 2.5% and that our VOSB is also below the target percentage of 3%. However, this program has many specialized parts that are difficult to procure from sources that have not produced these parts in the past. Therefore, it is extremely difficult for new subcontractors to submit competitive pricing for this particular contract.

Real-Time Laboratories understands that it is in our best interest to subcontract to qualified companies that are classified as HUBZone, Small Disadvantaged, Women-Owned, Veteran Owned, or Service Disabled Veteran Owned. We continue to search for, and develop these categories of suppliers and will use them whenever possible.

Best Regards,

Randy Maxson
Contracts Manager

990 S. Rogers Circle #5, Boca Raton, FL 33487
Phone: (561) 988-8826 x215 Fax: (561) 988-6993
Email: bobk@real-timelabs.com
www.real-timelabs.com

SUBCONTRACTING PLAN

SOLICITATION # DAAE20-02-R-0059

This plan follows the format for addressing the eleven elements as shown at FAR 52.219-9(d).
Please be sure to address all eleven elements!

Contractor: Real-Time Laboratories, LLC
Address: 990 S. Rogers Circle #5
Boca Raton, FL 33487

Approximate Value of Contract: \$694,200.00

(X) Individual Plan () Master Plan () Commercial Plan

NOTE: For contracts containing options, the percentage goals and dollars must be shown separately for the basic contract period and for EACH option period.

(1) – GOALS

State the percentage of total planned subcontracting dollars that will go to all Small Business (SB) concerns, HUB Zone Small Business (HSB) concerns, Small Disadvantaged Business (SDB) concerns, Women-Owned Small Business (WOSB) concerns, Veteran-Owned Small Business (VOSB) and Service Disabled Veteran-Owned Small Business (SDVOSB) concerns.

Basic Contract – Year 1:

- a. SB: 25%. (Includes HSB, SDB, WOSB and SDVOSB when applicable.)
- b. HUBZSB: 0.2%.
- c. SDB: 5.0%
- d. WOSB: 5.0%
- e. VOSB: 1.0%.
- f. SDVOSB: 0.2%
- g. HBC/MI: 0%

Option - Year 2:

- a. SB: 25%. (Includes HSB, SDB, WOSB and SDVOSB when applicable.)
- b. HUBZSB: 0.2%
- c. SDB: 5.0%
- d. WOSB: 5.0 %
- e. VOSB: 1.0%
- f. SDVOSB 0.2%
- g. HBC/MI: 0%

Option - Year 3:

- a. SB: _____. (Includes HSB, SDB, WOSB and SDVOSB when applicable.)
- b. HUBZSB: _____.
- c. SDB: _____.
- d. WOSB: _____.
- e. VOSB: _____.
- f. SDVOSB: _____.
- g. HBC/MI: _____.

Option - Year 4:

- a. SB: _____. (Includes HSB, SDB, WOSB and SDVOSB when applicable.)
- b. HUBZSB: _____.
- c. SDB: _____.
- d. WOSB: _____.
- e. VOSB: _____.
- f. SDVOSB: _____.
- g. HBC/MI: _____.

Option - Year 5: N/A

- a. SB: _____%. (Includes HSB, SDB, WOSB and SDVOSB when applicable.)
- b. HUBZSB: _____%.
- c. SDB: _____%.
- d. WOSB: _____%.
- e. VOSB: _____%.
- f. SDVOSB: _____%.
- g. HBC/MI: _____%

(2) - STATEMENT OF DOLLARS

The following dollar values correspond to the percentage goals in (1).

Basic Contract - Year 1:

- a. Total planned subcontracting dollars: \$155,498.00
- b. Dollars planned to be subcontracted to SB (includes HSB, SDB, WOSB and SDVOSB): \$38,874.5
- c. Dollars planned to be subcontracted to HSB: \$311.00
- d. Dollars planned to be subcontracted to SDB: \$7775.00
- e. Dollars planned to be subcontracted to WOSB: \$7775.00
- f. Dollars planned to be subcontracted to VOSB: \$1555.00
- g. Dollars planned to be subcontracted to SDVOSB: \$311.00
- h. Dollars planned to be subcontracted to HBC/MI: \$ _____.

Option - Year 2: N/A

- a. Total planned subcontracting dollars: \$77,749.00
- b. Dollars planned to be subcontracted to SB (includes HSB, SDB, WOSB and SDVOSB): \$19,437.00
- c. Dollars planned to be subcontracted to HSB: \$155.00
- d. Dollars planned to be subcontracted to SDB: \$3887.00
- e. Dollars planned to be subcontracted to WOSB: \$3887.00
- f. Dollars planned to be subcontracted to VOSB: \$778.00
- g. Dollars planned to be subcontracted to SDVOSB: \$155.00
- h. Dollars planned to be subcontracted to HBC/MI: \$ _____.

Option - Year 3: N/A

- a. Total planned subcontracting dollars: \$ _____.
- b. Dollars planned to be subcontracted to SB (includes HSB, SDB, WOSB and SDVOSB): \$ _____.
- c. Dollars planned to be subcontracted to HSB: \$ _____.
- d. Dollars planned to be subcontracted to SDB: \$ _____.
- e. Dollars planned to be subcontracted to WOSB: \$ _____.
- f. Dollars planned to be subcontracted to VOSB: \$ _____.
- g. Dollars planned to be subcontracted to SDVOSB: \$ _____.
- h. Dollars planned to be subcontracted to HBC/MI: \$ _____.

Option - Year 4: N/A

- a. Total planned subcontracting dollars: \$ _____.
- b. Dollars planned to be subcontracted to SB (includes HSB, SDB, WOSB and SDVOSB): \$ _____.
- c. Dollars planned to be subcontracted to HSB: \$ _____.
- d. Dollars planned to be subcontracted to SDB: \$ _____.
- e. Dollars planned to be subcontracted to WOSB: \$ _____.
- f. Dollars planned to be subcontracted to VOSB: \$ _____.
- g. Dollars planned to be subcontracted to SDVOSB: \$ _____.
- h. Dollars planned to be subcontracted to HBC/MI: \$ _____.

Option - Year 5: N/A

- a. Total planned subcontracting dollars: \$ _____.
- b. Dollars planned to be subcontracted to SB (includes HSB, SDB, WOSB and SDVOSB): \$ _____.
- c. Dollars planned to be subcontracted to HSB: \$ _____.
- d. Dollars planned to be subcontracted to SDB: \$ _____.
- e. Dollars planned to be subcontracted to WOSB: \$ _____.
- f. Dollars planned to be subcontracted to VOSB: \$ _____.
- g. Dollars planned to be subcontracted to SDVOSB: \$ _____.
- h. Dollars planned to be subcontracted to HBC/MI: \$ _____.

X Subcontracting opportunities do not exist for HBCUs and MIs.

(3) - DESCRIPTION OF PRINCIPLE PRODUCTS AND TYPES OF BUSINESSES SUPPLYING THEM

(check all that apply)

PRINCIPLE PRODUCTS	SB	HSB	SDB	WOSB	VOSB	SDVOSB
MACHINED COMPONENTS	X					
ELECTRICAL COMPONENTS	X					
MS ITEMS	X					

(4) - METHOD USED TO DEVELOP GOALS

Explain how you arrived at your percentage goals and dollars for subcontracting to SB, HSB, SDB, WOSB, VOSB and SDVOSB.

RTL reviews annual planned purchases and establishes goals based on the types of items required to be purchased, by reviewing previous small business sourcing and by searching the sources listed below to identify qualifiable small business sources for those items deemed appropriate for small business subcontracting. Since this is an established product with established sources, the goals are based on those sources. RTL will put in the effort to improve our results with the goal on SDB to achieve 5%.

(5) - METHOD USED TO IDENTIFY POTENTIAL SUBCONTRACTING SOURCES

(Check all that apply)

- X Company Source Lists.
- X Procurement Marketing and Access Network (PRO-NET). See www.sba.gov
- X National Minority Purchasing Council Vendor Information Service.
- U.S. Department of Commerce Minority Business Development Agency's Research and Information Service.
- X SB, HUBZSB, SDB, WOSB, VOSB and SDVOSB Trade Associations.
- SBA's Lists of Certified SDB and HUBZSB Concerns.
- Other: Explain - _____

(6) - INDIRECT COSTS (Check which applies.)

- X Indirect costs **have not** been included in establishing subcontracting goals.
- Indirect costs **have** been included in establishing subcontracting goals.
If included, describe how you determine the proportionate share of indirect costs incurred with: SB, HSB, SDB, WOSB, VOSB and SDVOSB:

(7) - ADMINISTRATION OF SUBCONTRACTING PROGRAM

The following individual employed by the offer or will administer this subcontracting plan:

Name: DAN ASHBRIDGE

Address: 990 S. ROGERS CIRCLE, SUITE 5, BOCA RATON, FL 33487

Telephone: 561-988-8828, x224

Title: MATERIALS MANAGER

Description of Duties: RESPONSIBLE FOR PURCHASING, STOCKROOM, SMALL BUSINESS SUBCONTRACTING INVENTORY CONTROL

(8) - EQUITABLE OPPORTUNITY TO COMPETE

Describe your efforts to ensure that SB, HSB, SDB, WOSB, and SDVOSB have an equitable opportunity to compete for subcontracts. These efforts include, but are not limited to, the following activities:

Outreach Efforts to Obtain Sources:

- Contact minority and small business trade associations.
- Contact business development organizations.
- Attend small and minority business procurement conferences and trade fairs.
- Use PRO-NET to locate sources.
- Other: Explain - _____

Internal Efforts to Guide and Encourage Purchasing Personnel:

- Present workshops, seminars, and training programs.
- Establish, maintain, and use SB, HSB, SDB, WOSB, VOSB and SDVOSB source lists, guides, and other data for soliciting subcontracts.
- Other: Explain - _____

(9) - INCLUSION OF FAR CLAUSE 52.219-8, "UTILIZATION OF SMALL BUSINESS CONCERNS," IN SUBCONTRACTS

Place a check by each statement as assurance that the following will be done:

- I agree to include FAR Clause 52.219-8, "Utilization of Small Business Concerns," in all subcontracts that offer further subcontracting opportunities.
- I will require all subcontractors (except SB concerns) that receive subcontracts in excess of \$500,000 to adopt a subcontracting plan similar to this one that complies with the eleven elements in FAR 52.219-9.

(10) - REQUIREMENT TO COOPERATE IN STUDIES AND SUBMISSION OF REPORTS

Place a check by each statement as assurance that the following will be done:

- I agree to cooperate in any studies or surveys as may be required.
- I agree to submit periodic reports so that the Government can determine the extent of compliance with the subcontracting plan.
- I agree to 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 or as provided in agency regulations and in paragraph (j) of this clause.
- I agree to ensure that my subcontractors will submit SF 294 and SF 295 reports.

(11) - DESCRIPTION OF TYPES OF RECORDS TO BE MAINTAINED

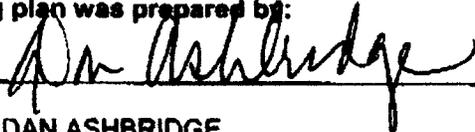
(Check if in agreement)

- I agree to maintain the following records to show compliance with this subcontracting plan:

- a. Source lists (e.g., PRO-NET), guides, and other data that identify SB, HSB, SDB, WOSB, VOSB and SDVOSB concerns.
- b. Records on organizations contacted to locate SB, HSB, SDB, WOSB, VOSB and SDVOSB sources.
- c. Records on each subcontract solicitation resulting in an award of more than \$100,000, indicating
 - (1) Whether SB concerns were solicited and, if not, why not.
 - (2) Whether HSB concerns were solicited and, if not, why not.
 - (3) Whether SDB concerns were solicited and, if not, why not.
 - (4) Whether WOSB concerns were solicited and, if not, why not.
 - (5) Whether VOSB concerns were solicited and, if not, why not.
 - (6) Whether SDVOSB concerns were solicited and, if not, why not.
 - (7) If applicable, the reason award was not made to a SB, HSB, SDB, WOSB, VOSB and SDVOSB concern.
- d. Records of outreach efforts to contact:
 - (1) Trade associations.
 - (2) Business development organizations.
 - (3) Conferences and trade fairs to locate SB, HSB, SDB, WOSB VOSB and SDVOSB sources.
- e. Records of internal guidance and encouragement provided to buyers through:
 - (1) Workshops, seminars, training, etc...
 - (2) Monitoring performance to evaluate compliance with the program's requirements.
- f. On a contract-by-contract basis, records to support award data submitted to the Government, including the name, address, and business size of each subcontractor.

This subcontracting plan was prepared by:

SIGNATURE: _____



PRINTED NAME: DAN ASHBRIDGE

TITLE: MATERIALS MANAGER

PHONE NUMBER: (561) 988-8826

DATE PREPARED: 9/13/02