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SECTION A - SUPPLEMENTAL INFORMATION

THE PURPOSE OF THIS AMENDMENT IS TO:

1. ANNOUNCE THE CLOSING OF SEGMENT I SMALL ARMS RANGES, AS OF 3:45P.M., AUGUST 20, 2001. PROPOSALS FOR SEGMENT I WILL NO LONGER BE ACCEPTED. SEGMENT I PROPOSALS RECEIVED AFTER THIS CLOSING DATE SHALL BE DEEMED LATE AND NOT ACCEPTABLE IN ACCORDANCE WITH FAR 15.208.

2. ANNOUNCE THAT SEGMENT II OF THIS SOLICITATION, FOR ARMOR RANGES IS HEREBY OPEN. Proposals are requested for Segment II - Armor Ranges, and shall be submitted prior to the closing date of 20SEPTEMBER2001. This amendment requests proposals for Segment II - Armor Ranges only. Subsequent segments will be announced via a synopsis in the Commerce Business Daily, followed by the posting of an amendment to this solicitation on our solicitation home page at <http://aais.ria.army.mil/aais/SOLINFO/index.htm>. Segment II - Armor Ranges includes the following range types:

- CLIN 0008 Hardwired Armor Range
- CLIN 0009 Radio Frequency Armor Range
- CLIN 0010 Radio Frequency Light Weight Portable Armor Range

NOTE: This amendment, 0006, must be acknowledged by all offerors intending to submit a proposal for Segment II - Armor Ranges. Offerors that did not submit a proposal for Segment I - Small Arms Ranges must, also, sign and return the SF33 for the basic solicitation, DAAE20-01-R-0083.

3. Add the following sentences to paragraph 8. Non-Competitive Order Placement (Economic Price Adjustment), found on page 5 or 70 of this solicitation:

Price escalation (for pricing periods 2 through 10) for Segment II - Armor Ranges will be calculated from October 2001 to the month of order issuance.

The Government shall calculate the price multiplier as follows: (for Segment II awards)

Multiplier =

Preliminary Index for Order Month October 2001 Index
October 2001 Index

4. Change the first paragraph of Section C DESCRIPTION/SPECIFICATIONS/WORK STATEMENT, by adding the following Performance Descriptions:

- ATTACHMENT 017 HARD WIRE ARMOR RANGE INSTALLATIONS
- ATTACHMENT 018 RADIO FREQUENCY ARMOR RANGE INSTALLATIONS
- ATTACHMENT 019 RADIO FREQUENCY, LIGHT WEIGHT PORTABLE ARMOR RANGE

5. Change Section F, DELIVERIES OR PERFORMANCE clause by adding the following:

Delivery periods for Segment II - Armor Ranges will be established as follows:

CONUS Armor Range Deliveries: The normal delivery period for Armor CONUS range installation shall be 150** days to produce, assemble, deliver, install and complete contractor testing on all items in accordance with the requirements of the Performance Description. The contractor must notify the contracting officer at least 5 days prior to Government final inspection and testing. The Government shall have a maximum of 7 additional days for Qualification testing or 3 additional days for Range Acceptance testing and interim acceptance of the range. The contractor shall have up to a maximum of 15 days thereafter to complete the training required for final acceptance of the range. Consequently, the number of days that will normally be allocated in Section B for complete acceptance of CONUS Armor ranges will be 177** days total time after delivery order issuance for ranges requiring Qualification testing or 173** days for follow-on ranges requiring only Range Acceptance testing.

OCONUS Armor Range Deliveries: The normal delivery period for OCONUS Armor Range installation shall be as outlined for Standard CONUS Armor Ranges above with the exception that the Government shall have an additional 30 days in order to perform a partial acceptance of the contractors equipment* and to ship the equipment to the overseas destination FOB origin. Consequently, the number of days that will be allocated in Section B for complete acceptance of OCONUS Armor Ranges will be 207** days total time after delivery order issuance for ranges requiring Qualification testing or 203** days for follow-on ranges requiring only Range Acceptance testing.

*A partial acceptance of the contractors equipment, based on count and condition (no payment will be granted until the range is accepted), will be granted upon delivery of the complete manifest of hardware for a single site to the Government's Quality Assurance Representative at the contractor's plant, prior to transshipment.

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**the Government reserves the right to request a shorter delivery schedule (up to 30 days less) if necessary. This will only occur under competitive ordering procedures. Contractors not able to meet the shorter delivery schedule should not submit pricing for such orders.

Time is of the essence. Offerors must comply with the delivery requirements specified herein regardless of any of the modifications that must be made to meet the minimum requirements of the Performance Description.

6. Add the attached SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS, APPLICABLE TO SEGMENT II - ARMOR RANGES

7. Add the attached SECTION M - EVALUATIONS FACTORS FOR AWARD (BASIS FOR AWARD, FACTORS AND SUBFACTORS TO BE EVALUATED, EVALUATION APPROACH) APPLICABLE TO SEGMENT II - ARMOR RANGES

8. Add the following attachments (see section J listing):

ATTACHMENT 017: HARD WIRE ARMOR RANGE INSTALLATIONS

ATTACHMENT 018: RADIO FREQUENCY ARMOR RANGE INSTALLATIONS

ATTACHMENT 019: RADIO FREQUENCY, LIGHT WEIGHT PORTABLE ARMOR RANGE

ATTACHMENT 020: ATKS/GUFS DRAWINGS

ATTACHMENT 021: PRICING SHEETS FOR COMPONENTS, INSTALLATION, TRAINING AND INSTALLATION TRAVEL COSTS (ATS-ARMOR.xls)

ATTACHMENT 022: OPERATION AND SUPPORT COST SHEETS (OandS-ARMOR.xls)

ATTACHMENT 023: ARMOR PRICING ASSUMPTIONS

NOTE: APPENDIX B of the Armor Performance Descriptions, NON-CONTACT HIT SENSOR INTERFACES, is currently not available, but will be provided in the future via an amendment to this solicitation.

THE DATE AND TIME SPECIFIED FOR RECEIPT OF SEGMENT II - ARMOR RANGE PROPOSALS IS 20SEPTEMBER2001, 3:45PM.

*** END OF NARRATIVE A 009 ***

Name of Offeror or Contractor:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
0008	<p>SECTION B - SUPPLIES OR SERVICES AND PRICES/COSTS</p> <p><u>Supplies or Services and Prices/Costs</u></p> <p><u>HARDWIRE ARMOR RANGE INSTALLATION</u></p> <p>SECURITY CLASS: Unclassified</p> <p><u>DESCRIPTION/SPECS./WORK STATEMENT:</u></p> <p>INCLUDES:</p> <p>RANGE CONTROL STATION (RCS) STATIONARY INFANTRY TARGET (SIT) DOUBLE TARGET LIFTER SIT (DSIT) MOVING INFANTRY TARGET (MIT) STATIONARY ARMOR TARGET (SAT) MOVING ARMOR TARGET (MAT) SOUND EFFECTS SIMULATOR (SES) SES STAND ALONE KIT MILES SHOOT BACK DEVICE (MSD) MUZZLE FLASH SIMULATOR (MFS) SIT MILES INTERFACE INSTALLATION TRAINING MANUALS 3YR WARRANTY</p> <p><u>Inspection and Acceptance</u></p> <p>INSPECTION: DESTINATION ACCEPTANCE: DESTINATION</p> <p><u>Deliveries or Performance</u></p> <p>F.O.B. ORIGIN</p> <p>(End of narrative B001)</p> <p><u>Packaging and Marking</u></p>				
0009	<p><u>Supplies or Services and Prices/Costs</u></p> <p><u>RADIO FREQUENCY ARMOR RANGE INSTALLATIONS</u></p> <p>SECURITY CLASS: Unclassified</p> <p><u>DESCRIPTION/SPECS./WORK STATEMENT:</u></p> <p>INCLUDES:</p> <p>RANGE CONTROL STATION WITH RANGE CONTROL COMPUTER (RCS W/RCC) RANGE CONTROL STATION WITH RANGE CONTROL COMPUTER AND 1 HAND HELD CONTROLLER (RCS W/RCC 1HHC) RANGE CONTROL STATION WITH 1 HAND HELD CONTROLLER (RCS W/1HHC) RANGE CONTROL STATION WITH 2 HAND HELD CONTROLLERS (RCS W/2HHC) STATIONARY INFANTRY TARGET (SIT) DOUBLE TARGET LIFTER SIT (DSIT)</p>				

Name of Offeror or Contractor:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
0010	<p>MOVING INFANTRY TARGET (MIT) STATIONARY ARMOR TARGET (SAT) MOVING ARMOR TARGET (MAT) SOUND EFFECTS SIMULATOR (SES) SES STAND ALONE KIT MILES SHOOTBACK DEVICE (MSD) MUZZLE FLASH SIMULATOR (MFS) SIT MILES INTERFACE INSTALLATION TRAINING MANUALS 3YR WARRANTY</p> <p><u>Inspection and Acceptance:</u> INSPECTION: DESTINATION ACCEPTANCE: DESTINATION</p> <p><u>Deliveries or Performance:</u> F.O.B. ORIGIN</p> <p>(End of narrative B001)</p> <p><u>Packaging and Marking</u></p> <p><u>Supplies or Services and Prices/Costs</u></p> <p>R.F. LIGHT WEIGHT PORTABLE ARMOR RANGE</p> <p>SECURITY CLASS: Unclassified</p> <p><u>DESCRIPTION/SPECS./WORK STATEMENT:</u></p> <p><u>INCLUDES:</u></p> <p>___ RANGE CONTROL STATION WITH RANGE CONTROL COMPUTER (RCS W/RCC) RANGE CONTROL STATION WITH RANGE CONTROL COMPUTER AND 1 HAND HELD CONTROLLER (RCS W/RCC 1HHC) RANGE CONTROL STATION WITH HAND HELD CONTROLLER (RCS W/HCC) STATIONARY INFANTRY TARGET (SIT) DOUBLE TARGET LIFTER SIT (DSIT) MOVING INFANTRY TARGET (MIT) STATIONARY ARMOR TARGET (SAT) MOVING ARMOR TARGET (MAT) SOUND EFFECTS SIMULATOR (SES) SES STAND ALONE KIT MILES SHOOTBACK DEVICE (MSD) MUZZLE FLASH SIMULATOR (MFS) SIT MILES INTERFACE TRAINING MANUALS 3YR WARRANTY</p>				

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ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
	<p data-bbox="272 281 553 302"><u>Inspection and Acceptance</u></p> <p data-bbox="272 333 789 354">INSPECTION: ORIGIN ACCEPTANCE: DESTINATION</p> <p data-bbox="272 415 553 436"><u>Deliveries or Performance</u></p> <p data-bbox="272 468 422 489">F.O.B. ORIGIN</p> <p data-bbox="444 600 699 621">(End of narrative B001)</p> <p data-bbox="264 680 501 701"><u>Packaging and Marking</u></p>				

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SECTION J - LIST OF ATTACHMENTS

<u>List of Addenda</u>	<u>Title</u>	<u>Date</u>	<u>Number of Pages</u>	<u>Transmitted By</u>
Attachment 017	HARD WIRE ARMOR RANGE INSTALLATIONS	20-AUG-2001	059	
Attachment 018	RADIO FREQUENCY ARMOR RANGE INSTALLATIONS	20-AUG-2001	063	
Attachment 019	RADIO FREQUENCY, LIGHT WEIGHT PORTABLE ARMOR RANGE	20-AUG-2001	058	
Attachment 020	ATKS/GUFS DRAWINGS		039	
Attachment 021	PRICING SHEETS FOR COMPONENTS, INSTALLATION, TRAINING AND INSTALLATION TRAVEL COSTS (ATS-ARMOR.XLS)		010	
Attachment 022	OPERATION AND SUPPORT COST SHEETS (OANDS-ARMOR.XLS)		041	
Attachment 023	ARMOR PRICING ASSUMPTIONS		001	

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SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS

SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS - SEGMENT II - ARMOR RANGES

1. These instructions, conditions, and notices are specific to the SEGMENT II - Armor Ranges segment, that is being procured at this time. The solicitation shall be amended for the procurement of subsequent segments (i.e., ERETS Compatible equipment, etc.) and these amendments will contain the instructions, conditions, and notices governing these future procurements. Offerors are not required to propose on all CLINs or Segments to be considered for award.

2. Offerors must comply with the following instructions. Deviations from the instructions may result in an offer being considered inadequate for evaluation purposes. Proposals must be submitted electronically in accordance with clause LS7011, Electronic Bids/Offers. Proposals may also be transmitted via E-mail to TACOM-RI-TDP@RIA.ARMY.MIL or to BARNESG@RIA.ARMY.MIL.

3. Offerors must submit the following as part of their proposal(s):

a. Unless previously submitted under Segment I - Small Arms, a completed and signed Standard Form 33, Solicitation, Offer and Award for Solicitation DAAE20-01-R-0083 and a signed, written acknowledgement of all amendments relating to the general terms and conditions of the solicitation. Again, Segment I - Small Arms, of the solicitation is closed.

b. A signed written acknowledgement of all amendments relating to Segment II - Armor Ranges of solicitation DAAE20-01-R-0083.

c. Completed pricing sheets for Components, Installation, Training and Installation Travel Costs - Segment II.

d. Completed Operation and Support Costs Sheets - Segment II.

e. Written Technical Proposals in accordance with paragraph 4 (below).

4. Awards will be made based on the lowest price technically acceptable source selection process. Technical proposals will be evaluated for acceptability on a go/no-go basis and will not be ranked. The evaluation factors that establish the requirements of acceptability are set forth below. Awards will be made on the basis of the lowest evaluated price of proposals meeting or exceeding the acceptability standards for non-price factors. Technical proposals exceeding the government's acceptability standards shall not be granted extra points or extra consideration in the selection process since technical proposals will be evaluated only on a go/no-go basis. The Government intends to award without discussions, but reserves the right to open discussions at the sole discretion of the Contracting Officer.

a. Technical Proposals. Each offeror shall document compliance to the performance description and provide, in detail, a technical proposal that clearly defines and describes, in narrative form, how their existing Armor Targetry system will meet or exceed the various paragraphs of the performance descriptions. Offerors must address each and every paragraph of Section 3, Requirements, in the order they appear in the performance description and explain how they shall meet the performance requirements; a simple yes, will meet the requirement will not be acceptable. Offerors must also address any modifications to their existing products that are required to meet all performance description requirements.

All pages shall be in the English Language and each page shall be numbered.

b. The technical proposal shall include a diagram defining all components to be installed on a range for each CLIN type being proposed. This includes all the RCS equipment and any additional equipment not provided by the USG. This diagram shall contain an exploded view of each type of target and it's associated target pit area, all power devices, all simulators, all ancillary equipment, and any other equipment to be installed in the target pit. This shall be shown to scale and be marked appropriately.

c. Price Proposals

Offerors must submit prices electronically using the attached Microsoft Excel files (ATS-ARMOR.xls and OandS-ARMOR.xls). Offerors may insert rows and/or pages, if necessary. A pricing assumptions sheet has been included at attachment 023 to this solicitation for offerors to use in preparation of their pricing proposals.

File ATS-Armor.xls includes the following worksheets (tabs):

Component Prices (COMPONENT): There are three pages in this worksheet: Hardwired (CLIN 0008), Radio Frequency (CLIN 0009), and Lightweight Portable (CLIN 0010). Offerors must complete the appropriate section for each CLIN they want to be considered for award. Hardware prices must be submitted on an end-item basis (i.e., MIT, SIT, SAT, MAT, etc) for various quantity ranges. Offerors are to fill in the ranges and prices. Ranges must include the stated low and high quantities. Note: The quantity ranges may exceed the

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maximum number of hardware required for a single training range. This is because several ranges may be awarded on the same delivery order and consolidated quantities will be used for determining the hardware unit prices. This is only for hardware costs, not installation costs.

Hardwired Installation Costs (INSTALL-HW-CONUS and INSTALL-HW-OCONUS): these two pages will only be completed by offerors submitting a proposal for CLIN 0008, Hardwired.

Radio Frequency Installation Costs (INSTALL-RF-CONUS and INSTALL-RF-OCONUS): These two pages will only be completed by offerors submitting a proposal for CLIN 0009.

(Installation costs are not applicable to Radio Frequency, Light Weight Portable Armor Ranges)

Training Costs (TRAINING): All offerors must complete one or more lines on this worksheet, depending on the CLINs you want to be considered for award (i.e., Hardwired for CLIN 0008 and/or Radio Frequency for CLIN 0009, etc.). Offerors must insert the total cost of training by range type based on the listed geographic zones. All prices must include operator, scenario, maintenance, and continuation training.

Installation Travel Costs (TRAVEL): There are two pages in this worksheet: Corps of Engineers Hardwired (CLIN 0008), and Radio Frequency (CLIN 0009). All offerors must complete the appropriate page(s) to be considered for award of the respective CLIN. These are the personnel travel costs (i.e., transportation, hotel, car rental, etc.) associated with the installation of hardware. The purpose of segregating travel costs is twofold: to give the offerors a more reasonable basis to estimate firm fixed prices and to avoid the unnecessary and random escalation of installation prices.

File OandS-Armor.xls includes the following worksheets (tabs):

General Directions for Completing Operation and Support Costs (GENERAL DIRECTIONS): Offerors are cautioned to read these directions for filling out the Operation and Support Costs worksheets.

Expected Usage Rates (USAGE): this worksheet gives the hardware usage rates for calculating frequency of operation and support tasks.

End Item List (END ITEM LIST): this worksheet identifies the primary components for each range type.

Hardwire (Hardwire): Offerors submitting a proposal for CLIN 0008 must complete all pages of this worksheet.

Radio Frequency: Offerors submitting a proposal for CLIN 0009 must complete all pages of this worksheet.

Lightweight Portable: Offerors submitting a proposal for CLIN 0010 must complete all pages of this worksheet.

The Contracting Officer has initially determined that adequate price competition is anticipated for this procurement; therefore, certified cost or pricing data is not required. If the Contracting Officer later determines that certified cost or pricing data is necessary, offerors must provide it with 30 days of the Contracting Officer's request.

*** END OF NARRATIVE L 002 ***

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SECTION M - EVALUATION FACTORS FOR AWARD

SECTION M SEGMENT II - Armor Ranges

EVALUATION FACTORS FOR AWARD (BASIS FOR AWARD, FACTORS AND SUBFACTORS TO BE EVALUATED, EVALUATION APPROACH)

The following are the evaluation factors for Segment II awards:

1. These evaluation factors for award are specific to the Armor segment that is being procured at this time. Future amendments for the procurement of other subsequent segments (i.e., ERETS Compatible Equipment, etc.) will contain their own evaluation factors.
2. Any proposal that is considered unacceptable in terms of technical capability, unreasonably high or low price, or contains significant inconsistencies between proposed performance and price may be judged as lacking competence or failing to understand the requirements. In such cases, the proposal may be rejected.
3. Proposals that merely offer to perform the work in accordance with the solicitation, or are so lacking in content and detail that the Government cannot conduct a meaningful evaluation without significant supplemental information are unacceptable and will not be considered for award.
4. The Government intends to evaluate proposals and award contracts without discussions with the offerors. Therefore, each initial offer should contain the offeror's best terms from a technical and price standpoint. However, the Government reserves the right to conduct discussions and request proposal revisions if it is determined to be necessary. The conduct of discussions during the solicitation of this Armor Range segment in no way establishes a requirement to hold discussions on subsequent segments. Awards may be limited, at the sole discretion of the Contracting Officer, to a minimum number of vendors needed to assure adequate competition of delivery orders, adequate capacity to meet user requirements, and attainment of small business goals.
5. The evaluation will be based on the lowest price technically acceptable source selection process applied on a CLIN basis only. Technical proposals will be evaluated for acceptability, but not ranked using the non-price factors. Multiple awards will be made for each CLIN to responsible contractors on the basis of the lowest evaluated price of proposals meeting or exceeding the acceptability standards for non-price factors. Proposals will be reviewed and evaluated in two areas: Technical and Price. The Government will evaluate both sub-factors to arrive at an overall assessment of the offeror's products meeting the Government's minimum requirements as stated in each pertinent performance description.
 - a. Technical: The technical proposal shall be evaluated to determine whether the offeror's proffered product meets the minimum requirements of the government as identified in the performance descriptions. The evaluation shall be on a GO or NO-GO basis. No extra credit is provided to offerors for exceeding the minimum standard of acceptability established in the performance description. All offers of technically acceptable products, meeting the Government's minimum stated requirements, will be considered technically equal. Products will not be comparatively evaluated. Offerors meeting the minimum criteria will be given a GO. Those not meeting the minimum requirements or requiring major modifications will receive a NO-GO. Technical proposals receiving an overall evaluation of NO-GO shall not be eligible for award regardless of price.
 - (1) The technical proposal: The proposal will be evaluated for the purpose of determining that the offeror fully understands the requirements and their approach to meeting those technical requirements is reasonable and realistic, and will meet the minimum requirements of the Performance Description.
 - (2) Range diagram: The range diagram will be evaluated to verify the offerors understanding of the requirements and ability to manufacture and install a fully integrated operational training range in accordance with the applicable Performance Description.
 - b. Price: The evaluation will be accomplished using a spreadsheet similar to the Microsoft Excel spreadsheet RangeCosts.xls (Attachment 009). The Government will complete the spreadsheet using one or more pre-determined armor ranges (as described in TC 25-8) at pre-determined locations. The sample ranges and locations are not revealed at this time to insure competitive pricing for all quantity ranges and geographic zones. The Government will input the appropriate proposed prices for hardware, installation, training, travel, and operation and support costs. The total evaluated price for each CLIN will be developed as follows:
 - Step 1: The total price for each sample range will be calculated on a stand-alone basis (as if each range was a separate order). Under this step, the hardware unit prices for each sample range will be based only on the quantities required for that sample range. The totals for each sample range will be added together.
 - Step 2: Next, the total price for each sample range will be calculated on an order basis. Under this step, the hardware quantities for all sample ranges will be consolidated to determine the unit prices. The totals for each sample range will be added together. The total prices developed under Steps 1 and 2 above will be added together to arrive at the total evaluated price. Determination of price reasonableness will be made based on adequate price competition. Please note: One primary purpose for evaluating operation and support costs is to control the transfer of ownership costs from acquisition to the user. Therefore, operation and support costs will also be evaluated for reasonableness. At the sole discretion of the Contracting Officer, an offer may be rejected if proposed operation and

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support costs are determined to be too high.

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