

Name of Offeror or Contractor:

SECTION A - SUPPLEMENTAL INFORMATION

THE PURPOSE OF THIS AMENDMENT (0015 TO SOLICITATION DAAE20-01-R-0083) IS TO:

1. ADD THE FOLLOWING TO SECTION A - SUPPLEMENTAL INFORMATION, STAGE II DELIVERY ORDER PLACEMENT, PARAGRAPH 1. FAIR OPPORTUNITY:
 - e. TECHNOLOGY ACCEPTABLE TO SPECIFIC RANGE LOCATION/TYPE; I.E. ARE CONDITIONS SUITABLE FOR SOLAR REGENERATION, PNEUMATICS, ETC.?
 - f. ABILITY TO MEET THE REQUIRED DELIVERY SCHEDULE.
2. CHANGE THE MONTH CITED IN AMENDMENT 0006, SECTION A - SUPPLEMENTAL INFORMATION, CHANGE NO. 3 FROM OCTOBER 2001 TO FEBRUARY 2002 (3 places).
3. PROVIDE CLARIFICATION THAT THE NON-CONTACT HIT SENSOR INTERFACES ARE NO LONGER REQUIRED AS STATED IN APPENDIX B OF THE UPDATED PERFORMANCE DESCRIPTIONS.
4. PROVIDE A REVISED SECTION L - INSTRUCTIONS, CONDITIONS, AND NOTICES TO OFFERORS - SEGMENT II ARMOR RANGES. THIS SECTION L (NARRATIVE L003) REPLACES THE SECTION L NARRATIVE (L002) (PREVIOUSLY PROVIDED IN AMENDMENT 0006) IN ITS ENTIRETY.
5. PROVIDE A REVISED SECTION M - EVALUATION FACTORS FOR AWARD (BASIS FOR AWARD, FACTORS AND SUBFACTORS TO BE EVALUATED, EVALUATION APPROACH - SEGMENT II - ARMOR. THIS SECTION M (NARRATIVE M002) REPLACES THE SECTION M NARRATIVE (M001) (PREVIOUSLY PROVIDED IN AMENDMENT 0006) IN ITS ENTIRETY.
6. PROVIDE REVISED PRICING SHEETS FOR COMPONENTS, INSTALLATION, TRAINING AND INSTALLATION TRAVEL COSTS - SEE ATTACHMENT 029. ATTACHMENT 021 (PREVIOUSLY PROVIDED UNDER AMENDMENT 0006) IS NO LONGER VALID AND IS NOT TO BE USED.
7. PROVIDE A REVISED PRICING ASSUMPTION SHEET, SEGMENT II - ARMOR RANGES (ATTACHMENT 030) TO BE USED FOR PRICING PURPOSES. ATTACHMENT 23 (PREVIOUSLY PROVIDED UNDER AMENDMENT 0006) IS NO LONGER VALID AND IS NOT TO BE USED.
8. PROVIDE ALL POTENTIAL OFFERORS WITH QUESTIONS PRESENTED REGARDING ARMOR RANGES AND THEIR RESPECTIVE ANSWERS/CLARIFICATIONS - SEE ATTACHMENT 031.
9. PROVIDE ADDITIONAL CHANGES TO THE PERFORMANCE DESCRIPTIONS - SEE ATTACHMENT 032.
10. PROVIDE DRAWING 12629861 (ATTACHMENT 033) LISTED UNDER PARAGRAPH 2.2 AND REFERENCED IN PARAGRAPHS 3.3.3.13 AND 3.3.5 OF EACH PERFORMANCE DESCRIPTION. NOTE: DRAWING 12629853, ALSO LISTED UNDER PARAGRAPH 2.2 AND REFERENCED IN PARAGRAPH 3.1 OF EACH PERFORMANCE DESCRIPTION IS A "KIT DRAWING" FOR THE LASER TARGET INTERFACE DEVICE (LTID), WHICH LISTS P/N 12629861 AS PART OF THE KIT. DRAWING 12629853 IS FOR REFERENCE ONLY AND WILL NOT BE PROVIDED.
11. PROVIDE REVISED OPERATION AND SUPPORT (O&S) COST WORKSHEETS - SEE ATTACHMENT 034. ATTACHMENT 22, PREVIOUSLY PROVIDED THROUGH AMENDMENT 0006 IS NO LONGER VALID AND IS NOT TO BE USED. INSTRUCTIONS FOR COMPLETION OF THESE WORKSHEETS ARE INCLUDED AS PART OF THE ATTACHMENT AS WELL AS IN SECTION L.
12. ESTABLISH THE FOLLOWING DATES FOR RECEIPT OF PROPOSALS:

THE HOUR AND DATE SPECIFIED FOR RECEIPT OF OFFERS ON PAGE 1 OF THIS AMENDMENT APPLIES ONLY TO PRICE PROPOSALS (INCLUDING O&S). THE TIME FOR RECEIPT OF TECHNICAL PROPOSALS REMAINS AT 3:45 PM ON 31 JANUARY 2002.

*** END OF NARRATIVE A 018 ***

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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 029	PRICING SHEETS FOR COMPONENTS, INSTALLATION, TRAINING AND INSTALLATION TRAVEL COSTS	17-JAN-2002	028	
Attachment 030	REVISED PRICING ASSUMPTIONS SEGMENT II - ARMOR RANGES		005	
Attachment 031	ARMOR RANGE QUESTIONS AND ANSWERS		003	
Attachment 032	PERFORMANCE DESCRIPTION CHANGES AFTER 28DEC01 RELEASE		007	
Attachment 033	DRAWING 12629861		002	
Attachment 034	OPERATION AND SUPPORT COST WORKSHEETS		044	
Attachment 035	COMPLIANCE MATRIX		017	

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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 SEGMENT II Armor Ranges 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/Offerors. 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.

b. A signed written acknowledgement of this amendment. Submission of a signed written acknowledgement of this amendment will constitute acknowledgement of the following amendments (or parts thereof):

- (1) Amendment 0001 (in part):
 - 1. Change to price index
 - 2. Replacement of Product Consistency clause
 - 4. Replacement of Tailorable Warranty clause

- (2) Amendment 0002 (in part):
 - 4. Clarification of target costs
 - 5. Addition to deliveries clause

- (3) Amendment 0005 (in part):
 - 1. Added TACOM-RI Property Clause
 - 2. Alternate proposal submission procedures

(4) Amendments 0006 through 0014 (in total)

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

d. Completed Operation and Support Costs 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: Offerors must submit the following:

(1) Equipment List: For each CLIN proposed, submit a brief description of each item on the End Item List (not to exceed one page per item) to include a list of all equipment (i.e., supplies/spare parts/batteries, etc.) provided with each hardware item.

(2) Compliance Matrix: Offerors must complete the compliance matrix Attachment 035. For each paragraph of the Performance Description, indicate whether the offered product(s) complies, complies with modifications or does not comply with the requirements. Compliance means under all required conditions of the appropriate Performance Description. Compliance is not limited to the conditions stated in the pricing assumptions attachment.

(3) Product Modifications: If modifications to your existing products are required, these must be described in detail and include a date by which each modification will be complete.

(4) Objective Evidence: Offerors must submit objective evidence in accordance with the following chart and paragraph instructions:

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Name of Offeror or Contractor:**Objective Evidence Paragraph Applicability**

Paragraph	HW	RF	LWP
3.2.3 Status		X	
3.2.25 Supplemental Power Supply	X		
3.2.28 Power Requirements	X	X	X
3.2.32 Regeneration Devices		X	X
3.3.1.6 Operational Capability (SIT)	X	X	X
3.3.3.11 Operational Capability (MIT)	X	X	X
3.3.4.8 Operational Capability (SAT)	X	X	X
3.3.5.9.2 Operational Capability (MAT)	X	X	X

Objective Evidence Information Requirements

3.2.3 Status - Provide detail regarding how you meet this requirement. Provide timing information that indicates how the status time is budgeted. The amount of data transmitted, the transmission rate, key-up times, etc. to provide a complete picture of how the data is transmitted from the RCS to the downrange devices and how the devices respond with the appropriate status.

3.2.25 Supplemental Power Supply For each pit type, provide an analysis that demonstrates the total pit power consumption (peak and static) is within the levels supplied by the standard COE design as specified in Table 4-3 (RETS Equipment Power Requirements) and Chapter 4 of CEHNC 1110-1-23. For each device that utilizes a power storage device (battery) provide an analysis (similar to that required for paragraph 3.2.32) that demonstrates that the storage device has sufficient capacity to support operation at the rates specified in the performance description on a continuing basis.

3.2.28 Power Requirements Provide an analysis that demonstrates that each lifting device has sufficient power capability to actuate attached simulation devices at the rates given in the performance description. (This analysis may be combined with para 3.2.25 HW or para 3.2.32 RF & LWP.)

3.2.32 Regeneration Devices Provide an analysis that demonstrates the equipment meets the performance description requirements. If solar energy is used for regeneration, the solar data in the pricing assumptions is to be used. The analysis must show how the regeneration device allows each type of device to meet its operational requirements as defined in the performance description. This information must include as a minimum: electrical characteristics of the devices (solar panels, generators, charging devices, batteries, lifting mechanisms, etc) involved and the calculations which show that the combination of items provides the necessary capability under the assumptions provided by the government. It must also include an explanation of any additional assumptions required to complete this analysis. Characteristics must include parameters such as the device power required while in standby and for each cycle, and efficiencies of any power conversion devices. Vendor names and part numbers must be supplied for standard commercial items, or specification sheets for non-standard items. If a single regeneration device regenerates multiple targetry devices, include analysis of how allocation is accomplished? If consumable fuel is used, how often is a tank refill required? Analysis must be provided for each technology variant if more than one is proposed.

3.3.1.6 Operational Capability (SIT) Provide an analysis which demonstrates that the device can meet the operational capability requirements, taking into consideration the capability of regeneration devices as applicable. Analysis must include electrical characteristics similar to those required for paragraphs 3.2.25 (HW) and 3.2.32 (RF & LWP) and may be combined with that analysis if desired. Analysis must be provided for each technology variant.

3.3.3.11 Operational Capability (MIT) Provide an analysis which demonstrates that the device can meet the operational capability requirements, taking into consideration the capability of regeneration devices as applicable. Analysis must include electrical characteristics similar to those required for paragraphs 3.2.25 (HW) and 3.2.32 (RF & LWP) and may be combined with that analysis if desired. Analysis must be provided for each technology variant.

3.3.4.8 Operational Capability (SAT) Provide an analysis which demonstrates that the device can meet the operational capability requirements, taking into consideration the capability of regeneration devices as applicable. Analysis must include electrical characteristics similar to those required for paragraphs 3.2.25 (HW) and 3.2.32 (RF & LWP) and may be combined with that analysis if desired. Analysis must be provided for each technology variant.

3.3.5.9.2 Operational Capability (MAT) Provide an analysis which demonstrates that the device can meet the operational capability requirements, taking into consideration the capability of regeneration devices as applicable. Analysis must include electrical characteristics similar to those required for paragraphs 3.2.25 (HW) and 3.2.32 (RF & LWP) and may be combined with that analysis if desired. Analysis must be provided for each technology variant.

b. Price Proposals: Offerors must submit prices electronically using the attached Microsoft Excel files (ATS-ARMOR.xls and OandS-ARMOR.xls). A revised pricing assumptions sheet has been included at Attachment 030 to aid in the completion of file ATS-ARMOR.xls. Please note the file OandS-ARMOR.xls has been revised substantially, including the general directions. Offerors must submit the revised worksheets to be considered for award. Offerors may insert rows and/or pages to either file, if necessary.

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(1) 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 worksheet for each CLIN they want to be considered for award. Hardware unit prices must be submitted on an end-item basis (i.e., SIT, MIT, SAT, MAT, etc.) for various quantity ranges. Offerors are to complete the quantity ranges and unit prices. As a minimum, the quantity ranges must begin at the stated low quantity and end at the stated high quantity. Note: The quantity ranges may exceed the maximum number of hardware required for a single training range. This is because several training 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. Again, offerors are to complete the quantity ranges and unit prices. As a minimum, the quantity ranges must begin at one (1) and end at the stated high quantity.

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, Radio Frequency. Again, offerors are to complete the quantity ranges and unit prices. As a minimum, the quantity ranges must begin at one (1) and end at the stated high quantity.

(Installation prices are not applicable to Lightweight Portable Armor Ranges.)

Training Costs (TRAINING): All offerors must complete one or more lines on this worksheet, depending on the CLIN(s) you want to be considered for award. 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 sustainment training. Any training related travel costs should also be included.

Hardware Installation Travel Costs (HARDWIRE TRAVEL) and Radio Frequency Installation Travel Costs (RADIO FREQUENCY TRAVEL): There are 10 pages in each worksheet, 10 pages each for 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 two-fold: to give the offerors a more reasonable basis to estimate firm fixed prices and to avoid the unnecessary and random escalation of installation prices. Since installation travel costs are highly dependent upon the number of MATs to be installed, each worksheet allows the contractor to establish a matrix with MAT quantity ranges across the top and SIT/DSIT/MIT/SAT quantity ranges down the left side. This necessitates 10 pages per CLIN to submit prices for all 10 geographic zones.

(2) Revised file OandS-Armor.xls includes the following worksheets (tabs):

General Directions for Completing O&S Costs (GENERAL DIRECTIONS): Offerors are cautioned to read these revised directions carefully and completely.

Examples of O&S Actions (EXAMPLE): This worksheet includes examples of actions that must be included on O&S submissions if they apply to your equipment. This list is not all inclusive since we are not familiar with all equipment available in the market. It is the contractor's responsibility to insure the submitted list is complete.

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

Hardware (HARDWIRE): Offerors submitting a proposal for CLIN 0008 must complete all pages of this worksheets.

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

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

5. 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 of pricing data is necessary, offerors must provide it within 30 days of the Contracting Officer's request.

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SECTION M - EVALUATION FACTORS FOR AWARD

SECTION M EVALUATION FACTORS FOR AWARD (BASIS FOR AWARD, FACTORS AND SUBFACTORS TO BE EVALUATED, EVALUATION APPROACH) SEGMENT II ARMOR

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 may not be considered for award.
4. The Government intends to evaluate proposals and award contracts without discussions with the offerors. Therefore, each offer must 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 will be limited, at the sole discretion of the Contracting Officer, to the 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 all 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.

The following are the evaluation factors for Segment II awards:

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/NO-GO basis. No extra credit is provided to offerors for exceeding the minimum standards of acceptability established in the performance descriptions. 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 will receive a NO-GO. Technical proposals receiving an overall evaluation of NO-GO shall not be eligible for award, regardless of price.

The following submissions 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:

- (a) Equipment List
- (b) Compliance Matrix
- (c) Product Modifications
- (d) Objective Evidence

b. Price. For Segment II, Armor Ranges, the total evaluated price includes hardware, installation, travel, training, and 10 years of Operation & Support (O&S) costs. The evaluation will be accomplished using the contractors' completed price worksheets and 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 O&S costs (please see below). 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

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price reasonableness will be made based on adequate price competition.

O&S Evaluation: As stated in the basic solicitation, the Army can no longer afford to purchase equipment with high operation, maintenance, and/or support costs. Accordingly, we must evaluate O&S costs to the greatest extent possible. In reality, it is extremely difficult and time consuming to evaluate all operation and support costs fairly. For ATS Segment II, we have determined that the most efficient and fair method is to limit the evaluation to scheduled maintenance costs and consumable material costs as a price-related factor at both the contract award phase and at the competitive order placement phase.

Because the Government is not familiar with the O&S effort involved with every potential supplier's equipment, the evaluation necessarily places heavy reliance upon each offeror providing complete and reliable data to the best of their abilities. To compensate for any competitive advantage that may result from minor omissions or errors, the Government intends to perform a comprehensive review of O&S submissions. The Government will use any information available to determine reasonableness. Any questionable areas will be clarified with the appropriate offerors. If satisfactory resolution cannot be reached with the offeror, the Government has the right to make any and all adjustments deemed necessary to insure a fair and equitable evaluation. Offers that do not include a completed O&S file in their proposal submission, for any reason, will be deemed unacceptable and will not be eligible for award.

Offerors may submit operation and/or maintenance manuals for the sole purpose of evaluating the proposed O&S man-hours and material costs. Any such submissions will not become part of the technical proposal. Please send under separate cover directly to the following address:

TACOM-Rock Island
AMSTA-LC-CTRR (Judy Bechtler-Holzer)
Rock Island, IL 61299-7630

Once the Government's review is complete and any necessary adjustments are made, the Government will use the data to calculate a price evaluation factor for 10-years of O&S for each priced hardware item. The 10-year period was selected based on the required 10-year minimum life for ATS hardware. The calculation will use predetermined usage rates (for O&S actions whose frequency is based on usage rather than time) and a predetermined Government labor rate.

The 10-year O&S price will be evaluated as follows:

a. On a CLIN basis only, the total 10-year O&S price will be calculated for each of the predetermined sample ranges and added together. Each offeror's total 10-year O&S evaluated price will be compared. Offers with O&S prices outside of a competitive range will not be considered for award. This process only involves O&S costs.

b. The total 10-year O&S evaluated price will be included in the calculation of total evaluated prices for each CLIN. This process includes hardware, installation, training, installation travel, and O&S. See paragraph 5.b. above.

*** END OF NARRATIVE M 002 ***