

SECTION L: INSTRUCTIONS TO OFFERORS

Offerors must submit their response to Phase 1 and Phase 2 in a single submission prior to the closing date and time listed on page one of the solicitation.

I. PHASE 1 - TECHNICAL

A. The offeror must submit clear and convincing written documentation showing that his/her company has or can obtain from other sources the capability to perform the processes on the material outlined below in a timely manner to meet the delivery schedule called out in this solicitation. The processes to be accomplished on aluminum alloy (specifically composition 6061 temper T6, T651, T4 or T451, or composition 5052 temper H32, 0.040 thick) are as follows:

1. electromagnetic forming/expanding
2. fusion welding
3. spot welding

B. Written documentation showing the offeror's ability to successfully perform the above processes on aluminum alloy shall be in narrative format. In addition, the offeror may submit supporting documentation such as drawings, brochures, test reports from an independent laboratory, testimonials from satisfied customers using the product manufactured with these processes, etc.

C. If one or more subcontractors will be used to perform any or all of the above processes, the offeror must provide written quotes from these sources. In addition, the offeror must provide clear and convincing written documentation in narrative format proving that the subcontractors have the necessary experience and capability to successfully perform these processes on aluminum alloy. Other information that may be provided includes drawings, brochures, test reports from an independent laboratory, testimonials from satisfied customers using the product manufactured with these processes, etc.

D. The Government requests that the offeror submit no more than 5 written pages in response to this section. These 5 pages do not include supporting documentation.

II. PHASE 2 -

A. PERFORMANCE RISK/PAST PERFORMANCE DEFINITIONS

1. Past Performance Information, as used in this solicitation, is relevant information regarding an offeror's performance success under previously awarded contracts. The performance information submitted by the offeror and information obtained from sources external to the Government on non-Government contracts and internal U.S. Army/DOD sources and databases may include but are not limited to:

(a) Interview/questionnaire input from historical contract administrators.

(b) Past Performance Automated Information System (PPAIS).

(c) Past Performance Information System (PPIMS).

(d) Mechanization of Contract Administration Services System (MOCAS).

(e) Any other available information may be investigated to assess and rate **performance risk**.

2. Recent and Relevant Contracts, as defined and used in this solicitation, are past or current, commercial, foreign or Government (Federal, State, or Local), contract(s) that were performed within the past three (3) years. The Government is especially interested in contracts that are similar in size and complexity to this solicitation where the offeror has demonstrated that it has been the prime contractor/supplier. These contract reference(s) could be currently ongoing and in the process of being delivered and partially completed, or delivered in full and completed sometime within the past three (3) years. The characteristics below describe relevant contract features. These characteristics are in descending order of importance from those considered to be the most relevant to those considered to be the least relevant. No contract reference provided by the offeror has to meet all the characteristics listed below:

(a) Experience producing military rocket launcher systems to a Government TDP which require electromagnetic forming/expanding, fusion and spot welding, and fabrication of military unique wiring harnesses.

(b) Experience producing commercial rocket launcher systems, which require electromagnetic forming/expanding, fusion and spot welding, and fabrication of wiring harnesses.

(c) Experience producing items to a Government TDP, which require similar manufacturing processes and assembly experience.

(d) Experience in producing/assembly in one or more of the following processes:

- Electromagnetic forming/expanding
- Fusion and spot welding
- Fabrication of military unique wiring harnesses

3. Performance Risk, as used in this solicitation, are those risks associated with the probability or likelihood that an offeror will successfully perform the solicitation requirements as indicated by the offeror's record of current and past performance. Some aspects of Performance Risk may include the following:

(a) The offeror's current and prior performance record of conforming to specifications, standards, quality and good workmanship.

(b) The offeror's adherence to contract requirements (such as delivery schedules) and administrative aspects of the contract.

(c) The general aspects of overall performance under the terms of the contract.

(d) The offeror's business relations, history of reasonable and cooperative behavior and its commitment to customer satisfaction.

(e) Generally, the offeror's business-like concern for the interests of the customer.

B. PAST PERFORMANCE INFORMATION SUBMISSION: Since we may not interview all the sources provided by the offeror, the burden of providing thorough, complete, accurate and up to date past performance information remains with each

offeror. We do not assume the duty to search for data or to correct incomplete proposal submissions or to cure problems we find in proposals. We may (a) assign a higher risk rating, (b) assign a "Neutral" rating, or (c) reject a proposal if it does not contain the required information noted below.

1. Successful Contract References: The offeror shall include contract references as part of its proposal submission on recent, relevant contracts as defined above. The number of submissions should be no more than five (5) relevant and recent contracts and shall include as a minimum the following information listed in subparagraphs a-i below. The format for submission of this information shall be at the discretion of the offeror and shall be submitted electronically as required by the solicitation. A template for contract references is included as ATTACHMENT 011. It is highly recommended that this template be used. Information to be provided in response to this section is as follows:

- a. Contract number and award date.
- b. Item(s) and or services provided, including National Stock Number (NSN), Product Description, Part Number.
- c. A detailed explanation of the relevance of the contract reference as defined in the recent/relevant definitions of paragraph A.2.**
- d. Contract Value.
- e. Include all technical innovations and engineering changes that improved the quality of performance aspects of the delivered product.
- f. Contracting activity or Commercial Mailing addresses.
- g. Delivery schedule/performance: For any contract which did not meet or is currently not meeting the original schedule(s), or technical performance requirements, provide a brief explanation of the reason(s) for the shortcoming, any corrective actions taken to avoid recurrence, and the extent to which the corrective action has been successful. List each time the delivery schedule was revised and provide an explanation of why the revision was necessary. Also provide a copy of any cure notices or

show cause letters received on each contract listed and a description of any corrective actions taken.

h. Include all quality problems (i.e. internal/external customer complaints, lot/first piece failures, audit findings classified as major, etc.) encountered in performance of the contract and if applicable address demonstrated corrective actions implemented as a result of the problem encountered. Also, if applicable, identify any significant achievements associated with contract performance.

i. Point(s) of Contact, including names, job titles, telephone and FAX numbers, and email addresses for both Government and Non-Government positions.

2. Other Contract References: In addition to the successful contract references, the offeror shall also identify the same information as required in subparagraphs B.1.(a-i) for recent contract(s) within the last three (3) years, in which you were either the prime or the subcontractor, that may have been terminated or cancelled for any reason, in whole or in part. If there were no terminations, please state that.

C. SMALL BUSINESS PARTICIPATION: All offerors are to identify the extent to which small businesses (SBs), veteran-owned small businesses (VOSBs), service-disabled veteran-owned small businesses (SDVOSBs), historically underutilized business zone (HUBZone) small businesses, small disadvantaged businesses (SDBs), woman-owned small businesses (WOSBs), historically black colleges/universities or minority institutions (HBCU/MIs) would be utilized in the performance of this proposed contract. For small businesses, as defined by the North American Industrial Classification System (NAICS) Code applicable to this solicitation, the offeror's own participation as a SB, VOSB, SDVOSB, HUBZone SB, SDB, WOSB, or HBCU/MI is to be identified and will be considered in evaluating small business participation. The offeror is to address the following factors in detail:

1. All offerors are to provide:

a. The names of SBs, VOSBs, SDVOSBs, HUBZone SBs, WOSBs or HBCU/MIs who would participate in the proposed contract, identifying specific components to be produced and the estimated total dollars of such work.

b. A description of the offeror's performance over the past three (3) calendar years in complying with the requirements of FAR 52.219-8, including description and available documentation of the methods used to monitor and promote such utilization. Offerors who have never held a contract incorporating FAR 52.219-8 shall so state.

2. In addition, offerors who are large businesses as defined by the North American Industry Classification System (NAICS) Code applicable to this solicitation, are to provide a description of their performance over the past three (3) calendar years in complying with the requirements of FAR 52.219-9, including documentation of their accomplishment of the goals established under subcontracting plans of prior contracts. Large businesses that have never held a contract incorporating FAR 52.219-9 will so state. NOTE: A large business is required to also submit its subcontracting plan along with its response to this proposal.

3. To aid in submission of the Small Business Participation evaluation factor, ATTACHMENT 009 may be returned as part of your proposal.

D. PRICE: The offeror will enter prices for Ordering Period 1 and each Option for CLINs 0001 and 0002 for all quantities on the Price Evaluation Sheets (ATTACHMENTS 001 and 002). The offeror will also enter a First Article Test (FAT) cost in the spaces provided on the Price Evaluation Spreadsheets. All unit prices will be binding. The Government reserves the right to require the submission of any data necessary to validate the reasonableness of an offer.