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**Name of Offeror or Contractor:**

SECTION M - EVALUATION FACTORS FOR AWARD

1. Basis for Award: The award of one contract will be made to the offeror whose proposal offers the best overall value to the Government based on an integrated assessment of the non-price and price factors. The evaluation factors include: Past Performance and Price. Past Performance is more important than Price. Although price is not the most important element it could become a controlling factor as offers under the non-price factors tend to equalize. Because this is a best value procurement, the Government reserves the right to make awards to someone other than the offerors who submit the lowest overall evaluated price or the highest rated offeror.

2. Offerors are urged to ensure that their proposals are submitted on the most favorable terms in order to reflect their best possible potential, since less than the optimal initial proposal could result in the exclusion of the offeror from further consideration. The Government anticipates making an award without discussions; however, we reserve the right to open discussions if it is deemed necessary by the PCO or the SSA.

3. Past Performance:

a. Past Performance information is evaluated as a predictor of future contract performance. Using past performance information from each offeror, the government will assess the probability that the instant requirement will be successfully completed in accordance with contract terms. In evaluating performance history, the Government may review the offerors current and prior performance record of complying with all aspects of its contractual agreement: conformance to technical requirements: timeliness of deliveries/performance; quality of performance. In conducting the Past Performance evaluation, the Government may use information obtained from other sources. The Government may consider the currency, degree of relevance, source and context of the past performance information it evaluates, as well as general trends in performance and demonstrated corrective actions. A significant achievement, problem/problem resolution or lack of relevant data in any element can become an important consideration in the selection process. A negative finding in any element may result in an overall high risk rating. The Government may also consider past performance information regarding predecessor companies, key personnel, other corporate entities or subcontractors where such information is recent and relevant to this acquisition.

b. The offerors Past Performance will be rated as follows:

(1). Very Low Risk: Based on the offerors past performance, very little doubt exists that the offeror will successfully perform the required effort.

(2). Low Risk: Based on the offerors past performance, little doubt exists that the offeror will successfully perform the required effort.

(3). Moderate Risk: Based on the offerors past performance, some doubt exists that the offeror will successfully perform the required effort.

(4). High Risk: Based on the offerors past performance, significant doubt exists that the offeror will successfully perform the required effort.

(5). Unknown Risk: The offeror had little or no recent/relevant past performance upon which to base a meaningful performance prediction.

c. The Government is not required to interview all points of contact identified by offerors. It is the responsibility of the offeror to provide complete past performance information and thorough explanations as required by Section L. The Government is not obliged to make another request for the required information.

4. Price:

a. The Government will evaluate offers based on prices proposed for all CLINS required by the solicitation.

b. The final total evaluated prices will be dependent upon whether or not an offeror has received approval of a waiver of the FAT requirement prior to evaluation. If FAT is waived, the total evaluated price will be the subCLIN price titled "production without First Article".

c. If an offeror takes exception to any of the CLINS, the Government may reject that offer as unacceptable.

\*\*\* END OF NARRATIVE M 001 \*\*\*

1. Basis for Award: The award of one contract will be made to the offeror whose proposal offers the best overall value to the Government based on an integrated assessment of the non-price and price factors. The evaluation factors include: Past Performance and Price. Past Performance is more important than Price. Although price is not the most important element it could become a controlling factor as offers under the non-price factors tend to equalize. Because this is a best value procurement, the Government reserves the right to make awards to someone other than the offerors who submit the lowest overall evaluated price or the highest rated offeror.

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**Name of Offeror or Contractor:**

2. Offerors are urged to ensure that their proposals are submitted on the most favorable terms in order to reflect their best possible potential, since less than the optimal initial proposal could result in the exclusion of the offeror from further consideration. The Government anticipates making an award without discussions; however, we reserve the right to open discussions if it is deemed necessary by the PCO or the SSA.

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a. Past Performance information is evaluated as a predictor of future contract performance. Using past performance information from each offeror, the government will assess the probability that the instant requirement will be successfully completed in accordance with contract terms. In evaluating performance history, the Government may review the offerors current and prior performance record of complying with all aspects of its contractual agreement: conformance to technical requirements: timeliness of deliveries/performance; quality of performance. In conducting the Past Performance evaluation, the Government may use information obtained from other sources. The Government may consider the currency, degree of relevance, source and context of the past performance information it evaluates, as well as general trends in performance and demonstrated corrective actions. A significant achievement, problem/problem resolution or lack of relevant data in any element can become an important consideration in the selection process. A negative finding in any element may result in an overall high risk rating. The Government may also consider past performance information regarding predecessor companies, key personnel, other corporate entities or subcontractors where such information is recent and relevant to this acquisition.

b. The offerors Past Performance will be rated as follows:

(1). Very Low Risk: Based on the offerors past performance, very little doubt exists that the offeror will successfully perform the required effort.

(2). Low Risk: Based on the offerors past performance, little doubt exists that the offeror will successfully perform the required effort.

(3). Moderate Risk: Based on the offerors past performance, some doubt exists that the offeror will successfully perform the required effort.

(4). High Risk: Based on the offerors past performance, significant doubt exists that the offeror will successfully perform the required effort.

(5). Unknown Risk: The offeror had little or no recent/relevant past performance upon which to base a meaningful performance prediction.

c. The Government is not required to interview all points of contact identified by offerors. It is the responsibility of the offeror to provide complete past performance information and thorough explanations as required by Section L. The Government is not obliged to make another request for the required information.

4. Small Business Participation: The Government will evaluate the extent to which Offerors identify, and commit to utilizing, SBs, VOSBs, SD VOSBs, HUBZoneSBs, SDBs, WOSBs and HBCUs/MIs in the performance of the contract; such utilization may be as the prime contractor or a subcontractor, or as a member of a joint venture or teaming arrangement. The Government will also evaluate the extent of the offeror's past compliance with FAR 52.219-8, Utilization of Small Business Concerns, and FAR 52.219-9, and Small Business Subcontracting Plan. Evaluation will consider the following:

(a) The extent to which the proposal specifically identifies SBs, VOSBs, SDVOSBs, HUBZoneSBs, SDBs, WOSBs and HBCUs/MIs;

(b) The extent of participation of such concerns in terms of the value of the total contract amount; and

(c) An assessment of the risk, based upon past performance, of the offeror actually achieving the involvement of small business concerns as proposed. Such assessment will include:

-For all Offerors, an evaluation of performance over the past three calendar years in complying with the requirements of FAR 52.219-8, Utilization of Small Business Concerns;

-For Offerors who are large businesses as defined by the North American Industry Classification System (NAICS) Code applicable to this solicitation, an additional evaluation of past performance over the last three calendar years in complying with the requirements of FAR 52.219-9, Small Business Subcontracting Plan. Where a large business has not held a contract that included 52.219-9, its prior performance will be evaluated against 52.219-8 only.

(d) The extent of substantive evidence indicating the level of past compliance with the requirements of FAR 52.219-8 and FAR 52.219-9.

(e) The following adjectival ratings will be used:

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**Name of Offeror or Contractor:**

(1) Excellent: Proposal includes a substantial portion of the work, in terms of dollar value (more than 20%) to be performed in the Small Business (SB), Veteran-Owned Small Business (VOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), HUBZone Small Business (HUBZone SB), Small Disadvantaged Business (SDB), Woman-Owned Small Business (WOSB), and Historically Black Colleges and University/Minority Institution (HBCU/MI) sector by the prime (if so qualified) and/or as subcontractors or team members. Offeror has substantive evidence suggesting prior achievement of subcontracting plans or policy goals. Based on the proposal and past performance history, the offeror's proposed goals and/or actions are substantial and are considered very realistic (very low risk). There is substantive evidence indicating past compliance with the requirements of FAR 52.219-8 and FAR 52.219-9.

(2) Good: Proposal includes a significant portion of the work in terms of dollar value (more than 15%) to be performed in the Small Business (SB), Veteran-Owned Small Business (VOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), HUBZone Small Business (HUBZone SB), Small Disadvantaged Business (SDB), Women-Owned Small Business (WOSB), and Historically Black Colleges and University/Minority Institution (HBCU/MI) sector by the prime (if so qualified) and/or as subcontractors or team members. Offeror has evidence suggesting prior achievement of most subcontracting plan or policy goals. Based on the offeror's proposal and past performance history, the offeror's proposed goals and/or actions are significant and are considered realistic (low risk). There is significant substantive evidence indicating past compliance with the requirements of FAR 52.219-8 and FAR 52.219-9.

(3) Adequate: Proposal includes a reasonable portion of the work in terms of dollar value (more than 10%) to be performed in the Small Business (SB), Veteran-Owned Small Business (VOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), HUBZone Small Business (HUBZone SB), Small Disadvantaged Business (SDB), Women-Owned Small Business (WOSB), and Historically Black Colleges and University/Minority Institution (HBCU/MI) sector by the prime (if so qualified) and/or as subcontractors or team members. Offeror has evidence suggesting prior achievement of some subcontracting plan or policy goals. Based on the offeror's proposal and past performance history, the offeror's proposed goals and/or actions are adequate and could be met if the offeror focuses attention on them (moderate risk). There is reasonable substantive evidence indicating past compliance with the requirements of FAR 52.219-8 and FAR 52.219-9.

(4) Marginal: Proposal includes a minimum portion of the work in terms of dollar value (less than 10%) to be performed in the Small Business (SB), Veteran-Owned Small Business (VOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), HUBZone Small Business (HUBZone SB), Small Disadvantaged Business (SDB), Women-Owned Small Business (WOSB), and Historically Black Colleges and University/Minority Institution (HBCU/MI) sector by the prime (if so qualified) and/or as subcontractors or team members. Based on the offeror's proposal and/or past performance history, there is little likelihood that more than a minimal portion of the work will be performed in this sector (High risk). There is minimal substantive evidence indicating past compliance with the requirements of FAR 52.219-8 and FAR 52.219-9.

(5) Poor: Offeror demonstrates little or no commitment to using SBs, VOSBs, SDVOSBs, HUBZones SBs, SDBs, WOSBs and HBCU/MIs. There is no evidence that the offeror met his prior goals and/or shows no serious commitment and did not provide adequate justification for not doing so. Based on the proposal and/or past performance history, there is negligible likelihood that anything other than a token portion of the work will be performed in this sector (Very High risk). There is little or no substantive evidence indicating past compliance with the requirements of FAR 52.219-8 and 52.219-9.

(6) Neutral: Foreign firm (offeror) has held no past Government contract(s) subject to FAR 52.219-8 or 52.219-9. Foreign firm (offeror) indicates no opportunity for using SBs, SDBs, HUBZone SBs, WOSBs and HBCU/MIs as all contract work will be performed completely outside the United States or no meaningful subcontract opportunities exist.

**5. Price:**

a. The Government will evaluate offers based on prices proposed for all subCLINS required by the solicitation.

b. The final total evaluated prices will be dependent upon whether or not an offeror has received approval of a waiver of the FAT requirement prior to evaluation. The total evaluated price will be the subCLIN price titled "production with First Article" or if FAT is waived, the total evaluated price will be the subCLIN price titled "production without First Article".

c. If an offeror takes exception to any of the CLINS, the Government may reject that offer as unacceptable.

\*\*\* END OF NARRATIVE M 002 \*\*\*