SECTION L

L-9. PROPOSAL INSTRUCTIONS

1. Offerors must comply with the following instructions. Deviations from the instructions may result in an offer being considered inadequate for evaluation purposes and consequently rejected.

2. It is the responsibility of the offeror to prepare a clear, concise, complete, detailed, and logically organized proposal for evaluation.

L-10. FORMAT.

1. Proposals shall be submitted in electronic format. Hard copy proposals will not be accepted. Please refer to specific instructions for electronic submission of offers contained in clause LS7011, Electronic Bids/Offers of this solicitation.

2. Proposals shall consist of two sections as set forth below. Each section shall be brief as possible. All information specific to each section will be confined to that section:

L-11. SECTION I: PAST PERFORMANCE

L-11. SECTION II: PRICE

L-11 (I) PAST PERFORMANCE.

a. Contract References: The offeror shall submit with its initial proposal contract references representing its recent, relevant performance under Government and/or commercial contracts or subcontracts. The offeror shall submit no more than five contract references.

b. “Recent” means any contract under which any performance, delivery, or corrective action has taken place within approximately the last 3 years of the issuance of this solicitation.

c. Relevant means performance that demonstrates the offeror has successfully manufactured or provided components (items) similar to those found in the technical data package. Relevant/similar experience includes:

Tripods, Fire Control that were manufactured or procured and delivered for the exact items contained in this solicitation: Or that demonstrates either:

The capability to manufacture or procure wooden extension-legs with a headcap and threaded instrument fastener.

The capability to manufacture or procure a headcap, which is machined from, die cast or sand cast aluminum plate.

The capability to manufacture or procure cast aluminum hinges, cover, and boots.

d. Each past contract does not have to meet all of the criteria above to be considered relevant.

e. The following information is required with respect to each contract reference:

Contract number and award date.
Item(s) and/or service(s) provided, including national stock number (NSN), product description, part number, if applicable.
A brief explanation of the contract’s relevance to the current procurement.
Contract dollar value.

Quantity and monthly delivery rate if applicable.
Original performance schedule, actual performance dates.
Describe technical innovations or engineering changes that improved the quality of performance aspects of the delivered product, or any significant achievements associated with contract performance.
Buying activity or company, and mailing address.
Point(s) of contact, including names, job titles, telephone and fax numbers, and email addresses.

f. A questionnaire form is provided for the offerors' convenience.

g. Offerors that are newly formed entities may reference contracts performed by predecessor companies or contracts performed or supported by key personnel. Offerors supplying such information shall describe how it is relevant to the performance of this effort.

h. Other Contracts: In addition to the above contract references, the offeror shall identify every recent and relevant contract awarded that:
1) Experienced any delivery/performance delays; or experienced any quality problems; and
2) Every recent contract terminated or cancelled for any reason, in whole or in part.

i. For any contract falling under the descriptions above, provide all of the information listed in the paragraph that describes the information required for all referenced contracts (a - i), plus:

- list each time the delivery schedule was revised
- provide an explanation of why the revision was necessary
- provide a copy of any cure notices or show cause letters received
- identify reason for any termination
- state any corrective actions taken to avoid recurrence
- describe the extent to which the corrective action has been successful, identifying points of contact who can confirm the success of the corrective measures
- describe in detail any quality or technical performance problems, including:
- rejection or failure of vendor parts
- internal/external customer complaints
    - - FATR/first piece disapprovals/failures
    - - lot rejections
    - - audit findings classified as major
    - - quality deficiency reports
    - - warranty claims

j. The number of contract references provided in response to this paragraph is unlimited. If there are no recent relevant contracts meeting the description above, the offeror must so state.

L-11 (II). PRICE

1. This will be an all or none procurement. Contractors failing to bid on all items, all years, and all ranges may be disqualified.
2. For evaluation purposes, the Government has weighted the quantity ranges based on the likelihood that if an order is placed, it will be placed in that particular range. An evaluated price will be calculated by multiplying the offered prices by their respective weights and maximum quantities for each range on each line item and adding the totals for all years.
3. A total evaluation price will be determined by adding the adjusted totals on all line items and all years.
4. The price proposal will be in accordance with the Price Evaluation Summary at attachment 002.

PAST PERFORMANCE INFORMATION QUESTIONNAIRE

If this form is used and more room is required, you may use the space at the bottom of the second page or continue on a separate sheet.

1. CONTRACT NUMBER _____ Award Date _____ with (contractor name)

2. Contracting Activity: (Government or Commercial)
(Address)_____

3. Contract Dollar Value: $00.00

4. Points of Contact:

Procuring Contracting Officer
(name) _____
(email)_____
(phone)_____
(FAX) _____

Current Admin Contracting Officer
(name) _____
(email)_____
(phone)_____
(FAX) _____

Gov't Quality Assurance Rep (QAR)
(name) _____
(email)_____
(phone)_____
(FAX) _____

Industrial Specialist
(name) _____
(email)_____
(phone)_____
(FAX) _____

Other (Private Firm, Company President or other POC)
(name) _____
(email)_____
(phone)_____
(FAX) _____

5. Was the contract terminated or cancelled (in whole or part)? YES or NO If yes, why?
_____
_____

6. Description of Item:
Item: _____
Part Number:_____
NSN: _____

7. The following is the contractor's description of the work performed under this contract. Please comment on the accuracy of the information and detail any disagreements. The Government must determine if this description is relevant to our solicitation Requirements.
Contract number and description of work performed.

Relevant Contracts: REFER to Section L, Page 1, Past Performance

8. Were there any instances where quality or schedule requirements were not met? If so, please explain. If not, please state "none".

_____
_____
_____
_____
_____

9. Delivery Data:

a. Original Delivery Schedule: Start Date: End Date:
b. Revised Delivery Schedule: Start Date: End Date:
(ii) State reason for revision of schedule: _____

_____
_____
_____

c. Contract Delivery Status: Please check proper description

__ On Time __ Delinquent __ Product Delivered and Paper Delay
__ Government Caused __ Contractor Caused __ Other/Explain

_____

_____

d. Contract Delinquency Age Status: Please check proper description

__ 15-30 Days Delinquent __ 31-60 Days Delinquent
__ 61-90 Days Delinquent ___ Over 90 Days Delinquent

10. Were there any problems encountered in the performance of the contract, conforming to specifications and to standards of good workmanship that negatively impacted the customer? If so, please describe. In addition, list the Quality Deficiency Report (QDR) number (if applicable) and describe the deficiency, include a description of corrective actions implemented as a result of the problem encountered.

_____
_____
_____
_____

11. Overall, are there any deficiencies, weakness, or strengths in the contractor's workmanship/quality, conformance to technical requirements; timeliness of deliveries/performance; quality of performance.

_____
_____
_____