

INSTRUCTIONS TO OFFERORS

NOTE: This is supplemental information to FAR clause 52.212-1, "Instruction to Offers-Commercial Items" contained in the solicitation.

Offerors shall submit Technical, Price, Past Performance, and Small Business Participation proposals as set forth below:

TECHNICAL

A. Offerors shall submit a technical description of the items being offered in sufficient detail to demonstrate compliance with the requirements in the solicitation. This may include product literature, technical manuals, or other documents. All proposals shall be based on Description for Purchase (DFP) 002 dated 09 July 2004. At a minimum, offerors shall address the following Performance and Configuration requirements:

a. Performance:

The offeror shall provide a detailed description of the ability of their system to meet the requirements of Paragraphs 3.3.3, 3.3.4, 3.3.6, 3.4.1, 3.4.2, 3.4.3, 3.4.4, 3.4.5, and 3.4.6 of the Description for Purchase 002(DFP). Test data, any relevant fielded systems data and vendor's reference documentation should be provided to substantiate performance capabilities.

b. Configuration:

The offeror shall provide a detailed description of the ability of their system to meet configuration requirements as identified in Paragraphs 3.3.5, 3.5.1, and 3.6 (inclusive) of the Description For Purchase 002(DFP). Test data, any relevant fielded systems data and vendor's reference documentation may be provided to substantiate the capabilities.

B. Offerors may also elect to give a product demonstration to supplement and clarify their written proposals. Offerors electing to give a product demonstration must still provide a written proposal in order to be eligible for award. Offerors giving a product demonstration must be prepared to discuss any proposed changes to their product that would be required to meet the requirements of the solicitation and the DFP. Product demonstrations will be held at the Rock Island Arsenal, Rock Island, Illinois no later than 2 weeks after the closing date of the solicitation. Offerors wishing to give a product demonstration shall contact Ms. Kitty Ver Straete at (309) 782-6618 or electronic mail address verstraetek@ria.army.mil

PRICE:

A. Price will be considered on an "all or none" basis. All offerors are cautioned to provide firm fixed unit prices for all quantity ranges and pricing periods for CLIN 0001 and Design Verification Test costs, as shown on the Price Evaluation Spreadsheet (Exhibit (A)). If you fail to submit prices for all quantity ranges and pricing periods, or Design Verification Test costs the Government may reject your proposal. All unit prices proposed will be binding.

B. Due to the commercial nature of this requirement, certified cost/pricing data shall not be required. However, the Government reserves the right to require the submission of any additional data other than certified cost or pricing data necessary to evaluate the reasonableness of the proposed offer. This data may include, but is not limited to, information on catalog sales history, discounts, terms and conditions used in the commercial market, or cost data that is not certified.

PAST PERFORMANCE:

Contract References: The offeror shall submit with its initial proposal contract references representing its recent, relevant performance under Government and/or commercial contracts. The contractor shall submit no more than 5 contract references.

"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.

"Relevant" means performance that demonstrates the offeror has successfully manufactured or provided blasting machines or similar items.

The in-house performance may be considered of greater relevance and a greater predictor of success than outsourcing. The degree to which contracts are of a comparable complexity, size or value to the proposed effort may also be considered in determining relevance. The following information is required with respect to each contract reference:

- a. Contract Number and award date
- b. Item(s) and/or service(s) provided, including national

stock number (NSN), product description, part number, if applicable

- c. A brief explanation of the contract's relevance of the current procurement
- d. Contract dollar value
- e. Quantity and monthly delivery rate if applicable
- f. Original performance schedule, actual performance dates
- g. 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
- h. Buying activity or company, and mailing address
- i. Point(s) of contact, including names, job titles, telephone and fax numbers, and email addresses

A form is provided at Attachment 004 for the offeror's convenience.

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.

Other contracts: In addition to the above contract references, the offeror shall identify every recent and relevant contract it was awarded that:

- Experienced any delivery/performance delays;
- Experienced any quality problems;

and every recent contract that was terminated, or cancelled for any reason, in whole or in part.

For any contract falling under the descriptions above, provide all of the information listed in the preceding paragraph, 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

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 that.

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

a. All offerors are to provide:

(1) The names of SBs, VOSBs, SDVOSBs, HUBZone SBs, SDBs, WOSBs or HBCUs/MIs who would participate in the proposed contract, identifying specific components to be produced or services to be performed by them, and the estimated total dollars of such work;

(2) A description of the offeror's performance over the past three calendar years in complying with the requirements of FAR 52.219-8, Utilization of Small Business Concerns, including description and available documentation of the methods employed to promote small business participation and the internal methods used to monitor such participation. Offerors who have never held a contract incorporating 52.219-8 shall so state.

b. 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 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 52.219-9 will so state.