

## DOCUMENT SUMMARY LIST

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Item: LIGHT INDICATOR

NSN: ALL

Control Number/PRON: DAAE20-00-R-0106

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Identifies all first tier documents (cited in SOW) (applicable DIDs). Also included are all referenced documents (2nd, (includes DID block 10 references), 3<sup>rd</sup> and lower tier) which have been tailored.

### DOCUMENT CATEGORY:

CATEGORY 0 - Unless otherwise specified in the solicitation, contract, or contract modifications, all documents are for guidance and information only.

CATEGORY 1 - The requirements contained in the directly cited document are contractually applicable to the extent specified. All referenced documents are for guidance and information only.

CATEGORY 2 - The requirements contained in the directly cited document and the reference documents identified in the directly cited document are contractually applicable to the extent specified. All subsequently referenced documents are for guidance and information only.

CATEGORY 3 - Unless otherwise specified in the solicitation, contract or contract modification, all requirements contained in the directly cited document and all reference and subsequently referenced documents are contractually applicable to the extent specified.

Document Number (Contract Reference) Applicable Tailoring	Document Title	Document Date/ Document Category
1a. MIL-STD-2549 Table DIP4-1	Configuration Management Data Interface	30 Jun 97 Cat 2
1b. DI-CMAN-81554 (seq A001)	Configuration Change Control Data Information Packet	30 Jun 97 Cat 2

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## EXECUTIVE SUMMARY

TACOM-Rock Island proposes to procure the following:

1,569 each Light Indicators, NSN: 6210-01-206-0138, P/N: 12328624-1  
1,417 each Light Indicators, NSN: 6210-01-206-0139, P/N: 12328624-2  
10,973 each Light Indicators, NSN: 6220-01-324-0045, P/N: 12295760-2  
11,341 each Light Indicators, NSN: 6220-01-326-0058, P/N: 12295760-1

The solicitation is for a five-year Indefinite-Quantity Contract, rather than the usual single year contract. Under an indefinite-quantity contract arrangement, TACOM-Rock Island only guarantees to buy a specified minimum quantity of contract items at time of contract award. TACOM-Rock Island reserves the right to award on an "all or none" basis.

This is a Best Value procurement. Award will be based on an evaluation of proposals in two areas: (1) Price and (2) Past Performance. The area of Past Performance is more important than the area of Price. See Sections L and M of the solicitation along with supplemental information provided as attachments 007 and 008. These documents outline what is required from offerors and provides an explanation of the rationale and criteria to be used in determining the successful contractor under this action. Failure to provide the required supporting documentation may result in your offer being rejected.

This executive summary is provided solely as an administrative convenience and is not intended to alter in any way the terms and conditions of the attached Request for Proposal (RFP). Any inconsistency between the summary and the elements of the RFP it addresses shall be resolved in favor of the RFP elements in accordance with the order of precedence clause contained in the RFP.

SECTION L

L.1 PROPOSAL INSTRUCTIONS

L.1.1 PRICE

The Offeror shall enter firm fixed unit prices for each quantity range, and each ordering period for each CLIN on the pricing sheets at Attachment 009. All unit prices will be binding. The Government reserves the right to require submission of any information necessary to validate the reasonableness and realism of an offer.

L.2.1 PAST PERFORMANCE

The offeror shall include a description of previous U.S. Government, and/or commercial contracts, limited to the ten (10) most relevant prime and major subcontracts, that are relevant/similar in size, scope, and complexity to the effort required in this solicitation and performed, and/or delivered during the last three (3) years previous to the date of the solicitation. The term "similar" is defined as a contract over \$100,000 for manufacturing and assembly of light indicators. An offeror's experience, producing light indicators for military use, is considered to have greater relevancy than non-military applications or efforts.

For each of your similar past contracts you should provide the following information:

- a. Contract Number.
- b. Contract type.
- c. Award price/Cost.
- d. Original delivery schedule.
- e. Final, or projected final, delivery schedule.
- f. Your (and any significant subcontractors) CAGE/DUNS numbers and email address.
- g. Government or commercial contracting activity address.
- h. Procuring Contracting Officer's name, telephone/fax numbers and email address.
- i. Government or commercial contracting activity technical representative, names, telephone/fax numbers and email address.
- j. Government DCMC location and address. The Administrative contracting officer, Industrial Specialist, Quality Representative names, address, telephone/fax numbers and email address.
- k. Description of the relevant contract scope of work and similarities between the scope of work in this solicitation.
- l. Not Used.

m. Include an explanation of delivery schedule requirements that were not met, and any corrective actions taken to avoid problems in the future.

Cancellations and terminations: Identify any recent contract, which may have been terminated, or cancelled for any reason, in whole or in part. Include prime contractors; contract under which you were a subcontractor and any of your subcontractor's contracts. Provide the information requested in L.2.1 above for any of these contracts. If there were no cancellations or terminations, please state that.

L.2.2 We may use the data you provide, and data we gather from other sources to evaluate the contractors past performance. Since we may not interview all the sources you provide, it is incumbent upon each offeror to explain all the data they provide. We do not assume the duty to search for data to cure problems we find in proposals. The burden of providing thorough and complete past performance information remains with the offeror. We may reject a proposal if it does not contain the information required.

L.2.3 If the offeror intends to subcontract a major portion of the requirement of the solicitation, the offeror shall identify the proposed subcontractors and provide adequate information per L.2.1, as to allow the Government to perform an evaluation of the subcontractor's past performance.

L.2.4 The offerors shall include in their proposal the written consent of their proposed subcontractors allowing the Government to discuss the subcontractor's past performance valuation with the offeror during negotiation, if applicable.

## SECTION M

### M.1 BASIS FOR AWARD

Selection of an offeror for award will be based on an evaluation of proposals in two Areas: (1) Price, and (2) Past Performance. Each area is separately described below. The Past Performance Area will not be numerically scored but, rather, will be rated in an adjectival and narrative manner. The award of a Contract will be made to that offeror whose proposal offers the best value to the Government based on an integrated assessment of Price, and Past Performance, consequently, the government may award to other than the low offeror. The Area of Past Performance is more important than the area of Price. Any proposal which is unrealistically high or low in price may be deemed indicative of a failure to comprehend the Government's requirements and may be rejected for such a reason. 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.

### M.2 PRICE AREA

M.2.1 The offeror shall be evaluated based on the proposed total overall evaluated price to the Government. The proposed contract price will also be evaluated for reasonableness and realism. Reasonableness means that the cost does not exceed what would be incurred by a prudent business person in the conduct of competitive business. Realism asks, "Does the proposal price accurately reflect the offeror's proposed effort to meet the program requirements and objectives?" An unrealistic or unreasonable price may preclude an offeror from award.

This solicitation requires that the offeror provide prices for varying quantity ranges for each Ordering Period for each CLIN. Proposals offering prices for less than all five ordering periods will not be considered. Proposals offering prices for quantities other than those solicited will not be considered. Proposals that do not include offers for all four CLINs will not be considered.

The total evaluated price is calculated by multiplying the offered price for each range by the range weight and then by the minimum quantity for the range. The weighted range prices are then added together to come up with the Evaluated Price for the Ordering Period. The Total Evaluated price for each CLIN is the sum of all the Evaluated Prices for Ordering Periods 01 thru 05. The Total Evaluated price to be considered for award is the sum of all Total Evaluated CLIN prices.

Price shall not receive an adjectival rating. The price evaluator(s) shall write a narrative, expressing in percentages the difference between total evaluated prices, highlighting any unusual and unexplained price variance (for the total or any individual year), which may suggest the possibility of a mistake or misunderstanding by an offeror. Any indication of unreasonable or unrealistic pricing will also be identified.

### M.3 PAST PERFORMANCE

M.3.1 The government will focus its past performance on all aspects of contract performance. In evaluating your performance history, we will look at overall workmanship/quality, adherence to contract delivery schedules, and commitment to the customer satisfaction. Past Performance is an important consideration in the award decision; however, price may be controlling where an overall higher evaluated proposal is unaffordable. Similarly, the closer the ratings in the Past Performance area are between offerors, the more significant price becomes.

M.3.2 A significant achievement, problem, or lack of relevant data in any element of the work can become an important consideration in the source selection process. Therefore, offeror's are reminded to include all the relevant past efforts, including demonstrated corrective actions, in their proposals. The lack of meaningful relevant past performance records may result in an unknown performance risk rating. An offeror's experience, producing light indicators for military use, will be considered to have greater relevancy than non-military applications or efforts.

M.3.3 Performance Risk Ratings are those risks associated with the offeror's ability to perform the solicitation requirements as indicated by the offeror's record of past and current relevant performance. Below are past performance adjectival, definition and criteria ratings:

**Excellent**-Essentially no doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk: Low**

**Good**-Little doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk: Low-Moderate**

**Adequate**-Some doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk: Moderate**

**Marginal**-Significant doubt exists that the offeror will successfully perform the required effort based on their performance record. **Risk: Moderate to High**

**Poor**-Extremely doubtful that the offeror will successfully perform the required effort based on their performance record. **Risk: High**

**Unknown**-The offeror has little/no relevant past meaningful performance risk prediction. **Risk: Unknown**

PRICING SHEET  
INSTRUCTIONS TO OFFERORS

1. Attachment 009 is the price evaluation spreadsheet
2. Offerors are to fill in the blocks under the column "unit price".
3. Offerors who condition their proposal to specific ordering quantities or ordering periods may be rejected as non-responsive.
4. The total evaluated price is calculated by multiplying the offered price for each range by the range weight and then by the minimum quantity for the range. The weighted range prices are then added together to come up with the Evaluated Price for the Ordering Period. The Total Evaluated price for each CLIN is the sum of all the Evaluated Prices for Ordering Periods 01 thru 05.

EXAMPLE:

RANGE QTY	WEIGHT	OFFER	EVALUATED PRICE
1000-1500	50%	\$10.00	$(10.00 \times 50\% \times 1000) = \$5,000.00$
1501-2000	25%	\$ 9.50	$(9.50 \times 25\% \times 1501) = \$3,564.87$
2001-2500	25%	\$ 9.00	$(9.00 \times 25\% \times 2001) = \$4,502.25$
EVALUATED PRICE FOR ORDERING PERIOD =			\$13,067.12

**NOTE: THE OFFEROR SHALL FILL IN ONLY THE UNIT PRICE BLOCKS**  
 All other spaces are for Government evaluation purposes only.

CLIN 0001 Light Indicator Part Number: 12328624-1 NSN: 6210-01-206-0138  
 Ordering Period 01 (FY 00)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b>	1000-1500		0%	0
<b>1569</b>	1501-2000		100%	0
	2001-2500		0%	0
<b>Evaluated Price - Ordering Period 01</b>				0

Ordering Period 02 (FY01)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b>	1000-1500		50%	0
<b>1200</b>	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 02</b>				0

Ordering Period 03 (FY 02)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b>	1000-1500		50%	0
<b>1100</b>	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 03</b>				0

Ordering Period 04 (FY 03)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b>	1000-1500		50%	0
<b>1300</b>	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 04</b>				0

Ordering Period 05 (FY 04)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b>	1000-1500		50%	0
<b>1000</b>	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 05</b>				0

**TOTAL EVALUATED PRICE, CLIN 0001** 0

The Evaluated Prices will be calculated by summing the multiplication of each Order Quantity Unit Price by its respective Weight and the Minimum Order Quantity of the Range i.e. 1000, 1501, and 2001, for each Ordering Period. The sum of all Ordering Period Evaluated Prices will be the Total Evaluated Price for this CLIN.

**NOTE: THE OFFEROR SHALL FILL IN ONLY THE UNIT PRICE BLOCKS**

All other spaces are for Government evaluation purposes only.

CLIN 0002 Light Indicator Part Number: 12328624-2 NSN: 6210-01-206-0139

Ordering Period 01 (FY 00)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>1417</b>	1000-1500		100%	0
	1501-2000		0%	0
	2001-2500		0%	0
<b>Evaluated Price - Ordering Period 01</b>				<b>0</b>

Ordering Period 02 (FY01)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>1000</b>	1000-1500		50%	0
	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 02</b>				<b>0</b>

Ordering Period 03 (FY 02)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>1000</b>	1000-1500		50%	0
	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 03</b>				<b>0</b>

Ordering Period 04 (FY 03)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>1200</b>	1000-1500		50%	0
	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 04</b>				<b>0</b>

Ordering Period 05 (FY 04)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>1000</b>	1000-1500		50%	0
	1501-2000		25%	0
	2001-2500		25%	0
<b>Evaluated Price - Ordering Period 05</b>				<b>0</b>

**TOTAL EVALUALTED PRICE, CLIN 0002 0**

The Evaluated Prices will be calculated by summing the multiplication of each Order Quantity Unit Price by its respective Weight and the Minimum Order Quantity of the Range i.e. 1000, 1501, and 2001, for each Ordering Period. The sum of all Ordering Period Evaluated Prices will be the Total Evaluated Price for this CLIN.

**NOTE: THE OFFEROR SHALL FILL IN ONLY THE UNIT PRICE BLOCKS**

All other spaces are for Government evaluation purposes only.

CLIN 0003 Light Indicator

Part Number: 12295760-2 NSN: 6220-01-324-0045

Ordering Period 01 (FY 00)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>10973</b>	5000-7500		0%	0
	7501-10,000		0%	0
	10,001-12,500		100%	0
Evaluated Price - Ordering Period 01				0

Ordering Period 02 (FY01)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>5000</b>	5000-7500		50%	0
	7501-10,000		25%	0
	10,001-12,500		25%	0
Evaluated Price - Ordering Period 02				0

Ordering Period 03 (FY 02)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>5000</b>	5000-7500		50%	0
	7501-10,000		25%	0
	10,001-12,500		25%	0
Evaluated Price - Ordering Period 03				0

Ordering Period 04 (FY 03)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>5000</b>	5000-7500		50%	0
	7501-10,000		25%	0
	10,001-12,500		25%	0
Evaluated Price - Ordering Period 04				0

Ordering Period 05 (FY 04)

	Range Qty	Unit Price	Weight	Wgt U/P
<b>Estimated Qty</b> <b>5000</b>	5000-7500		50%	0
	7501-10,000		25%	0
	10,001-12,500		25%	0
Evaluated Price - Ordering Period 05				0

**TOTAL EVALUATED PRICE, CLIN 0003** 0

The Evaluated Prices will be calculated by summing the multiplication of each Order Quantity Unit Price by its respective Weight and the Minimum Order Quantity of the Range i.e. 5000, 7501, and 10,001, for each Ordering Period. The sum of all Ordering Period Evaluated Prices will be the Total Evaluated Price for this CLIN.



<b>TOTAL EVALUALTED PRICE, CLIN 0001</b>	<b>0</b>
<b>TOTAL EVALUALTED PRICE, CLIN 0002</b>	<b>0</b>
<b>TOTAL EVALUALTED PRICE, CLIN 0003</b>	<b>0</b>
<b>TOTAL EVALUALTED PRICE, CLIN 0004</b>	<b>0</b>
<b>TOTAL SOLICITATION EVALUATED PRICE</b>	<b>0</b>

CONTRACT DATA REQUIREMENTS LIST

CATEGORY: MISC SYSTEM/ITEM: LIGHT INDICATOR  
 TO CONTRACT/PR: DAAE20-00-Q-0106

- |                            |                                   |                  |                       |
|----------------------------|-----------------------------------|------------------|-----------------------|
| 1. SEQUENCE NUMBER         |                                   | 14. DISTRIBUTION | DRFT/REG/REPRO COPIES |
| 2. TITLE OF DATA ITEM      |                                   |                  |                       |
| 3. SUBTITLE                |                                   |                  |                       |
| 4. DATA ITEM NUMBER        |                                   |                  |                       |
| 5. CONTRACT REFERENCE      |                                   |                  |                       |
| 6. TECHNICAL OFFICE        | 7. DD                             | 8. APP           | 9. DIST STATEMENT     |
|                            | 250                               | CODE             | REQUIRED              |
| 10. FREQUENCY              | 11. AS OF DATE                    |                  |                       |
| 12. DATE OF 1ST SUBMISSION | 13. DATE OF SUBSEQUENT SUBMISSION |                  |                       |

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- |                                  |        |                            |                   |
|----------------------------------|--------|----------------------------|-------------------|
| 1. A001                          |        | 14. AMSTA-AR-ES<br>(ECALS) | / /<br>/ /        |
| 2. CONFIGURATION CHANGE CONTROL* |        |                            |                   |
| 3. ENGINEERING ACTIONS           |        |                            |                   |
| 4. DI-CMAN-81554                 |        |                            |                   |
| 5. SECTION C                     |        |                            |                   |
| 6. AMSTA-AR-ES                   | 7. NO  | 8.                         | 9. **             |
| 10. ASREQ                        | 11. -- |                            | 15. TOTAL 0/ 0/ 0 |
| 12. ASREQ                        |        | 13. ASREQ                  |                   |

16. REMARKS  
 PREPARE ENGINEERING ACTIONS IAW DI-CMAN-81554 AND SUBMIT ELECTRONICALLY VIA ECALS WORLDWIDE WEB PAGE [HTTP://EDMD4.PICA.ARMY.MIL/](http://EDMD4.PICA.ARMY.MIL/).  
 \*DATA INFORMATION PACKET \*\*DISTRIBUTION STATEMENT WILL BE ASSIGNED AND IMPLEMENTED BY THE DOD CONFIGURATION MANAGER.  
 THE POC FOR ECALS IS LEE SADAUSKAS, AMSTA-AR-QAW, (973) 724-6626, EMAIL [LEES@PICA.ARMY.MIL](mailto:LEES@PICA.ARMY.MIL).

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APPROVED BY: SHELLEY SCHABILION, SDMO, AMSTA-AR-QAD DATE: 11/08/1999