

## SECTION M: EVALUATION CRITERIA

### 1. General Information

#### 1.1. Basis for Award

**1.1.1** This acquisition will utilize Lowest Price Technically Acceptable (LPTA) source selection procedures in accordance with FAR 15.101-2, as supplemented. Technical tradeoffs will not be made and no additional credit will be given for exceeding acceptability. Award will be made to the acceptable offeror with the lowest evaluated price that is deemed responsible in accordance with the FAR and whose proposal conforms to the solicitation requirements. The solicitation requirements include all stated terms, conditions, representations, certifications, and all other information required by Section L of this solicitation.

#### 1.1.2 Number of Contracts to be Awarded:

The Government intends to award one contract for the manufacture of the TRIM Cradles Sets and Maintenance Stands/Ladders. However, the Government reserves the right to split the award or cancel the solicitation, if the SSA determines it is in the Government's best interest.

#### 1.1.3 Major Proposal Revisions:

If a proposal receives an "Unacceptable" rating after initial evaluation and the proposal will require major revisions in order to meet the technical requirement, the Government reserves the right to exclude the offeror from the competitive range.

#### 1.2 Evaluation Factors and Sub-factors

The following evaluation factors and sub-factors will be used. Award will be made to the offeror whose proposal is deemed lowest price technically acceptable.

- **Factor 1:** Price Proposal
- **Factor 2:** Technical Proposal
  - **Sub-factor A:** Welding Capabilities
  - **Sub-factor B:** Manufacturing Capabilities
  - **Sub-factor C:** Finishing (painting/coating) Capabilities
  - **Sub-factor D:** Assembly Capabilities
  - **Sub-factor E:** Shipping Capabilities
  - **Sub-factor F:** Program Management

#### 1.3 Cross Reference Matrix:

The cross-reference matrix will be utilized as a tool to show critical interrelationships and dependencies among the technical requirements documents Statement of Work (SOW), the Contract Data Requirements List (CDRL), Section L (Instructions to Offerors) and Section M (Evaluation Basis for Award). The cross-reference matrix will help offerors ensure they have responded to all the evaluation criteria and proposal submittal requirements identified in the solicitation. If the matrix conflicts with any other

requirement, direction, or provision of this solicitation, the other reference shall take precedence over this matrix. Section M references in the matrix are for informational purposes only, and the Government shall be obligated to evaluate proposals solely in conformance with the provisions of Section M of the solicitation.

## **2. Evaluation Methodology**

**2.1.** Price shall be evaluated on all offers and the proposals will be listed from lowest to highest price based on the total evaluated price. Then technical acceptability will be evaluated starting with the proposal with the lowest total evaluated price until one proposal is determined to be acceptable.

**2.1.1.** Acceptable – Proposal clearly meets the minimum requirements of the solicitation.

**2.1.2.** Unacceptable – Proposal does not clearly meet the minimum requirements of the solicitation.

**2.1.3** The Government technical evaluation team shall evaluate the technical proposals by assigning ratings of “Acceptable” or “Unacceptable”. The technical factor as a whole will be rated “Unacceptable” if any single subfactor is rated “Unacceptable.”

**2.1.4** Only those proposals determined to be technically acceptable, either initially or as a result of a clarification, will be considered for award. The offeror is reminded that the Government intends to award this effort based on the initial proposal, as received, without discussions. However, the Government may hold discussions if necessary.

## **2.2 Volume I: Price (Factor 1)**

**2.2.1** The pricing criteria used for evaluation are (1) completeness, (2) price reasonableness

**2.2.2 Completeness** – The Government will review the pricing submissions for completeness and compliance with Section L of the RFP. Incomplete price submissions may not be evaluated and the proposal may be eliminated from the competition.

**2.2.3 Price Reasonableness** – The offeror’s price proposal will be evaluated using one or more of the techniques defined in FAR 15.404-1 (Proposal Analysis Techniques). Based on the level of interest for this requirement, it is anticipated that adequate price competition will satisfy the criteria for price reasonableness.

## **2.3 Volume II: Technical (Factor 2)**

## Technical Approach

The Government's technical evaluation team will evaluate the technical proposals against the following sub-factors. Failure to meet the minimum requirements for any one sub-factor will result in the offeror's proposal deemed unacceptable.

### **2.3.1 Sub-factor A: Welding Capabilities**

Complete list of appropriate certifications to weld in accordance with AWS D 1.1 and 1.2

### **2.3.2 Sub-factor B: Manufacturing Capabilities**

Offeror fully describes necessary equipment/tooling required to manufacture TRIM Cradle Sets and Stands as well as provides list of currently owned/available equipment. List of equipment shall include but is not limited to the following:

Milling equipment

Grinding tools

Metal Cutting equipment

Metal Contour Forming tools/equipment

Welding equipment

### **2.3.3 Sub-factor C: Finishing Capabilities**

Offeror fully describes processes required to finish TRIM Cradle Sets and Stands. Offeror demonstrates their current capabilities and equipment to include but not limited to the following:

Finish preparation tooling and processes

Painting facilities able to accommodate the size/scale of the TRIM Maintenance Stand

### **2.3.4 Sub-factor D: Assembly Capabilities**

Offeror shows a detailed approach to assembling large stands. This shall include a list of equipment used to assemble TRIM Cradle Sets and Stands.

### **2.3.5 Sub-factor E: Shipping Capabilities**

This subfactor is met when the offeror clearly demonstrates the processes required to transport TRIM Cradle Sets and Stands safely to destination. These processes will include but not be limited to the following:

Transportation process

Packaging and/or Protection to ensure product reaches end destination unscathed

Loading/Unloading Process

### **2.3.6 Sub-factor F: Program Management**

The Offeror shall provide its supply chain management approach, risk management approach and a description of its logistical capacity for obtaining all components. The proposal shall include:

2.3.6.1 The prime contractor's organizational structure which identifies key personnel. The proposal shall clearly document the primary roles and lines of responsibility, and

technical interface with subject matter experts. The proposal shall illustrate all planned subcontractor relationships to include name and Unique Entity Identifier from SAM.

2.3.6.2 A simplified IMS depicting program milestones and essential tasks through program completion. The simplified IMS shall address lead times for the delivery of First Article Test components and subsequent production items. The IMS shall also identify and outline predecessor and successor tasks. The simplified IMS shall be completed in Microsoft Project 2016 or earlier compatible version, shall be unlocked, and shall be attached with the proposal as a PDF. Please refer to Table 2 for expected delivery schedule to be incorporated into the IMS. (NOTE: A fully detailed IMS will be due 30 days after contract award as stated in the SOW (Section 4.3) and CDRL A005 and will be reviewed every 30 days).

2.3.6.3 A complete description of risk management processes to include appropriate risk handling strategies, as well as an explanation of the criteria, methods, and procedures that would be used to identify the critical items associated with the implementation of this contract.

**Table 2 – Delivery Schedule**

First Article (FA) Cradles and Stands for Government Review	Reviewed by Government/Approved NLT 120 Days After Receipt of Order
1st Set (Cradles & Stands)	Delivered NLT 60 Days after FA Acceptance
Sets 2 & 3	Delivered NLT 60 Days after 1st Set
Sets 4 & 5	Delivered NLT 60 Days after sets 2 & 3
Sets 6 & 7	Delivered NLT 60 Days after sets 4 & 5
Sets 8 & 9	Delivered NLT 60 Days after sets 6 & 7
Sets 10 & 11	Delivered NLT 60 Days after sets 8 & 9
Sets 12 & 13	Delivered NLT 60 Days after sets 10 & 11
Sets 14 & 15	Delivered NLT 60 Days after sets 12 & 13
Sets 16 & 17	Delivered NLT 60 Days after sets 14 & 15
Sets 18 & 19	Delivered NLT 60 Days after sets 16 & 17
Set 20	Delivered NLT 30 Days after sets 18 & 19

### 3.0 DISCUSSIONS

It is the Government's intent to award **without** discussions; therefore, it is imperative that Offerors submit their best terms initially. However, if during the evaluation period, it is determined to be in the best interest of the Government to hold discussions, Offeror responses to Evaluation Notices (ENs), and the Final Proposal Revisions (FPRs) will be considered in making the source selection decision.

#### **4.0 SOLICITATION REQUIREMENTS, TERMS AND CONDITIONS**

Offerors are required to meet all solicitation requirements, such as terms and conditions, representations and certifications, and technical requirements, in addition to those identified as evaluation factors or subfactors. Failure to meet a requirement may result in an offer being ineligible for award. Offerors must clearly identify any exception to the solicitation terms and conditions and provide complete accompanying rationale.