

SECTION M

EVALUATION FACTORS FOR AWARD

1. BASIS FOR CONTRACT AWARD

The basis of award is Best Value Trade-Off (BVTO). This process permits trade-offs among evaluation factors. The Source Selection Evaluation Panel (SSEP) can accept other than the lowest priced proposal. In making this determination, all evaluation factors other than cost or price, when combined, may support award to other than the lowest priced offered. The SSEP will select the offer of the responsible vendor in accordance with the factors indicated below.

2. NUMBER OF CONTRACTS TO BE AWARDED

2.1. The Nonappropriated Fund Instrumentality (NAFI) intends to award a minimum of two but no more than three Infinite Delivery/Indefinite Quantity (ID/IQ) contracts to those responsive, responsible Offerors whose proposals are considered most advantageous to the NAFI considering technical, past performance and price criteria specified in Section M, Para 4 below.

2.2. Proposals are intended to be evaluated, and award(s) made, without discussions with the Offerors, unless discussions are determined to be necessary. Therefore, each initial proposal should contain the Offeror's best terms from a price and technical standpoint. **The NAFI reserves the right to award all line items, some line items or make no award.**

2.3. A written award or acceptance of a proposal mailed or otherwise furnished to the successful Offeror within the time for acceptance specified in the proposal must result in a binding contract without further action by either party. Before the offers specified expiration time, the NAFI may accept an offer, whether or not there are negotiations after its receipt, unless a written notice of withdrawal is received before award. Negotiations conducted after receipt of a proposal do not constitute a rejection or counteroffer by the NAFI.

3. SOLICITATION REQUIRMENTS, TERMS AND CONDITIONS

Offeror is required to meet all solicitation requirements. Proposal validity period shall be at least 180 calendar days from the closing date of this solicitation. Failure to comply with the terms and conditions of the solicitation may result in the Offeror being ineligible for award.

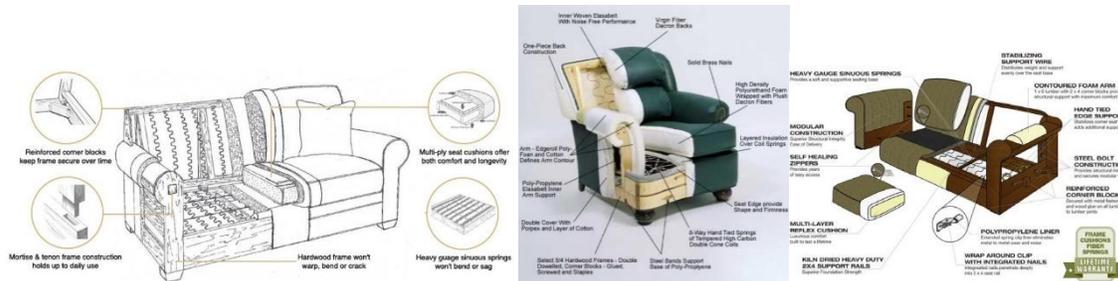
4. EVALUATION FACTOR(S)

The following evaluation factors will be used to evaluate each offer. These factors are listed in their relative order of importance. If the SSEP determines the Offeror's technical solution is rated marginal or below no further evaluation will be conducted.

SECTION M

5. TECHNICAL PROPOSAL

- 5.1. Offeror's proposal must adhere to all specifications listed in Section C, Statement of Work.
- 5.2. Offeror is required to submit pricing in Section B for the furnishings listed in Section C, Paragraph 3.
- 5.3. Offerors must submit, at a minimum, promotional and descriptive literature, an image of a cross section of a sofa/sleeper/chair that has all components labeled and color photos of each of the collections/items proposed. Acceptable examples of a cross section are shown below but do NOT reflect the AF Lodging standards within this document (these are only visual examples for reference):



Proposals submitted without promotional, descriptive literature, an image of cross section of a sofa/sleeper/chair that has all components labeled and color photos of each items will be considered non responsive and will not be considered for award. After initial review of proposals, the Government reserves the right to require the Offerors to submit, at no cost to the Government, a fully upholstered occasional chair for technical review in one of the styles being submitted in the submittal. The fully upholstered occasional chair must conform to the technical specifications listed in the statement of work. Proposals not conforming to the Governments request for a fully upholstered occasional chair will be considered non responsive and will not be considered for award.

Upon request only, a sample submittal may be required and sent to the address below:

AF Lodging Warehouse
ATTN: Mike Deregla
410 N. Frank Luke Drive Bldg. 1530

SECTION M

Bay 8-Lodging
San Antonio, Texas 78226

- 5.4. Technical specifications must meet or exceed the specifications per Section C, Paragraph 5.
- 5.5. Technical rating includes consideration of risk in conjunction with the strengths, weaknesses, significant weaknesses, uncertainties, and deficiencies in determining technical ratings. The Source Selection Evaluation Team (SSET) will evaluate the quality of the Offeror's technical solution for meeting the requirement.

	Outstanding (O)	Proposal indicates an exceptional approach and understanding of the requirements and contains multiple strengths, and risk of unsuccessful performance is low.
	Acceptable (A)	Proposal meets requirements and indicates an adequate approach and understanding of the requirements and risk of unsuccessful performance is moderate to low.
	Marginal (M)	Proposal has not demonstrated an adequate approach and understanding of the requirements and/or risk of unsuccessful performance is high.
	Unacceptable (U)	Proposal does not meet requirements of the solicitation, and contains one or more deficiencies, and/or risk of unsuccessful performance is unacceptable. The proposal is unawardable.

- 5.6. If the Technical Evaluation Team determines the Offeror's technical solution is rated marginal or below no further evaluation will be conducted.

6. PAST PERFORMANCE

6.1. The Past Performance Evaluation will be accomplished by reviewing the Past Performance Questionnaires (PPQ) submitted by the Offeror's references, as well as the Past Performance Information (PPI) narratives submitted by the Offeror. The NAFI will consider the performance quality of recent past performance, focusing on efforts that are relevant to the requirements in the SOW. This information may include data on efforts performed by other divisions or critical sub-contractors, if such resources significantly influence the performance of the proposed effort.

6.2. The NAFI reserves the right to use both data provided by the Offeror and data obtained from other sources in conducting this assessment. An Offeror's past performance is deemed "Acceptable" based on its performance record when the NAFI has a reasonable expectation that the Offeror will successfully perform the required effort based on recent, relevant, and quality

SECTION M

of work performed within the last five years as determined by the PPI narratives, NAFI obtained sources of data, and PPQ submitted.

6.3. Submit Offeror's experience with the same specification/performance/work and complexity. At least three (3) similar requirements performed successfully within the last five (5) years from the date of offer where the Offeror was responsible for the entire contract performance that involved substantially the same work and principal trades, magnitude and complexity as the instant requirement with references' contact information.

6.4. Dormitory projects will not be considered as hospitality experience and past performance. Acceptable applications must include commercial or government operated hotels/inns.

6.5. The NAFI will not request additional past performance questionnaires or POCs if the POC provided is non-responsive. It is the responsibility of the Offeror to provide the NAFI with current and accurate POC contact information.

Relevancy Rating

Very Relevant (VR)	Present/past performance effort involved essentially the same scope and magnitude of effort and complexities this solicitation requires
Relevant (R)	Present/past performance effort involved similar scope and magnitude of effort and complexities this solicitation requires
Somewhat Relevant (SR)	Present/past performance effort involved some of the scope and magnitude of effort and complexities this solicitation requires.
Not Relevant (NR)	Present/past performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires

6.6. The Past Performance Confidence Assessment (PCA) represents the degree of confidence the NAFI has in an Offeror's ability to provide the required services based upon the Offeror's past work record. Each Offeror will receive an integrated PCA, which is the rating for the Past Performance Factor using the evaluation factors in the Confidence Assessment Rating table below. Although the past performance evaluation focuses on performance that is relevant to the Technical Performance, the resulting PCA is made at the factor level and represents the NAFI's confidence that the Offeror can successfully execute requirements, taking into account recent, relevant, and quality performance in the Hospitality sector.

SECTION M

Confidence Assessment Rating

Substantial Confidence	Based on the Offeror's recent/relevant performance record, there is a high expectation the Offeror will successfully perform the required effort.
Satisfactory Confidence	Based on the Offeror's recent/relevant performance record, there is a reasonable expectation the Offeror will successfully perform the required effort.
Limited Confidence	Based on the Offeror's recent/relevant performance record, there is a low expectation the Offeror will successfully perform the required effort.
No Confidence	Based on the Offeror's recent/relevant performance record, there is no expectation the Offeror will successfully perform the required effort.

6.7. If the Technical Evaluation Team determines the Offeror's technical solution is rated marginal or below no further evaluation will be conducted.

7. PRICE

- 7.1. The SSET conducts price analysis to ensure that all proposed prices are realistic and fair and reasonable. Unreasonable prices are grounds for eliminating a proposal from the competition, unless contractor verify price realism or offer bid bonds. Only the Offeror with a technical rating of ACCEPTABLE OR GREATER will have their price analyzed. Offeror must label pricing Section B. The unit price shall be **firmed fixed priced**. Price will be consider based on the total price less performance allowance.
- 7.2. Pricing will be analyzed based on the three scenarios provided in the Scenarios worksheet located in Section B, Pricelist. Comparison for each scenario will be analyzed against the 12 price worksheets in Section B, including the Performance Allowance percentage offered. Totals of all three scenarios will be added to arrive at the total amount used for evaluation less the performance allowance offered.
- 7.3. Reasonableness. The price must represent what a prudent person would pay when consideration is given to the prices in the market. Reasonableness includes an evaluation for completeness and accuracy to ensure that the Offeror is responsive and accurate in providing all pricing information outlined in the Instructions to Offerors.

SECTION M

- 7.4. Realism. The proposed price is realistic for the work to be performed, reflects a clear understanding of the requirements, and is consistent with the unique methods of performance described in the Offeror's technical proposal.
- 7.5. If the Technical Evaluation Team determines the Offeror's technical solution is rated marginal or below no further evaluation will be conducted.

(End of Section M)