

Army ERP Services - Government Responses to Industry Comments on Draft RFP documents posted 11 April 2014

#	Document	Section	Page#	Comment/Rationale	Suggested Text Change	Government Response
1	PWS	3.9.1	15	Does the government also expect the Contractor to develop training materials? If so, suggest the development of training materials to be provided within the Organizational Change Management (OCM) Scope.	The Contractor shall develop training materials and provide training specific to organizational change in relation to business process and/or system changes.	Suggested Text Change accepted and incorporated.
2	Draft RFP Sections	15. FAR Clause 16.505(b)(1) - Fair Opportunity	25	The Government would like to get recommendations from Industry on how to reduce Task Order cycle times under Fair Opportunity procedures.  Recommendations: 1) Release draft versions of task orders 1 - 2 months in advance to allow industry additional time to familiarize themselves with project requirements and be more prepared to respond when the final RFP is released. 2) Host Industry Day (or a conference call) with industry to facilitate information exchange prior to the RFP release. 3) Shorten response time of RFPs from 30 days to three weeks or 21 days depending on the technical requirements of the work. 4) Release Sources Sought or Request for Information with draft PWS requiring AESIP awardees to express interest in bidding within a set timeframe. This may reduce number of bids per Task Order release reducing the cycle time to award.	N/A	Recommendations noted.
3	Draft RFP Sections	18. Subcontractor pass-through limitations (applies to Cost Reimbursable Orders Only)	26	The Government would like to get recommendations from Industry on how to reduce Excessive Pass-Through Charges, including a recommended percentage limit.  Recommendations: 1) Recommend government limit the usage of tier 2 (and higher) subcontractors, unless there is prior approval from contracting officer. 2) Recommend government limit the usage of non-W2 employees (e.g., independent contractors) by requiring approval from contracting officer. However, recommend government understands that occasionally a prime or 1st tier subcontractor may need to use an independent contractor in order to fill a highly specialized SAP position. This will ensure a team has the ability to bring on specialized skill sets for specific Task Order responses to facilitate their ability bring appropriate level of expertise and provide the government the most effective services. 3) Recommend Prime awardees are permitted to propose additional subcontractors for specific task order responses after the IDIQ award to give the Prime flexibility to add teammates to meet specific requirements. 4) Recommend prime's limit pass through fee to reduced G&A and profit for subcontractors, and included proposed amounts in cost proposal at the task order level. 5) Minimizing subcontracting will reduce pass-through charges however it could also negatively impact the ability of some small business primes from performing a larger percentage of the work on each task order. Many small business primes may need the flexibility to use subcontractors to provide unique SAP skills specific to a task order. Therefore, it is difficult to recommend a percentage limit since it will impact each small business prime differently.	N/A	Recommendations noted.
4	Army ERP Services – (Selected) Draft RFP Sections			In order to screen companies with approved standard processes and procedures in place, would the Government consider ISO-9001:2008 and Capability Maturity Model Integration (CMMI) as a basis for selection?		The Government does not intend to use the identified standards as a basis for selection because they are not a discriminator for this acquisition and could unnecessarily limit competition.
5	Army ERP Services – (Selected) Draft RFP Sections	Section 7, Basis of Award; Evaluation approach	8	To order to increase the competitiveness of the source selection process, would the Government consider including Second Tier subcontractor's past performance with over \$1M annual revenue?	Relevant means performance as a prime or first tier or second tier subcontractor that demonstrates the Offeror has performed or is currently performing on contracts/task orders that have an average annual value of at least \$500,000 (for first tier subcontractor) or \$1,000,000 in case of second tier sub contractor and include one or more of the following SAP ERP Services....	The Government has revised the Past Performance relevancy definition as follows: "Relevant means performance that demonstrates recent or past work efforts performed by the Offeror or its proposed major subcontractors that have an average annual value of at least \$500,000 and includes one or more of the SAP ERP Services listed below. The Government is particularly interested in work performed for DoD SAP implementations within the Logistics and Finance Domains."
6	Army ERP Services – (Selected) Draft RFP Sections	Reduce excessive pass through charges while using lower tier subcontractor	26	As a part of evaluation factor, we suggest that Government ask for suggested markup (related fee/profit) on the fully burden rate on the lower tier subcontractors rate. We also suggest to limit the use of lower-tier subcontractor to not exceed 10% of the total spend either by the prime or the sub contractor.		Recommendations noted.

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7	Draft RFP Sections	7.C.3	9	Factor 3 Price Evaluation Approach	Q: Will subcontractors be required to submit a separate sealed proposal package showing rate buildup?	Not applicable because the Government is not requesting a rate buildup in response to the IDIQ solicitation.
8	Draft RFP Sections	8.e	17	Subcontractor Consent Letter	Q: Is there a specific format for the subcontractor consent letter?	There is no specific format for the Letter of Consent. It is the Offeror's responsibility to draft the Letter of Consent and provide to the subcontractor for its signature. The Letter of Consent authorizes the Government to discuss the proposed subcontractor(s) past performance with the Offeror.
9	Draft RFP Sections	7.C.1.a), 8.A.3(e), 9	5, 17 - 20, 24	In order to provide a more comprehensive assessment of the Offeror's abilities, will the Government consider asking Offerors to respond to multiple (2 - 3) sample task orders, rather than a single task order for the evaluation?	Provide 2 - 3 sample task order performance work statements with RFP. Modify Section L to add 1 or 2 additional sample tasks with proposals of 10 pages each. Modify Section M to incorporate evaluation of all sample task orders.	The Draft Sample Task Order PWS posted on 5 May 2014 includes all 14 Army ERP Services task areas contained in the basic contract PWS and is representative of the type of work that will be required under this acquisition. The Government does not anticipate any additional sample task orders.
10	Draft RFP Sections	7.C.2, 7.C.3, 8.A.3(c), 8.A.3(e)	7, 10, 22-23	The second paragraph of Section 7.C.2 indicates that "a Major Subcontractor is defined as one that is proposed to provide at least ten (10) percent of the expected total effort as proposed in Offeror's Army ERP Service IDIQ Price Model in the Price Volume." Since the Section L instructions indicated that DFARS 252.216-7002 prohibits the use of blended prime/subcontractor rates and the Offeror shall enter the highest proposed fully burdened hourly rate, how will the Government determine which subcontractors may provide at least 10 percent of the proposed effort?	The Offeror shall identify in Volume I Section 2 which subcontractors are anticipated to perform at least ten (10) percent of the expected total effort.	The Army ERP Services IDIQ Price Model column B 'Name of Prime or Subcontractor' will indicate the allocation of the proposed effort. Also, as stated in the instructions for Volume III IDIQ Price, the Offeror shall complete the Master Labor Rate Table for the Prime and all Subcontractors (Attachments 0002 and 0003) for the provided labor categories. A separate Master Labor Rate Table is required for each Subcontractor.
11	Draft RFP Sections	7.C.3.b	10	Is the ceiling price the same as the highest proposed fully burdened hourly labor rate used for evaluation of the IDIQ price?		Yes, However the term used in 7.C.3.b is ceiling hourly labor rate as opposed to ceiling price
12	Draft RFP Sections	8.A.3(e) Volume I	17	Will the Government consider adding an Executive Summary as the first section of Volume I?	Add to Volume I an Executive Summary with a 2-page limit.	The Government does not intend to include an Executive Summary; the required proposal content is based exclusively on the evaluation factors.
13	Draft RFP Sections	8.A.3(e) Volume I	20	A complete Basis of Estimate may require multiple pages. Will the Government consider incorporating the BOE in Volume IV as part of the Sample TO price discussion?		Section L Proposal Submission was modified to remove the requirement to provide a Basis of Estimate.
14	Draft RFP Sections	8.A.3(e) Volume II	20	Will the Government consider adding introduction as the first section of Volume II?	Add to Volume II an Introduction with a 2-page limit.	The Government does not intend to include an Introduction section in Volume II Past Performance as the evaluation is focused on the specifics of each Past Performance reference.
15	Draft RFP Sections	8.A.3(e) Volumes III and IV	17-18	The naming convention in Table 1 indicates that each volume is a single file. The instructions on page 18 indicate that "each file of the proposal shall include a narrative discussion." Does the Government intend for the narrative to be included in the MS Excel file associated with the two cost volumes or may the offeror include the narrative in a separate MS Word file for Volumes III and IV?		Deleted the sentence 'Each file of the proposal shall include a narrative discussion.'
16	Draft RFP Sections	8.A.3(e) Volumes III and IV	18, 22-23	Will the Government consider adding an Introduction to both Volumes III and IV? Such a section can be used to describe the contents of the volume and the cost estimating techniques used.		The Government does not intend to include an Introduction section in Volumes III and IV. The Government only requires fully burdened labor rates to be inserted in the template; no explanation of cost estimating techniques is required.
17	Draft RFP Sections	8.A.3(e) Volume III	22-23	As most companies have separate burden rates depending on whether the work is performed on the Government site or the contractor's site, what is the basis for the proposed labor rates for the IDIQ Maser Labor Rate Table?		The basis of the proposed Fully Burdened Hourly Rates in the Army ERP Services IDIQ Master Labor Rate Table shall be Contractor Site rates and will be incorporated into the contract as ceiling rates. The place of performance will vary by Task Order. If Government Site rates are required, these rates will be proposed as part of the Task Order proposal and may not exceed the ceiling rates.
18	Draft RFP Sections	8.A.3(e) Volume III	22-23	In order to maximize Government access to all requisite capabilities, will the Government consider including provisions for establishing rates for both Government site and contractor site?		The basis of the proposed Fully Burdened Hourly Rates in the Army ERP Services IDIQ Master Labor Rate Table shall be Contractor Site rates and will be incorporated into the contract as ceiling rates. The place of performance will vary by Task Order. If Government Site rates are required, these rates will be proposed as part of the Task Order proposal and may not exceed the ceiling rates.
19	Draft RFP Sections	8.A.3(e) Volume IV	23	As a way to ensure all offerors propose a realistic price for the Sample Task, has the Government considered changing the RFP language from a Sample Task Order to a task order that will be awarded to one of the successful Offerors?		Using a hypothetical Sample Task Order enables the Government to include all 14 Army ERP Services task areas contained in the basic contract PWS, and is representative of the type of work that will be required under this acquisition. Pricing for the Sample Task Order will be based on the IDIQ Master Labor Rate Table.
20	Draft RFP Sections	15, 18	25, 26	Is the Government willing to consider providing potential Offerors an opportunity for a one-on-one meeting to discuss recommendations?		The Government will continue this iterative process of providing Draft documents and incorporating Industry recommendations. The Government is considering one-on-one Pre-solicitation conferences.
21	Draft RFP Sections	7A.	4	Section states, "awards will be made on an all or none basis (i.e., Offerors must propose against all 14 task areas and labor categories for all years;" however, the Factor 1 evaluation criteria are based solely on two sub-factors, understanding the Sample Task Order (STO) Requirement and the Personnel Management Subfactor. If the STO is inclusive of all 14 task areas, then the all or none basis is appropriate; however, if the STO does not include requirements in all 14 areas, will the government add evaluation criteria to account for task areas not included in the STO?		The Draft Sample Task Order PWS posted on 5 May 2014 includes all 14 Army ERP Services task areas contained in the basic contract PWS and is representative of the type of work that will be required under this acquisition.

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22	Draft RFP Sections	Vol. IV	23	SAMPLE TASK ORDER PRICE - Requires offerors to propose ceiling rates for the STO. Since ceiling rates are established and evaluated at the IDIQ level, will the government allow for realistic competition in terms of discounting from the established ceiling rates for the STO?		The Sample Task Order Price Model requires the use of ceiling rates from the IDIQ Master Labor Rate Table. This approach is appropriate because the use of a hypothetical Sample Task means the Offeror would not be required to actually perform at the proposed rates. Therefore there is no rationale for discounting the labor rates.
23	Draft RFP Sections	18	26	Recommendations are requested on percentages for limiting subcontractor pass-through. Since many of the folks filling these positions are interested in consulting (1099) we recommend a reasonable pass through of 10% -- this is enough for both the prime and the sub to cover 1099 management costs.		Recommendations noted.
24	Draft RFP Sections	6	4	Since cost reimbursable contracts are indicated, will there be a requirement for DCAA approved contractor accounting system?		DCAA approved accounting systems are not required to receive an IDIQ contract award. However, award of a Cost Type Task Order requires a contracting officer's determination that the contractor's accounting system is adequate for determining costs applicable to the order.
25	Draft PWS	3.4.2	10	Refers to Government provided Software Code Quality and Software Assurance tools. Can the Government identify these tools?		The current tools are identified in the Sample Task Order PWS which was posted on 5 May 2014.
26	Draft PWS	3.14.1	18	References Earned Value Management (EVM) – will the small business bidder be required to have a certified EVM system?		Offerors will not be required to have a certified EVM system to receive an IDIQ contract award. However, a Certified EVM System is required prior to award of a cost type task order over \$50M in value.
27	Draft PWS/RFP	1		The DPWS and DRFP mention several places of performance, which can have notable cost differentials across the locations. We make the general observation that the final solicitation documents should carefully define the locations where pricing is to be provided, both at the IDIQ and STO levels.		The place of performance will vary by Task Order. The Government does not intend to establish different rates for different locations and is only requesting one set of Fully Burdened Hourly Rates. The basis of the proposed Fully Burdened Hourly Rates in the Army ERP Services IDIQ Master Labor Rate Table shall be Contractor Site rates and will be incorporated into the contract as ceiling rates. If Government Site rates are required, these rates will be proposed as part of the Task Order proposal and may not exceed the ceiling rates.
28	Army ERP Services – (Selected) Draft RFP Sections	Factor 2 Past Performance	7	The Government's evaluation criteria for relevant past performance is too vague and may lead to protests by unsuccessful bidders due to a lack of specificity. Relevant past performance describing SAP ERP services scope of work will be evaluated with this priority order (Army, Department of Defense(Navy, Defense...), Federal Civilian, Local Government, and commercial) are considered relevant	Relevant past performance describing SAP ERP services scope of work will be evaluated with this priority order (Army, Department of Defense(Navy, Defense...), Federal Civilian, Local Government, and commercial) are considered relevant (very relevant, relevant, somewhat relevant, not relevant)	The Government has revised the Past Performance relevancy definition to include: "The Government is particularly interested in work performed for DoD SAP implementations within the Logistics and Finance Domains."
29	Army ERP Services – (Selected) Draft RFP Sections	Factor 2 Past Performance	8	The Government is excluding from relevancy unduly contractors that have performed significant roles on Army ERP related Programs (GCSS-Army, AESIP Hub, LMP, ...) that performed key roles and generated over \$1million per year as a 2nd tier contractor, which in many cases was a higher revenue amount than some tier-1 contractors on the vehicle but not being used. This exclusion is unfairly discounts the contributions of other than Prime or 1st tier contractors that provide significant measurable performance on Army ERP Programs each year.	Relevant means performance as a prime or subcontractor that demonstrates the Offeror has performed or is currently performing on contracts/task orders that have an average annual value of at least \$1 million and include one or more of the following SAP ERP Services...	The Government has revised the Past Performance relevancy definition as follows: "Relevant means performance that demonstrates recent or past work efforts performed by the Offeror or its proposed major subcontractors that have an average annual value of at least \$500,000 and includes one or more of the SAP ERP Services listed below. The Government is particularly interested in work performed for DoD SAP implementations within the Logistics and Finance Domains."
30	Draft RFP	2. Factor 2 Past Performance Evaluation Approach	8	In regards to Past Performances would ask that these references, not be necessarily specific to SAP ERP Services, but broaden the scope to ensure contractors who have provided these types of services to the Army have the opportunity to participate and provide an agnostic view possibly offering better solutions based on the scope of the requirements	Relevant means performance as a prime or first tier subcontractor that demonstrates the Offeror has performed or is currently performing on contracts/task orders that have an average annual value of at least \$500,000 and include one or more of the following Services...	Because all the programs supported by this acquisition are SAP-based, the Government is particularly interested in work performed for DoD SAP implementations within the Logistics and Finance Domains.
31	Draft RFP	2. Factor 2 Past Performance Evaluation Approach	8	We did not see any mention if the Past Performances must all come from the Prime but would suggest providing the ability to show some past performances from the Prime as well as Major subcontractors to highlight the strength and depth of our team		Past Performance from the Prime and Major Subcontractors will be considered. As stated in the Draft RFP Sections document, "A Major Subcontractor is defined as one that is proposed to provide at least ten (10) percent of the expected total effort as proposed in Offeror's Army ERP Services IDIQ Price Model in the Price Volume".
32	Army ERP Services – (Selected) Draft RFP Sections	Factor 2 Past Performance	7	Our past performance as a 6+ year (Year 2006 – 2011) Army PLM+ / AESIP tier2 performer under Northrop Grumman with over \$1 million per year was accepted and verified by Army PM AESIP and award was made to us. Now, that same past performance reference is being excluded from being able to used for this follow-on Army ERP solicitation is unfair and unnecessarily exclusionary. I recommend that Army PM AESIP please allow significant past performance be allowed and evaluated.	Modify text to allow relevant and referencable past performance to include Prime Contractor and subcontractors.	The Government has revised the Past Performance relevancy definition as follows: "Relevant means performance that demonstrates recent or past work efforts performed by the Offeror or its proposed major subcontractors that have an average annual value of at least \$500,000 and includes one or more of the SAP ERP Services listed below. The Government is particularly interested in work performed for DoD SAP implementations within the Logistics and Finance Domains."