

Please Note: The Questions and Answers listed below are verbal responses the Government provided during the BOA Holders Meeting held on 19 November 2014.

1	Attachment 0002	For the attachment 0002, understanding you need a place for the base period. Why the two sheets when the minimum FLC 1 hours need to be consistent. Why two sheets? More opportunities for contractors to make administrative errors.	It is needed for the crosswalk; the Government will review this issue and see if there's another mechanism that can be utilized.
2	BOA	Can you post your organizational chart, with names & titles to the EAGLE website?	No.
3	BOA Process	Do you currently have a process or will you have a future process to automatically off-ramp BOA holders that have not shown participation (lets say within 3 years)?	We do not have such a process in our program at this time. Contractors have the option to off ramp at the Annual Review.
4	Cost/Price	At what point is the Basis of Estimate (BOE) considered?	Part of Cost/Price. Step 2. The SME will address later in the presentation. (Refer to the Pricing portion of the briefing slides located on the EAGLE website).
5	Cost/Price	Are you going to talk about how you evaluate BOE?	The Cost/Price SME will address later in the presentation. (Refer to the Pricing portion of the briefing slides located on the EAGLE website).
6	Cost/Price	What military/Army standard regulations or formula do SMEs use in coming to the Government IGCE.	The USG utilizes the same information that is provided in the RFP.
7	Cost/Price	When you get a proposal that doesn't have all the back-up, are those eliminated. When you get proposals without minimal cost data, are you eliminating those proposals?	Compliance reviews are performed on timely proposals; each solicitation sets out the cost data information that is required, and if an offeror does not provide the information required for compliance, the offeror is deemed non-compliant. Review each solicitation very carefully, and ensure that you are providing all information designated as required.

8	Cost/Price	In the awarded tasks, have there been any that were not able to perform?	To date there have not been any issues. We are not in the third, fourth year of these awarded Task Orders. There have not been a lot of awards to companies whose proposals we've had to cap rates on. Companies are proposing close to a realistic view of their costs.
9	Cost/Price	CBA impact by installation, as you perceive price to be realistic. Lets just say its one years, that CBA will have escalation each year. The winner is going to have to re-negotiate that CBA. How would you advise us to price? Be unrealistic?	Our more recent L and M language has addressed how to apply escalation to CBA and SCA rates.
10	Cost/Price	The technical guys aren't using IGE, what are you using to do MPC? MPC is based on Government requirements. How low until you say that's not reasonable? The prices are rock bottom low.	We are using data provided for the contract, for example the SCA and CBAs. The evaluation and any applicable MPCs are based off the technical proposal, SCA/CBA rates, etc. Only technically approved proposals move to this phase so the cost proposal must be in line with the technical approach. We do verify. The IGE has different rate assumptions.
11	Cost/Price	This is just a quick suggestion. In the pricing proposals will you start restricting how we can propose housing in Korea say this way or that way. There are many ways of proposing.	There a number of different methodologies in the OCONUS scenario. If we tell you exactly how to propose everything then its not a competition. It is the contracto's responsibility to develop their best proposal.

12	Cost/Price	<p>We've only had one data point in terms of the cost price, our direct labor exceeded the total purchase/bid price. So were going through and understanding the attachment 0002 to linking to cost tying to technical. What ever experienced for what SCA code the lower priced contractor was awarded that contract. Is that the element we're at. You crosswalk to SCA, if you leave it at the SCA. Is there an analysis if this is the correct SCA code.</p>	<p>Under the typical EAGLE solicitation, as part of the technical evaluation, if a labor category is designated as "SCA," then the SCA code provided is compared with the labor category provided to ensure that they match (each solicitation will detail the process for what happens when the SCA code doesn't match the labor category description, however, typically the solicitation will provide that the SCA code takes precedence); the position is then evaluated for ability to perform the tasks/functions for which it is being proposed to perform, taking into consideration the PWS, the provided workload and technical exhibits and attachments, the SCA definitions, any supporting information provided by the offeror in the "Offeror Position Title" column of the Attachment 0002 and any specific explanations provided in the SMP, as well as any other information the solicitation deems applicable. If an offeror is found technically acceptable, then during the Cost/Price evaluation, the technical approach (including SCA categories proposed) is compared to the cost proposal.</p>
13	Cost/Price	<p>SCA wage tracking to the labor category during price evaluation would be subject to an EN?</p>	<p>If discussions are being conducted and the SCA wage provided in the price proposal is not tracking with the SCA labor category proposed, then that issue would be addressed during discussions through an EN. If discussions are not being conducted, and the Cost/Price evaluators note that the wage provided in the price proposal is not tracking with the SCA labor category proposed, then a Most Probable Cost adjustment may be done, if appropriate under the circumstances.</p>
14	Cost/Price	<p>If we do follow minimum requirements of SCA CBA, do you consider or risk of possible price adjustment later after the CBAs negotiated.</p>	<p>We realize the CBA is going to have to be negotiated.</p>
15	Cost/Price	<p>If everyone is doing that then?</p>	<p>That's not what were seeing; it does not appear as though companies are going out of their way to propose below CBA SCA. The cost will be adjusted to what's realistic. It may take you out of bottom 5.</p>

16	Cost/Price	Incumbents are rebidding and losing to bidders going for low cost in the current frame, price competition is predatory.	Award will go to the Offeror who is lowest priced technically acceptable substantial past performance.
17	Cost/Price	Regarding the Minimum FLCs hours, is there a validation between appropriate labor classifications?	We do a crosswalk of hours by category to the Attachment 0002. We make sure that those two things correlate in the crosswalk. If they don't, MPC aligns with the Attachment 0002.
18	Cost/Price	You mention CBAs, we usually don't get a lot of information from you folks.	The CBA, if applicable, is provided as an attachment to the RFP. As the USG is not a party to the CBA, the information we have is limited.
19	Cost/Price	The question becomes, in a lot of contractors we get a least number of seniority because there are some with varying leave times, without knowing the demographics and not knowing seniority it becomes difficult to bid.	We are looking at realism and minimums. It is possible that someone who has been there more than five years would get into a different leave category. I don't know how you would know that upfront. From a realism point of view is to require you to propose the minimum in CBA.
20	Cost/Price	We should say all employees have 80 hrs versus 160. Some of these places are remote and there's two generations of people. How do you take this into consideration?	Refer to Question 19 answer.
21	Cost/Price: CBA	Proposing rates below CBA, is pricing going to address that?	Yes. (Refer to the Pricing portion of the briefing slides located on the EAGLE website).
22	Cost/Price: Cost Realism	On the Cost/Price selection, if you have an award value of \$10 and four bids of \$9.5 and one \$3, any selection criteria to throw out?	Cost realism review.

23	Cost/Price: Profit Fee	We've noticed a trend in prices where contractors have been bidding low or no profit fee, particularly in Small Business. Does that concern the Government? Our view is it poses risk.	We have gone through contracts in the past with low or no profit fee and suffered from over run on cost plus contracts, which hurts the contractor in performance/cost control and the Government, as we are trying to come up with the extra funds. Part of the source selection process includes cost realism analysis. There's a session specifically with pricing folks and they will be going over items for proposals. Obviously, we need to ensure we get a good price while contractors get a return on investment. It's a balance. We are using MPCs and cost realism. When we go through the evaluation, there's cost realism process being made by price analysts. Within the pricing presentation, this is an opportunity to ask those questions. We're closely monitoring the Task Order awards to see if we are seeing any issues with cost growth.
24	Debriefs	When an Offeror is notified of loss and Offeror is offered a debrief, will the Government consider providing the Independent Government Estimate if so requested? Especially when Offeror is deemed Technically Unacceptable due to improper labor classifications.	No, the Government has no intention to release the IGE.
25	Debriefs	How would you not develop a ranking?	Section M defines the process.
26	Debriefs	With this new process, if you are not in 20%, when you ask for a debrief. What's your feedback?	Sorry-we will not have anything to provide you.
27	Debriefs	On the process, is there anything against the FAR where you couldn't come out with a generalized debriefing after award where we received 21 proposals and took 13 to get technically compliant?	We could not identify any language in the FAR that would allow us to reveal this information.
28	Debriefs	In regard to written debriefs, will it show their ranking?	If we developed a ranking and your proposal was ranked, we will share that information with you.

29	Debriefs	Just to clarify, we will be briefed at the top 5 or 20 percent?	You will get a written debriefing; you will also get an oral debriefing if you requested one timely. For those offerors that were not evaluated at the technical evaluation stage, however, the information will be somewhat limited.
30	Draft RFP/Final RFP	Are you saying you encourage questions on the final RFP? In the past, Task Orders (Fort Bliss) it seemed like it wasn't permissible. Amendments were not in place, but letters were issued with no conformed copies of the RFP issued.	We encourage questions during the draft phase. We can capture any concerns you have. Our goal is the RFP package is in final form that incorporates all the concerns and questions.
31	Europe	You spoke about Europe. What about the Pacific?	We are seeking additional requirements for APS-4, Korea and Watercraft. We have heavily integrated in USERPAC with a shift to the Pacific. There's going to be a lot of APS activity depending on how the Army resources it. There is talk of putting an army brigade in Europe. We are looking at Seven different sites, first in Europe, and the majority in April (Bangladesh, Thailand, Malaysia, Australia, ETC) 2017-2018 time frame. The chief is getting briefed in February about these changes in Europe. It's pretty clear where the Army is headed with quite a bit of presence in the PACIFIC. We are looking into getting guys vetted into the Pathways programs. They've identified their gaps and are figuring out how to fill.
32	Evaluation Process	If I receive ENs or questions, does this mean I made that 5 or 20% of proposals getting evaluated?	If you are receiving a discussion EN, you are at some point in the evaluation process. This should not be confused with clarification ENs, which may or may not be issued in a competition.
33	Evaluation Process	Assuming you had 20 offers and had the 5 that met the criteria, is it correct that you would not look at any other ones?	We do not look at any other at that point of Step 1. If all 5 are technically acceptable, they move to Step 2. Correct, we do not go back unless its needed to meet the evaluation methodology criteria requirements.
34	Evaluation Process	How do you discuss the realism without reading technical proposals?	We do technical first and then cost realism. This process ensures what they propose is adequate.

35	Evaluation Process	My understanding was the lowest price is what you looked at first, and then going forward with those evaluations.	It is listed by price first. Then the lowest 5 or 20% go through the compliance review and get evaluated for technical acceptability. If needed we pull the sixth proposal if one of the first five are found technically unacceptable.
36	Fort Bragg	Are you still looking at Fort Bragg as large or SBSA?	We will review our market research to determine if Fort Bragg will be unrestricted or SBSA. The BOA 6 synopsis will provide further guidance.
37	Future Planning	How is Army going to be planning the use of the contractors in the future. How is the army integrating contractors into the planning process of the force.	We see many opportunities in the future for collaboration. As we look into the future, ideas and feedback from industry will be vital to enhancing planning processes.
38	FY 15 Solicitations	FY 15, which solicitations are large unrestricted which are Small Business Set Asides (SBSA)?	Afghanistan and Qatar are large/unrestricted.
39	Limitations of Subcontracting Rules	During the last BOA holders meeting, someone mentioned the BOA holder SB did not have to do 51% as long as the combination of Small Business teamed with does. At the last BOA holders meeting the accumulation of SB can.	As of right now, that is not how we calculate for purposes of the Limitations of Subcontracting rule under FAR part 19. What was discussed at the last meeting was that the NDAA had issued new provisions on the Limitation but that the FAR and Small Business Act has not changed. We will continue to enforce the Limitations on Subcontracting clause consistent with the FAR and the SBA, not the NDAA.
40	NAICS	NAICS Code 561210 is \$35.5M ceiling has moved to \$38.5M is this affective right now?	Yes, but the rule of two is still \$35.5M for EAGLE set-asides. SBSA size limitation is \$38.5M.
41	Page Limits	One of the challenges are page limits on Staffing Management Plan (SMP). When you have to cover MST and sub elements it is limiting. Is anything going to address on page limits for all three?	The page limit comes from the complexity of the requirement and the page limits should coincide with that complexity. Our technical requirements SMEs do take complexity and amount of tasks into consideration. We try to look at it and if our standard page numbers aren't going to allow you to submit adequately we can address. We will take the action to discuss this in further detail.

42	Past Performance	<p>Could you clarify a point. When were looking at a PWS, we have supply/maintenance/transportation with multiple subtasks. When a team is getting together to bid upon that PWS and RFP, does that Team have to cover everyone of the major tasks and moreover, does the team have to cover subtasks, sub subtask. Within the PWS that we have, there is supply with many subtasks: Ammunition and Fuel. Does that Team have to have demonstrated in these subtasks. All of which must be covered?</p>	<p>We take into consideration all the relations to the sub category tasks that are relevant. It is not necessary to have Past Performance in each one specific subtasks or sub task. Each Task Order looks at past performance as a whole.</p>
43	Past Performance	<p>Elements of Past Performance have to do with Past Performance. Since the Task Orders are individual, you do not have to submit Past Performance. What if a Task Order comes out with an element that wasn't submitted in the original BOA process?</p>	<p>We give you opportunities to update your Past Performance with BOA RFPs and at the annual review.</p>
44	Past Performance	<p>If Task Order is released and has that element you did not cover for your BOA submission, you are unable to bid?</p>	<p>Every time a BOA comes out, it will include new requirements. At that time, you as a current BOA holder would have the opportunity to update your Past Performance. If the requirement was not included in the original BOA that addressed those specific requirements, we would have to issue another BOA with that requirement. At that time, you are able to submit updated Past Performance.</p>
45	Past Performance	<p>If a team of two has no experience in the subtasks, and competes for an LRC, do they have a chance at all?</p>	<p>There are a lot of factors that could impact that decision, and would be handled on a case-by-case basis with identified specific information.</p>
46	Past Performance	<p>How much time do you have to be performing a capability for performance before we can claim the experience in Past Performance?</p>	<p>You can submit anything that is within Recency guidelines of the Task Order RFP you are bidding against.</p>

47	Past Performance	If you choose to submit additional at the next period, you do not have to remove any? Or can you just add more references?	Correct
48	Past Performance	How do you evaluate Past Performance? Your initial BOA on Attachment 2 shows teammates. But say one of your teammates backs out as an additional add on, the PP you are allowed to submit is less than 100 words. If you say you use an additional teammate, if the 100 words was so general how do you get the specific past performance you need?	That's one reason why we have you provide a POC. We also have PPIRs available to give us additional information and use EDA.
49	Past Performance	We list specific contracts for each contract (100 words), do you only evaluate on contracts listed or pull from the database? Additional teammates? I have heard tell that you have some pretty vast databases. If I were to propose a teammate to do a specific task and had other contracts of performance, would you use those also?	Correct. We use our resources to research for that contractor.
50	Past Performance	Will you also see past performance that is negative?	If we pull up references that you didn't provide as a prime and you used a new subcontractor and we find negative information, then we give you a chance to respond.
51	Past Performance	What is the validity on time duration: Is the date from awarded a BOA or is the validity pertaining to recent/relevant language in each Task Order?	The validity is relative to each Task Order
52	Past Performance	When you get new past performance, how long do you require the company's performance until you consider it valid?	If it falls within the definition of Recency with each task order language we will consider it.

53	Past Performance	Our past performance in an area where we are self sufficient as a prime "ran out" in Sep 2014 and the 3 year look back for validity. Is the 3 year look back count from the date of the EAGLE solicitation (The original issue date) or Date of last BOA Renewal or Date of the task order being bid?	The Recency period is different for every Task Order and is 3 years from the closing date of the Task Order RFP.
54	Past Performance	If you are a prime small business bidding as a set-aside, you have a reference for Past Performance as a subcontractor, the value was \$5, the prime's was \$25 million.	\$5 million is what you report on.
55	Technical	Just to clarify, so if I have a supervisor doing supervisor tasks 80% time and 20% doing touch labor I can do 20% for that FLC1?	Yes, that is what we are looking for during compliance checks. Just because you split it doesn't mean you are fully technically acceptable. We will review your tasks and the RFP.
56	Past Performance continued...	When I talk to subcontractors they think each subtasks must be covered?	Subcontractors may be referring to the BOA process. At the Task Order level we are looking at the requirements as a whole and relevant to our specific task order.
57	Past Performance continued...	When you say update your past performance, you are saying that the 100 word blurb is not all you have?	No, that's not all we have to evaluate Past Performance.
58	Requirements	Could you go into detail on what's considered less complex, lower risk Task Orders since the requirements are all similar.	Some of it is the level of effort and taking into consideration of Past Performance is a determining factor for award.
59	Section L&M	Section L&M came out as a draft and never got put in BOAS. Are there any plans for that?	Each task order will have a specific L&M section, not the standard BOA L&M.
60	Site Visits	In regards to Site Visits, they are worthless if they function like Detroit Arsenal where you physically drove by and were unable to observe anything within the facilities.	We have taken this into consideration and have made improvements. For example, at Fort Riley's site visits, contractors were allowed to exit vehicles in order to observe allowable/accessible locations. We have also incorporated one-on-one sessions and Q&A sessions. We post a written record of Q&A sessions to the EAGLE website and email it to BOA Holders.

61	Site Visits	Is there a number of people that can attend site visits?	OCONUS may have limits but overall contractors can have two personnel per company. There is a cutoff period for registration. After this date, we cannot honor that request. These are Government facilities so we have a process to get people access to buildings and touring the facilities.
62	Site Visits	As a SB, short notices (two weeks) for Site Visits have a negative impact on us when attempting to make travel arrangements. If you have milestones, you know the timeframe of site visits.	We can take that into consideration. We previously gave a one week notice and now increased it to a two week notice. It is dependent on the Draft RFP. If the issuance date slips that can affect the Site Visit date. We also have to take in consideration the coordination with the LRC communities.
63	Site Visits/Draft RFP Requirements	In conjunction with that, we have also seen where there have been several occasions where there are significant differences between the final RFP and the scope. We as Offerors do not have the opportunity to ask questions and get feedback for these new requirements. Please consider pushing back of the initial draft and site visit. This will give time to draft a second draft RFP. This way we can move with the accelerated process.	We will take this into consideration. A second draft RFP could make the process more confusing. Contractors are encouraged to ask questions when the final RFP has been released. If the question has previously been responded to, we refer back to the question/answer.
64	Small Business	The Teammate Guide is not accurate for Large Business. A large business to meet small business requirements are going to have to get small businesses.	That's one exception, as stated in the Teammate Guide.
65	Small Business	Large Businesses have to go to the minimum and they can invite whoever they want to meet SB goals?	Correct.

66	Teammates	Clarification, on the primary BOA Attachment 0002. You only get 10 teammates but then you can have as many as you want additional? Does the government make any discernment when you put this in a proposal, that one didn't include in proposals?	BOA Holders can use any of the approved teammates listed on the Attachment 0002.
67	Technical	Please tell us the standard you use to convert workload transactions into labor categories.	Each task order has unique historical knowledge, facility constraints.
68	Technical	Would it be fair to say they are using their expert opinion and not a standard?	Yes, they are using their expert opinion.
69	Technical	The point is, we have expertise and lot of it. If we do not meet your IGCE, we are told we do not get it. How can you stand in your judgment when we do not know what you are looking for?	We are looking at how you propose to the workload data. The IGCE is used upfront as a basis for cost realism. The technical teams looking for labor categories and densities. We look at full technical approach. We look hard to understand your proposal.
70	Technical	If through our expertise we determine that there are 7 heavy equipment operators needed and you come back and say "No, that is not correct" and come back with an EN, how can we get closer to what you want?	I cannot give any more information than what I have already provided.
71	Technical	SME differs in opinion, is there something prohibiting from giving us the labor categories and FTEs?	For the typical EAGLE solicitation, we will not provide the labor categories and FTEs. We are looking for contractors to submit their proposals according to the requirement.
72	Technical	There's a lot of people that feel this way. Let us bid on that straight up versus going through this exercise.	We have taken this into advisement. Make sure when proposals are prepared they are prepared to that task order RFP's workload. We are looking for innovation after, propose to requirement.
73	Technical	We try our best to staff according to the requirement. We are not sure how to make it through that process and not get eliminated.	Understood.

74	Technical	Its not the workload data or equipment density list. We know there are inherent inaccuracies in the data. You can help us by giving us better data. Tell us how your experts are converting that raw data into labor categories and FTEs.	We are looking for ways to provide more fidelity in the workload data and providing more space in the SMP so you can tell us your approach.
75	Technical	The command is on thin ice in industries favor. When you rule out a vendor and fail to provide that independent information....	The technical evaluation is not based on the IGE. We look at your proposal. Its not the IGCE as a hard fast rule. We are finding proposals technically acceptable. There are solutions coming across successfully. We are looking for best value.