



EAGLE BOA HOLDERS MEETING 20 MAY 2013



Agenda

- Registration 11:00 – 12:00 pm
- Start Meeting 12:00 pm
- Administrative Remarks
- Purpose of Meeting
- Opening Remarks and EAGLE Team Introductions
- Communications
- BOA Administration
- Step 3 – Task Order Process
 - Technical
 - Past Performance
 - Pricing
 - Small Business
- Questions and Answers
- Closing Remarks 4:45 pm
- End Meeting 5:00 pm*

*Estimated ending time depending on length of Questions and Answers session



Administrative Remarks

- Restrooms
- Emergency Info
- Breaks
- Question Process



Opening Remarks

Ms. Melanie Johnson
Director, Field Support Contracting
Army Contracting Command – Rock Island



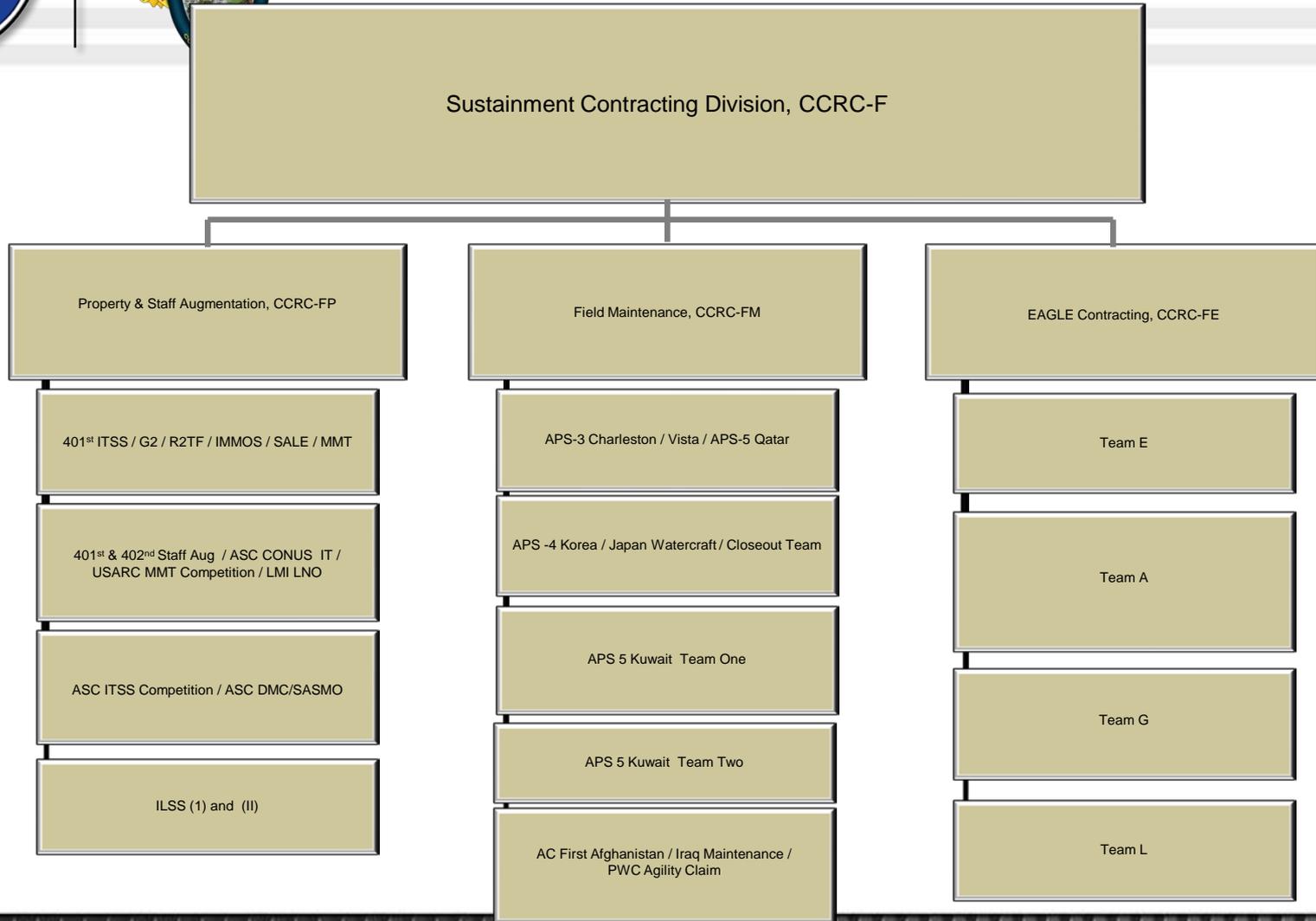
Purpose of Meeting

The purpose of the EAGLE BOA Holder Meeting is to address a number of issues identified in the BOA Holder feedback, discuss lessons learned, and obtain a greater understanding of EAGLE program execution.

- Note: There will be no discussion of specific task order competitions during this meeting.



EAGLE Team Introductions





Communications

Ms. Cheryl Nielsen
Chief, EAGLE Contracting Branch
Army Contracting Command – Rock Island



Communications

☐ Responsiveness

– Government

- Formal SOP has been drafted.
- Communications more consistent.
- Goal - 48 hour response turnaround time (for BOA issues).
- Currently 112 BOA Holders.

– BOA Holder

- Importance of data calls. If requesting data, it is important and needs to be timely completed. Questions relative to the data call need to be submitted timely.
- Keep Government apprised of any changes affecting its BOA, i.e., prime/sub novations, name changes, business size changes/8(a) status, etc.



Communications

□ Notification of RFPs and Amendments

- An email will be sent to all BOA Holders stating an RFP or amendment has been posted. The email will include only the documents that cannot be posted to the EAGLE Website.
 - Exception: Government may send all documentation if the RFP or amendment is posted late in the day on Friday or if there are system issues.
- A link to the RFP, attachments, and amendments will be located on the EAGLE website.
 - The link name will change to state the latest amendment (i.e. RFP number up to amendment number).
- Responsibility is still on the BOA Holder to check EAGLE Website and FedBizOps for updates.



Communications

Task Order Q & A Submission

- Questions pertaining to the task order solicitation or any associated attachments shall be submitted using the MS Excel template provided in the Attachment section of the RFP.
- The email subject line must follow the instructions provided in the RFP.
- The Government will not entertain any questions or comments that are not in compliance with this format.
- Questions/Comments received in the appropriate format will receive an email from the EAGLE Office notifying the offeror that the question was received.
- Questions need to be directed to the applicable task order. If same question applies to multiple task orders the question needs to be submitted separately for each applicable task order.
- For efficiency purposes a question received multiple times will only receive one answer. Review all responses posted on the EAGLE website, as your question may have already been answered.



Communications

Task Order Q&A Responses

- Q&A responses will be posted to the EAGLE Website under the applicable Task Order
- Each Task Order Q&A response will be presented in the same format:
 - Organized by category (i.e. Section A, Section L, PWS)
 - Include a posted date column to show the date the question was answered
- When Q&As are posted, the link will be updated to state an “as of date”.
- An email, from the Government Contracting team, will be sent to all BOA Holders stating the Q & A template was updated on the EAGLE website.
- To advise BOA Holders that the Government is still reviewing questions, a statement will be provided at the bottom of the Q & A slides stating outstanding questions are still under Government review.



Communications

□ General Q&A Submission

- Determination has been made to delete the EAGLE BOA Admin Mailbox usarmy.RIA.acc.mbx.eagle-boa-admin@mail.mil.
 - As of June 1, 2013 the mailbox will no longer accept emails.
- Submit all administrative issues and questions that are not specific to a Task Order to the EAGLE Mailbox: usarmy.RIA.acc.mbx.eagle@mail.mil.
 - Subject line of email shall state the following: BOA Administrative Issues, Offeror's Name.
 - Emails that do not follow the subject line format may not be reviewed.
 - Administrative issues include: General EAGLE concerns (not relative to a specific task order), POC changes, company size changes, company name changes, team arrangement questions, audit information, etc.



Communications

❑ EAGLE Website

- Website will be re-organized by Mid July.
 - Will include a link for each Step, i.e., Step 3, Step 2, Step 1, etc.
 - Each Step will contain relevant links to documents and other important communications.
 - Step 2 page will include links to BOA RFPs, General Q&As, etc.
 - Step 3 page will include links to Task Order RFPs by location.
 - Each BOA RFP and Task Order RFP will contain a link that will direct you to the Army Contracting Command – Rock Island Website.
- Documents with ongoing changes will be titled as of current date.



EAGLE Website

(<http://www.aschq.army.mil/ac/aaisdus/EAGLE.aspx>)



ROCK ISLAND CONTRACTING CENTER
Supporting Army Sustainment Command, Joint Munitions and Lethality LCMC,
JCC-1/A, & Chemical Materials Agency

Enhanced Army Global Logistics Enterprise (EAGLE) Program

The appearance of external hyperlinks does not constitute endorsement by the Army Sustainment Command (ASC) of these Web sites or the information, products or services contained therein. For other than authorized activities such as military exchanges and Messes, Welfare and Recreation sites, the ASC does not exercise any editorial control over the information you may find at these locations. These links are provided consistent with the stated purposes of the military Web site.

STEP 3

Unauthorized site visits are not allowed. Information to register for a site visit can be found in Section A of the respective task order solicitations.

Redstone Arsenal, AL

- ★ Solicitation W52P1J-13-R-0008 For Redstone Arsenal, AL was issued on 13 FEB 2013. A link to the solicitation can be found here.
- ★ Site Visit Attendees
- ★ Questions & Answers - 14 MAR 2013 (Second Posting)

APS-5 Kuwait

- ★ Site Visit Cancellation

Fort Gordon, GA

- ★ Solicitation W52P1J-12-R-0129 For Fort Gordon, GA Was Issued 2 January 2013. A link to the solicitation can be found here.
- ★ Site Visit Attendees
- ★ Questions & Answers - 14 Feb 2013

Fort Hood, TX

- ★ Solicitation W52P1J-12-R-0113 For Ft. Hood, TX Was Issued 14 December 2012. A link to the solicitation can be found here.
- ★ Site Visit Attendees
- ★ Questions & Answers - 25 FEB 2013 (Sixth Posting)

Fort Lee, VA

- ★ Solicitation W52P1J-12-R-0114 For Ft. Lee, VA Was Issued 27 November 2012. A link to the solicitation can be found here.
- ★ Site Visit Attendees
- ★ Questions & Answers - 21 Dec 2012

Fort Benning, GA

- ★ Solicitation W52P1J-12-R-0115 for Ft. Benning, GA was issued on 16 October 2012. A link to the solicitation can be found here.
- ★ Site Visit Attendees
- ★ Questions & Answers - 27 NOV 2012

U.S. Army Reserve Command (USARC)

- ★ Solicitation W52P1J-12-R-0208 for the U.S. Army Reserve was issued on 19 November 2012. A link to the solicitation can be found here.
- ★ Questions and Answers - Round 6

Fort Campbell, KY

- ★ Solicitation W52P1J-12-R-0112 for Ft. Campbell, KY was issued on 16 October 2012. A link to the solicitation can be found here.
- ★ Site Visit Attendees
- ★ Question & Answers - 14 November 2012 (Second Posting)

STEP 2

EAGLE BOA Holder Announcement

- ★ BOA Holder Update to Past Performance References
- ★ List of BOA Holders 31 January 2013 Update
- ★ Estimated RFP Dates
- ★ New Eagle BOA Administrative Mailbox

BOA RFP W52P1J-13-R-0032

- ★ BOA Step 2 RFP - Emerging/Special Project

★ BOA Step 2 RFP Special Notice

- ★ Step 2 RFP W52P1J-13-R-0032 issued on 19 Feb 2013. A link to the website is attached.

★ Questions and Answers - 13 March 2013

W52P1J-12-R-0198 Q&As (Archive Copy)

★ Questions and Answers

Questions & Answers

- ★ Step Two Q&As_07Feb2013

STEP 1

12 Mar 2012 - Responses to contractor submissions for Step One have been sent

- ★ Step One Responses
- ★ Step One Letter Enclosure

In accordance with FAR 15.202 - Multi-Step Process, the following documents are provided for requesting capabilities and experience for the execution of multiple Basic Ordering Agreements for EAGLE requirements:

- ★ BOA Step 1_Scope_Functional Areas outlines the Scope of the EAGLE requirements
- ★ BOA Step 1_Submission Instructions identifies what and how the information is to be provided
- ★ BOA Step 1_Criteria identifies how the information will be evaluated

Miscellaneous

- ★ EAGLE ABPI Brief 23 May 2012
- ★ ASFI in Step Two
- ★ Vendor Bid Response System Guide
- ★ Possible ASFI Assistance
- ★ Industry Day Sign-Up List - 17-18 May 2010
- ★ Chicago Breakout Session Aug-Sept 2010 Participants
- ★ EAGLE QC Chamber brief - 17 APR 2012
- ★ Rule of Two - 07 Mar 12
- ★ EAGLE Program Acronyms & Abbreviations
- ★ Known DOL Contracts & FIRST Task Orders, Updated 02SEP2010
- ★ Directorate of Logistics, 26AUG2010
- ★ EAGLE brief for NDIA Small Business Conference 17 Nov 2011
- ★ Basic Ordering Agreement training at NDIA Small Business Conference 17 Nov 2011
- ★ EAGLE Contact Information

AWARDED

Rock Island Arsenal Logistics Support Services

- ★ The Rock Island Directorate of Logistics (DOL) Logistics Support Services solicitation was issued on 13 October 2011. A copy of the solicitation and attachments can be found by clicking [HERE](#)
- ★ Site Visit Attendees - 27 October 2011
- ★ W52P1J-11-R-2000 Questions & Answers - REVISED 4 JAN 2012
- ★ Site Visit Attendees - 27 October 2011 (Revised as of 14 November 2011)



BOA Administration

Mr. Brandon Kettler
Procuring Contracting Officer
EAGLE Contracting Branch
Army Contracting Command – Rock Island



BOA Administration

Organizational Capability

- In Step 2 Offerors had to demonstrate the capability to perform all three functional areas. That capability may be achieved with or without teammates. This combination makes up your organizational capability and is demonstrated in Attachment 0002, Team Arrangement, of your BOA and shall be followed for task order proposals.
- Definitions :
 - Teammate: An approved member which is listed on the BOA Attachment 0002, Team Arrangement.
 - Subcontractor: Not listed on BOA Attachment 0002, Team Arrangement
- The following chart depicts clarification on how the Attachment 0002, Team Arrangement, of your BOA can be executed for task order proposals. The applications presented have been the intention from the beginning. The BOAs will be updated to reflect this application to provide clarity at the Annual Review.



BOA Administration

☐ Organizational Capability

– Team Arrangement Scenarios

- **Scenario 1:** BOA Holder demonstrated organizational capability without the reliance of teammates in ALL functional areas. Therefore, when submitting a proposal in Step 3, the BOA Holder may propose itself and/or subcontractors not previously approved in Attachment 0002, Team Arrangement.
 - **Scenario 2:** BOA Holder demonstrated organizational capability without the reliance of teammates in the functional area of maintenance only. Therefore, when submitting a proposal in Step 3, the BOA Holder may propose itself and/or subcontractors not previously approved to perform any Maintenance task. However, the BOA Holder may only propose itself and/or the approved teammates for supply and transportation tasks.
 - **Scenario 3:** BOA Holder did not demonstrate organizational capability without the reliance of teammates in ALL functional areas. Therefore, when submitting a proposal in Step 3, the BOA Holder may only propose itself and/or the approved teammates for ALL functional areas.
- Exception is to support Small Business Participation for Unrestricted procurements.



BOA Administration

❑ Organizational Capability

- Organizational capability is limited to ten (10) teammates (including the prime/joint venture).
- Approved teammate(s) are identified specific to the BOA Holder's Cage Code.
- The Government will verify that the Offeror's Step 3 proposal includes approved teammates by reviewing the BOA Attachment 0002, Team Arrangement.
- If the BOA Holder used a teammate to qualify for a functional area in Step 2, the BOA Holder is not required to use that teammate for that specific functional area in Step 3. The only restriction is that the BOA Holder must perform the functional area itself or use an APPROVED teammate (Attachment 0002), but is not restricted to using that teammate in the proposed functional area.



BOA Administration

- ❑ BOA Holders are allowed to change its teaming arrangement during the annual review of Basic Ordering Agreements (BOAs) or when special or emerging requirements are advertised.
- ❑ Teaming Arrangement Revisions
 - A revision is defined as eliminating an approved teammate from its organizational capability and replacing with either:
 - The BOA Holder prime/joint venture.
 - A teammate from its approved organizational capability.
 - A new company.
 - When proposing a team change revision, BOA Holders are limited to ten (10) teammates (including the prime/joint venture and already approved teammates) that make up its organizational capability approach.
 - If the proposed teammate is determined acceptable in both technical and past performance, the request will be approved and the BOA will be modified accordingly (i.e. Attachment 0002, Team Arrangement).
 - If the proposed teammate is not acceptable, rationale will be provided, the BOA will not be modified, and the BOA Holder will be required to continue using the existing teaming approach.



BOA Administration

Teaming Arrangement Additions

- An addition is defined as adding teammate (s) to the BOA Holder's approved teaming approach, not revising its organizational capability.
- A technical review is not needed as the BOA Holder is ADDING capability not REVISING its current organizational capability approach.
- There is no limit to the number of additional teammates.
- If the past performance evaluation is determined acceptable, the request will be approved and the BOA will be modified accordingly.
- If the proposed teammate is not acceptable, rationale will be provided, the BOA will not be modified, and the BOA Holder will be required to continue using the existing teaming approach.



BOA Administration

- ❑ The Government is considering a change to Teaming Arrangement Additions but this concept has not yet been approved:
 - Considering implementing a list of approved Subcontractors
 - Concept:
 - All BOA Holders would have a copy of the list.
 - When adding an approved subcontractor, no additional evaluation would be needed.
 - Revisions would still require evaluation.
 - Data call seeking feedback from BOA Holders on this proposed concept may be issued at a later date.



BOA Administration

BOA Holder POCs (BOA Attachment 0003)

- BOA Holder's responsibility to ensure Attachment 0003, Current POC Information, is updated.
 - Attachment 0003 is used to generate email distribution lists.
 - POCs used to notify BOA Holders of solicitation announcements/ amendments and BOA Administration correspondence.
 - Allowed to list more than one POC.
- Submit changes to the EAGLE mailbox using the Attachment 0003, Current POC Information format .

Task Order POCs (Previously ASSIST POCs)

- POCs submitted with Task Order Proposal.
- POCs used for exchanges with Offerors for the task order evaluation and award execution.
- BOA Holder's responsibility to ensure that the PCO has the most current POC information throughout the task order award process.



BOA Administration

Annual BOA Update

- The annual review process will begin in the July timeframe.
- Prior to the annual review and approval, the PCO will notify BOA Holders
 - In writing.
 - Confirm contractor's wishes to have BOA renewed.
 - Both Government and contractor have right NOT to renew BOA at annual review.
- Clauses will be updated.
- BOAs will be modified to incorporate the updates.

Past Performance Information

- ACC-RI issued a data call to update/confirm Past Performance dollar values in February 2013 .
- Information will be used for task order evaluations to determine Past Performance relevancy.
- Ongoing process.



Step 3 – Task Order Process

General Step 3 Task Order Issues

Ms. Cheryl Nielsen



Step 3 – Task Order Process

EAGLE is:

- An Army solution. Other Services are not authorized to utilize EAGLE.
- A Program for service requirements. Material will not be purchased as an EAGLE task order.

Yearly Requirements

- Timing of Synopsis to ensure accurate task order strategy.

A BOA is not a contract

- Receiving an executed BOA does NOT guarantee a task order award.
- An Offeror must be a qualified BOA Holder as of the closing date of a task order solicitation in order to be eligible to submit a proposal under the task order.
- A Task Order becomes a binding contract at the time of award by a bi-lateral agreement.



Step 3 – Task Order Process

□ Task Order Competitions

- Currently 112 BOA Holders [65 SB (22 8(a)) / 47 LB]
 - No limit to number of BOA Holders.
- BOA Holders compete for task order awards among BOA Holders
 - Unrestricted – competed among 112 BOA Holders
 - SBSA – competed among 65 BOA Holders
 - 8(a) – competed among 22 BOA Holders
- Only one “Requirements” task order/contract award will be executed per requirement IAW EAGLE Single Logistics Provider concept.
- Task Order awards are typically a one year base plus 4 option year contracts.



Step 3 – Task Order Process

Task Order Strategies

Rule of “2”:

- Market Research will be performed prior to Task Order competitions in Step 3 for those requirements that are non-DOL and DOL > \$35.5M.
- Market Research will consist of:
 - Information received on EAGLE Task Order RFP submissions and resultant EAGLE Task Order awards.
 - Based upon EAGLE data, reasonable expectation that two or more proposals will be received from responsible Small Business BOA Holders with the capacity and capability to perform the requirement at a fair and reasonable price. Under the Rule of 2, the requirement will be solicited as SBSA.
 - To date, no Task Orders have been awarded. Therefore, all requirements below \$35.5M annually are currently SBSA, and above \$35M are Unrestricted. This strategy is supported by the initial EAGLE Market Research and included within the DoD-approved EAGLE Acquisition Strategy.



Step 3 – Task Order Process

Task Order Strategies

❑ 8(a):

- Approved EAGLE strategy states “any logistics requirement currently restricted to the 8(a) Small Business Administration program will remain and continue to be restricted to 8(a) contractors.”
- If a contract is in the 8(a) program and then consolidated at an installation under EAGLE, the consolidated requirement shall be set-aside to those qualified 8(a) BOA Holders. EAGLE task orders are requirements contracts. Therefore, any requirement that falls within supply, maintenance, and transportation that transpires after task order award will be executed against the EAGLE requirements task order with the single logistics provider, regardless if it is LB, SB, or 8(a).

- ❑ As task orders are executed and we obtain additional market research from our task order process, it may be feasible, in the future, to set-aside competitions for other SB categories, i.e., Woman Owned Small Business and Service Disabled Veteran-Owned Small Business.



Step 3 – Task Order Process

- ❑ Task Order Execution Timeline – Why it is taking longer than anticipated?
 - Large volume of proposals
 - Learning Curve
 - Sequestration
 - Multiple Amendments and Extended Closing Dates
 - High volume of industry questions that require technical research.
 - Average # of questions: 245 (excluding duplicates)
 - Questions result in workload and PWS changes that require technical re-write of documents.
- ❑ Draft PWS/Technical Exhibits
 - Going forward – Implementing the process of releasing draft PWS and Technical Exhibits for Industry comments prior to release of the RFP.



Step 3 – Task Order Process

Site Visits

- Purpose of the site visit is to allow offerors an opportunity to become familiar with the site and inspect the facilities.
- Questions can be submitted formally in writing for response after visit is concluded.
- To ensure competitive status stays intact, cannot address questions directly during the site visit as not all BOA Holders may be present to obtain the same information.



Step 3 – Task Order Process

ASFI/BRS Submission

- Considering allowing subcontractor proposals submitted through BRS system.
 - Government concern is the proposals will need to be clearly identified as either a prime or sub proposal.
- Duplicate proposal submissions.
 - If a duplicate proposal is submitted need to alert the appropriate Contracting Officer by email to ensure that the correct version is evaluated.

Section K Clauses

- There are still SAM issues, i.e., FAR clause updates, etc., that need resolution. Going forward we will be including language which will accept the online representations and certifications in SAM.
- CCR/ORCA Data must be migrated to SAM. Failure to do so may create submission errors. For an additional resource: <http://www.youtube.com/user/GSASAMVideos>.
- Regardless, there will always be some clauses in Section K that will need to be completed. It is the BOA Holders responsibility to ensure that ALL clauses (either via SAM or Section K) are certified.

Secret Facility Clearance

- Specific to task order.
- Not all task orders will have this requirement.



Step 3 – Task Order Process

Lessons Learned:

- Adhere to page limits and documentation format requirements.
- Follow submission/proposal preparation instructions explicitly.
- Ensure that required documentation is included in the proper proposal volumes.
- Ensure teammates/subcontractors have submitted their information timely and completely.



Step 3 – Task Order Process

Technical Concerns Identified by BOA Holders

Ms. Alexis Bribriesco

Procuring Contracting Officer

EAGLE Contracting Branch

Army Contracting Command – Rock Island



Step 3 – Task Order Process

Issue: Page Limits (too few)

Response / Path Forward:

- Acceptable proposals can be provided within RFP page count
- Limited page count allows the technical review team to focus on the offeror's technical understanding.
- Making attempts to reduce information already provided by offerors during the BOA process.
- No need to reiterate PWS – should focus on what is to be submitted (Section L) and how it will be evaluated (Section M).
- Necessary due to the number of respondents.



Step 3 – Task Order Process

Issue: PWS

- Contains numerous errors.
- Totality of work, identifying all requirements upon proposal issuance, i.e., “Reserved” sections in the PWS.

Response / Path Forward:

- The EAGLE PWS (DOL specific) attempts to standardize the format to allow faster response, simplified CDRL numbering and reporting.
- Reserved sections are either place holders to preserve paragraph numbering or task areas that may be required in the future.
- Errors are being addressed (CDRL references, terminology).



Step 3 – Task Order Process

Issue: Workload Data

- Need Consistent Format.
 - From automated logistics systems, i.e. STAMIS, SAMS-1E.
 - Provide in EXCEL for easier manipulation.
- Need more detailed information.

Response / Path Forward:

- In process.
- Workload data is a major challenge.
- EBO is working to standardize data.
- Government needs insight into specifically what data is most effective; man-hours, work orders.



Step 3 – Task Order Process

Issue: Basis of Estimate Language Unclear

- ❑ Response / Path Forward:
 - Revised BoE in process.
 - Intent was to evaluate offerors' staffing methodology.



Step 3 – Task Order Process

Issue: No Avenue for Innovation / Efficiencies

□ Response / Path Forward:

- Not discouraging innovation or efficiencies.
- Offerors may include in technical proposal.
- DOL work not as conducive to innovation; however, opportunity exists.
- Successful offerors are strongly encouraged to seek innovation and efficiencies during performance (continuous improvement).
- CPARS will reflect reduced costs, improved processes.



Step 3 – Task Order Process

Issue: Manpower Utilization Definition

Response / Path Forward:

- Revision in process.
- Changing to require offerors' staffing methodology to respond to changes in workload (increase and decrease).

Issue: Mission Essential Contractor Services Plan

Response / Path Forward:

- No change in page count anticipated at this time.
- Offerors need to ensure compliance with DFARS 252.237-7024(b)(2)(i-v) and PWS requirements for response time.



Step 3 – Task Order Process

Issue: LIS / Army Information Systems

Response / Path Forward:

- Revision in process.
- Correlation to PWS requirements will be clarified. STAMIS and systems of record (PBUSE) will need to be addressed. Additional software may be proposed, provided the implementation meets regulatory requirements (i.e., AR 25-2), does not replicate current STAMIS and the cost is accurately reflected in the proposal.



Step 3 – Task Order Process

Lessons Learned:

- GFE / GFP accountability – Current requirement is PBUSE.
- Transition-in – Timelines must be realistic and provide key steps necessary to reach FOC on time.
- Transition-in – Must ensure plan provides adequate time for inventory/accountability transfer of GFE/GFP.
- Contractor Mission Essential Services – Proposal must identify response time as part of offeror's plan (see PWS and DFARS).
- Staffing / Labor Mix – Proposals need to address the PWS requirements only (to include implied tasks). Additional labor categories not required by the PWS are not a benefit.



Step 3 – Task Order Process

Lessons Learned: (cont.)

- Solicitation Attachment 0002 is being updated.
- Employee skill sets must be commensurate with requirement. Not all positions are SCA eligible. PWS indicates certain skills are important to the effort while not being considered 'key'.
- Mission experience is needed to fill workload gaps.
- Offerors proposals contain too much information that is not evaluated per Section M.



Step 3 – Task Order Process

Past Performance Concerns Identified by BOA Holders

Ms. Stephanie James
Procuring Contracting Officer
EAGLE Contracting Branch
Army Contracting Command – Rock Island



Step 3 – Task Order Process

Issue: Limitation of relevant past performance to 100 words

Response / Path Forward:

- Change made to L.4.2.3(i) Contract Reference Information (recommended limit of 100 words or less).



Step 3 – Task Order Process

Issues:

- Is the Government changing the rules for previously qualified BOA Holders by requesting resubmission of Past Performance References with different limits on what qualifies as contract dollar values?
- How were the references provided in Step Two evaluated and how are they being used in the Step Three competitions?
- If the criteria that allowed an offeror to be qualified in Step 2 are going to be changed in Step 3, what was the value of going through the Step 2 process?

Response / Path Forward:

- See following charts



Step 3 – Task Order Process

	Step Two	Step Three
Relevancy	Similar in scope of the BOA PWS	Magnitude and complexity varies based on the size of the requirement and whether or not the reference is for the offeror or a teammate. Similar in scope of the Task Order PWS
Recency	5 years prior to the closing date of the Step Two RFP	5 years prior to the solicitation closing date, or awarded more than five 5 years prior to closing date, but for which services were performed within the 5-year period prior to the closing date of the Step Three RFP



Step 3 – Task Order Process

	Step Two	Step Three
Evaluated	Individually, or Collectively in the case of teams. All recent/relevant contract references assessed in their totality.	Individually, or Collectively in the case of teams. All recent/relevant contract references assessed in their totality *Exclusion: any proposed teammate or subcontractor that is not expected to perform 20% or more of the total value of the contract
Rating	Acceptable/Unacceptable	Performance Confidence



Step 3 – Task Order Process

Issues:

- Requirement to re-submit past performance for each TOR is redundant.
- Past Performance was approved and should be basis for the entire EAGLE BOA without resubmission.

Response/Path Forward:

- Not required to provide additional contract references.
- Required to provide Performance Questionnaire.
- Required to provide Letter(s) of Consent.



Step 3 – Task Order Process

❑ Lessons Learned:

- Offeror failed to provide Performance Questionnaire (completed for Prime AND Teammates) – identifies performance issues since the Past Performance evaluation in Step Two.
- Offeror failed to provide Letter(s) of Consent – Government cannot discuss the past performance of a teammate with the Offeror without this letter.
- Offeror failed to provide Teaming Matrix – identifies which teammates are performing more than 20% of the effort.



Step 3 – Task Order Process

Lessons Learned:

- Applicable functional areas and average annual dollar value information not provided.
- Non-recent or non-responsive POCs provided.
- Providing Government POCs for a reference in which the Offeror or Teammate was a Subcontractor .
- No narrative, other than the contract references, is required or desired. It is not evaluated and is not considered in the rating.
- No longer include "key personnel" as experience.



Step 3 – Task Order Process

Pricing Concerns Identified by BOA Holders

Ms. Sharla Danielson
Procuring Contracting Officer
EAGLE Contracting Branch
Army Contracting Command – Rock Island



Step 3 – Task Order Process

Issue:

Amount of pricing data required for each task order. Could the offerors submit all of the financial information, i.e., cost/pricing data for all prime and teammates (Indirect Expense Rates, Budgetary Data, Year to date Data and Incurred costs data) on an annual basis with the BOA Annual Update in lieu of with each task order submission? This would reduce the amount of information required for each task order and would provide a more rapid review process.

Response / Path Forward:

- Cost data will be required on every task order to ensure it is current, accurate and complete. There may be changes in a contractor's business base, and its budget forecasts may change throughout the year due to updated information.
- An Accounting System review is performed to determine if a contractor has an adequate system for cost reimbursable contracts.
- Subcontractor cost data is required to enable the Government to perform an adequate cost realism review of its proposed costs.



Step 3 – Task Order Process

Issue:

The Attachment 0005 format used for pricing has a Firm Fixed Price Section B style to it. This does not lend itself to the CPFF/Cost type nature of these contracts which would seem to require billable hourly rates.

Response / Path Forward:

- Billable hourly rates are used on Time and Material Type contracts. The majority of EAGLE Task Orders will be Cost Plus Fixed Fee and Firm Fixed Price.
- The Section B style is required for the Government to determine each contractor's Total Evaluated Price (TEP). It is used as a summary for the various requirements that are being priced.



Step 3 – Task Order Process

Issue:

Linkage between the Technical section Basis of Estimate and the Cost/Price requirement.

Response / Path Forward:

- Paragraph L.5.4.3.1 requires the proposal to be provided in the format described in FAR 15.408, Table 15-2. Table 15-2 requires you to provide information reasonably required to explain your estimating process (Basis of Estimate). The staffing in the Cost/Price Volume should match the staffing from the Technical Volume.



Step 3 – Task Order Process

Lessons Learned:

- Lack of supporting cost data (primes and subcontractors) in accordance with FAR 15.408, Table 15-2.
- Inconsistent proposal information between prime and subcontractor proposals.
- Lack of Historical and Budgetary data or data provided does not support Indirect Rates proposed.



Step 3 –Task Order Process

Small Business Concerns Identified by BOA Holders

Ms. Katie Crawford
Contract Specialist
EAGLE Contracting Branch
Army Contracting Command – Rock Island



Step 3 – Task Order Process

Issues:

- Criteria for SB Utilization have not been defined. Must the revenue be earned or divided consistent with these goals on day one and throughout the life of the contract? May we have a plan that gets there in the end but does so in an incrementally increasing manner?
- Allow for a SB Utilization plan to meet the goals by the end of the task order final projected period of performance vice meeting them from day one to allow the capabilities and growth of the use of small businesses to add a capability to their portfolio under a controlled environment.

□ Response / Path Forward:

- The Government needs to understand how each offeror proposes to use Small Business versus the total proposed value of the entire requirement in order to accurately evaluate the offeror against the prescribed Government Small Business Participation goals. The offeror should already know who its subcontractors are when it prepares its proposal, therefore, it needs to pull this information from its proposal to include in its Small Business Participation Plan.



Step 3 – Task Order Process

Issue:

Recommend reconsideration of the SB subcontracting goals in each category and that they be established as a percent of total subcontract value per FAR 19.702.

Response / Path Forward:

- This proposed methodology can result in a significant difference of proposed Small Business participation between total contract value and total subcontract value.
- Example: An offeror could have a \$10M contract and subcontract \$1M of the effort which would equate to \$500k which is set-aside for Small Business. That would be 50% of the total subcontract value, which on the surface appears very good. However, in reality, it would only equate to 5% of the total contract value available. It is the Government's intent to ensure increased small business participation, therefore, Small Business goals need to be based on total contract value.



Step 3 – Task Order Process

Issue:

Suggest Small Business requirements be changed to be more in line with Federal mandates and requirements, i.e., 30% or 15-20% Small Business utilization vs. the required 39%.

Response / Path Forward:

- Market research and analysis of Small Business capabilities show that Small Business has the capability and capacity to provide a significant amount of the services required for these installations. Many of these services are currently being performed by Small Businesses.
- The Small Business Participation goals established for EAGLE are based on this analysis.



Step 3 – Task Order Process

Issue:

Amend the BOA to clarify that Small Businesses can be recruited to fill SB requirements at task order level and not be an "approved" teammate. Address how this issue affects the use of "approved" teammates. Provide specific examples in the amendment to help clarify this issue.

Response / Path Forward:

- BOA Holders are required to utilize approved teammates in accordance with its Attachment 0002 Team Arrangement for task order proposals. However, for Unrestricted procurements where Small Business Participation is an evaluation factor, Offerors are allowed to utilize other than approved teammates for the purpose of meeting Small Business goals as prescribed in the task order.
- This is specific to the task order, therefore, no change to the BOA will be executed.



Step 3 – Task Order Process

Lessons Learned:

Contract participation matrix:

- Offerors submit 0% goals, 0% is not a goal.
- If the offeror is a Large Business, it typically fails to fill in its own contribution in the Other Than Small Business Participation block.
- Simple math mistakes.
- Offerors shall include all Small Business categories for which the business qualifies. For example, a HUBZONE certified, Service Disabled Veteran-Owned Small Business (SDVOSB) would be included in the Small Business percentage, the HUBZONE percentage, the SDVOSB percentage and the Veteran-Owned Small Business percentage.



Step 3 – Task Order Process

Lessons Learned:

Contract participation matrix (Con't):

- The offeror needs to verify that when it identifies a company as a Small Business for its Small Business Participation Plan, that it is actually a Small Business. If the company is not in SAM, then the offeror needs to submit written certification that the company is a Small Business, Woman-Owned Small Business, and/or Veteran-Owned Small Business (VOSB), etc.
- This will be clarified in future Unrestricted Task Order RFPs that include the Small Business Participation Evaluation Factor.

Past Small Business Participation:

- For past Small Business Participation, offerors need to submit dollars based on total contract value as specified in Section L. The Government cannot compare past Small Business Participation based on total subcontracted value to proposed Small Business Participation which is based on total contract value. They are two different values.



Questions and Answers

QUESTIONS AND ANSWERS



Closing Remarks

- BOA Holder meeting Semi-Annually
- Briefing will be posted to the EAGLE Website
- All questions and answers will be posted to the EAGLE Website