

Verbal Questions From BOA Holder Meeting-November 6, 2013

Category	Question	Government Response
Task Order Acquisition Strategy	What do you use to determine if you will use best value or LPTA?	The Government will review the acquisition, the customer needs, timelines, mission needs, risk involved etc. to determine if the acquisition will be best value or LPTA. Less complex acquisitions will be LPTA.
Task Order Acquisition Strategy	Why are the milestones for numerous small business set asides so close together?	The timeline of the acquisitions are driven by customer need, expiration of current contract/bridge, budget constraints etc. Timelines are going to be the same under EAGLE vs. other offices. However, under EAGLE there is more oversight of when competitions are occurring. We have lots of small business actions.
Task Order Acquisition Strategy	Discuss what happened with Ft Bliss. What other opportunities are out there in future?	When the strategy for Fort Bliss was first established the annual dollar value was based upon historical data of the incumbent. As PPI/workload data was gathered it was determined the requirement dollar value would be below 35.5. Therefore it changed from full and open to SBSA.
Task Order Acquisition Strategy	Can you explain your process to evaluate outcomes of RFPs and evaluate input received.	There are numerous statistics we must report on due to the high visibility of EAGLE. We will work with EBO and local contracting office. The awardees are required to provide numerous reports that will enhance our analysis and will allow us to continue to change as we analyze and collect data. Our analysis will help us see if there are any changes that need to be made and we will make them along the way.
Task Order Acquisition Strategy	How does the Government do best value determination when technical approach is acceptable/unacceptable?	They are a tradeoff on Past Performance with cost. Technical is acceptable/unacceptable. Tradeoff is between past performance and cost. Best value would be if the contractor is technically acceptable with the best value after past performance and cost are evaluated.
Past Performance	We are aware of recency/relevancy to judge Past Performance. I would think that most primes are going to submit recent as defined by 3 yrs and relevant as defined by minimums. What other criteria is used to make determination of substantial, satisfactory, etc?	Discussed later in the slides (page 47).
General	Can you release a draft RFP?	ACC will release draft RFP's after we receive PPI (workload data, PWS, all the things offerors need to be able to provide feedback to the draft).
General	Do you have to wait for the BOA before releasing the draft?	No. They are only for information purposes so if the Government has the necessary information, then ACC will issue the draft RFP.
General	On previous slide you said there were certain solicitations being held up for BOA awards.	Yes. They are all listed on slide 14. The ones with asterisks and issuance in January.
General	Mission Need and reason they are stacked. When we came into this they were all stratified and they were not jammed up. We understand they are multiple issues and we had bridges. Why can't you bridge them and stratify them to come out in some rational way?	The Government has mission needs it must respond to. The Government is working with incumbent offices as much as possible to give as much room between issuances as is permissible In some cases the Government cannot provide more time between RFP releases.  Also, you have to understand a budget that is driven from the requirements side and their dollars are constrained so only so much bridging can be done. As they program out dollars they have to be more specific as to where those dollars land.

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General	Pile on to comment, you could stratify by putting a draft RFP sooner so the draft can be stratified way before due date comes.	The Government will provide drafts out as soon as possible. The timelines for the drafts are driven by the requirements office and when ACC receives the required information.
General	Task Orders are being held up because of the BOA process. We are still waiting on the requests for changes/revisions under an old BOA. We did revision request in August with annual review. We are still waiting for approval.	The Government is working to finish this process and hopes to have additions finished by early next week. Revisions will take a little longer. Realize that ACC is looking at ~50 requests that take a long time.
Team Revisions	Many primes have past performances nearing recency end date. What do we do to replace those with newer more recent past performance references, is that revision?	Offerors can submit additional references on task order proposals. The Government can look into have a past performance data call if that would be beneficial.
Site Visits	What is the rationale for site visits that are not as open and full as others?	ACC leaves it up to the DOLs to determine what parts of the facility are most beneficial for the contractors to walk through. It is driven by requirements and PWS. It is ultimately up to the DOL to come up with that determination.
Site Visits	The whole intent of a site visit is to get a standardized approach but why has ACC disassociated itself?	ACC is not trying to disassociate. The DOL knows what requirements are in the PWS and the best areas to walk through. We encourage them to take contractors through these areas and this is the standardized guidance ACC provided to all DOL/LRC's.
Site Visits	Went through no facilities on site visit. Not being able to see inside of facility is not beneficial. If you are not going to let us into building let us know and I will not come.	ACC understands the frustrations presented and will work with the DOLs to provide better site visits.
Site Visits	Not a lot of buy in on site visit.	ACC-RI can't go on site visits because of budget constraints. However, ACC will work to better communicate with the local offices to ensure site visits are appropriate and worthwhile.
Site Visits	If you can't attend a site visit can you have a webinar at the site visit and answer any potential questions?	This is a fabulous idea. However, the site doesn't always have that capability. ACC will investigate this possibility further for future site visits.
General	You have awarded 3 SBSA correct? So would your market research indicate you have more than 2 for small business set aside?	4 SBSA's have been awarded (2 were small business set asides and 2 were 8 (a). We will take the information from past awards and continue to analyze the strategy going forward. I want to reiterate as we get our analysis done and receive PPI we will continue to change. Future information may be provided, but I must caution it may change.
General	You mentioned that it has taken 2.5 months to evaluate BOA inputs that is holding up releasing new work, then you mention issuing new BOA in May. That's 5 months when no Task Orders are being given out.	Our strategy is that when requirements are synopsisized we have to have a BOA process to allow incumbent or new contractors an opportunity to get a BOA to be fair. The BOA process will be conducted on an annual basis.
General	Can you send today's slides to the POCs for BOA holders as well as posting them to the web?	The slides will be emailed to all BOA holders by tomorrow (7 NOV 2013).

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Communications	Would the government consider providing verification (email) to offerors that have provided their EN responses back to the Government? Unlike ASFI there is no verification in ASSIST that our responses have been received.	Great idea. This is something ACC can accommodate and will be an item for improvement on future task orders.
Submission Process	Slide 35 - third point. Is that for Large Business who are adding subs who are not teammates or is it for primes who choose teammates on competitive basis as well? Can you send out guidance on what to submit for this basis?	Yes, if you chose teammates on a competitive basis it qualifies. You must provide the basis for your selection on the competitive terms. It does apply. The competitive selection (dependent upon contract type) shall be IAW with the prime contractor's purchasing system. It may include a price analysis, cost realism analysis, or best value trade-off analysis detailing the degree of competition and the basis for establishing the source and reasonableness of price. The prime contractor shall provide the cost data requested from the teammate/subcontractor and the response from the teammate/subcontractor. In addition the prime contractor shall at a minimum provide details of proposed direct labor rates to include Service Contract Act (SCA) or Collective Bargaining Agreement (CBA) labor rates and the adders used to calculate their total subcontractor proposed amount.
Submission Process	Can you add something expanding on requirement to register for each prime?	Yes.
Submission Process	ASSIST and ASFI. Do you have to have multiple emails for both?	No, just for ASSIST.
Submission Process	When Polk was submitted, will we know if one didn't get accepted because they didn't use multiple email addresses?	No that's for ASSIST.
Submission Process	Subs submit to ASSIST. You are talking pricing only right?	Yes, the cost/price piece.
Submission Process	Push back on turnaround times for ENs. If they affect cost you could have 5 or 6 small businesses that you would have to go to and ask to update their cost. Then the prime has to review. This isn't giving us much time. If it has a cost impact I would suggest that you recognize that you are working with small business.	That would fall into 5 day turnaround time. If offerors run into a situation where you believe more time is required, please provide ACC rationale, which we will take into consideration. The EN response times are standardized, but we are willing to adjust when needed.
Submission Process	I recommend the time frames be reevaluated because they appear to be based on LBs who can stop on a time and direct resources.	Please send in writing which timeframes are largest concern and why.
Evaluation Criteria	Why won't the government provide an excel format for workload data?	The problem with excel is that the file can be changed, things can be moved around, etc. Even protected documents can be opened. The information the Government is providing is a contract document that we use for evaluations.
Evaluation Criteria	Could you provide the workload data in both excel and pdf? And have the pdf as the governing document?	There are risks that people will get confused by this resolution.

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Evaluation Criteria	Can you elaborate the issues that text size causes for diagram, tables, etc? It really increases the size of tables and graphs when it is 12pt.	Yes, we see a lot of proposal information in a table using a smaller font than 12pt. A lot of times this is information that should be in the narrative and it appears that people are using tables with smaller fonts to fit everything within the page limit.
Evaluation Criteria	12 pt font is unreasonable for the organizational diagram.	The Government will go back and take a look to see if we can relax font size for the org diagram only.
Evaluation Criteria	When we import graphs and charts from excel into word its hard to tell what size/font the chart converts to.	Needs to be 12 pt. However, the Government is considering a change to the font requirements for the Organizational Diagram. Please ensure you comply with the requirements set forth in the task order RFPs.
Evaluation Criteria	Used to have statement in RFP that says any information in a table that you determine to be a clarification of the PWS will not be considered. If you continue to do that what difference does it make if its less than 12 pt?	The Government has determined that 12 point font is necessary for evaluation purposes.
Past Performance Evaluation	Are you required to submit past performance references if you bid someone over 20%?	Please refer to the specific RFP.
Cost/Price Evaluation	Has any contractor been rejected because they haven't met cost realism?	The Government cannot answer the question because it would be specific to another offeror.
Transition Cost	Can an incumbent offer propose zero transition costs?	Anyone can. The government would ask for rationale.
Transition Cost	The incumbent will have a significant cost advantage if we let them offer zero transition costs.	The Government provides all offerors with the same information to prepare and submit a proposal. Keep in mind that EAGLE is consolidating various DOL/LRC requirements.
Transition Cost	The incumbents have a competitive advantage for transition that the government needs to realize. I would suggest that a transition plug be provided.	The Government has heard this feedback. However, no changes will be made to the RFP requirements at this time.
Transition Cost	Can we leave transition out of the evaluation?	No, all costs, including transition must be evaluated.
Transition Cost	Why is the incumbent not required to provide a transition out plan?	The incumbent is required to adhere to the terms and conditions of its contract. If a transition out plan is required, it will be provided during the transition period with the incoming contractor.
Transition Cost	We are at risk because we do not know what the incumbent will do in transition out when we provide cost?	Offerors will take that into consideration when they propose.
Transition Cost	What criteria are being used to determine if transition in cost are reasonable?	The Government evaluates it in accordance with FAR 15.404(d) analysis techniques.
Past Performance Evaluation	Do past performance questionnaires factor into confidence rating?	They can. The Government evaluates IAW the criteria in each RFP. Each RFP is unique and stands on its own.
General Evaluation Issues	Could you clarify "less complex" (in reference to LPTA)?	It will vary per RFP. The Government evaluates the risk and complexity of each requirement and makes an individualized determination about the best source selection method in accordance with the acquisition strategy.
General Evaluation Issues	Why do we have to submit I and K reps and certs if we are in SAM?	Not all of section I and K clauses are in SAM. Offerors will still have to certify some of various section requirements in the specific solicitation.

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FTE Spreadsheet Attach 0002	What are you looking for in cross utilization parenthetical note?	It is up to Offerors to determine how they want the government to understand their intent. The Government would need to clearly understand the intent to cross utilize, if that is chosen by the offeror. The appropriate place to note an offerors desire to utilize cross functioning would be the mission capability narrative.
FTE Spreadsheet Attach 0002	Where can I put parenthetical information about cross- utilization?	Mission capability narrative would be the place for putting the crossutilization information.
FTE Spreadsheet Attach 0002	Do you only want attachment 0002 to reflect the primary task areas?	Please read the RFP and specific Sections L&M, as well as the PWS, as to specific instructions for proposing to the primary task areas.
FTE Spreadsheet Attach 0002	What is the relationship of attachment 0002 to the organizational diagram?	They are evaluated separately. The Government does not crosswalk the org diagram to the attachment 0002.
General	Will you allow extra time to account for the holidays for the Ft Lee RFP?	Yes, we will consider that and allow for sufficient time.

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Past Performance	<p>We understand that the government has issued an answer in regards to the Past Performance relevancy requirements for the Fort Polk Task Order which requires the annualized contract value of the primes past performance must meet or exceed \$6M in supply, \$6M in maintenance, and \$5M in transportation. All BOA holders have invested a lot of time, energy and money in positioning ourselves to be able to compete for EAGLE task orders and the current requirements may eliminate our ability to compete for work on this vehicle.</p> <p><b>Question #1:</b> Does the government understand that many medium sized BOA holder will be precluded from competing as a prime if these requirements and continued for all Full and Open task orders? Are we correct in assuming that the government only wants mega-large companies to compete for full and open task orders. <b>Question 2:</b> Can the government explain why the full and open task orders have such as extensive relevancy test and the recent restricted task order do not even have a past performance requirement?</p>	<p>All BOA Holders are able to submit proposals for Unrestricted Task Order RFP's. The EAGLE program includes requirements that range from activities that are relatively small in size, to activities that possess a high dollar value and are quite complex. Due to this wide range and scale of activities, it is important that the Government first consider the scope, magnitude, and the complexity of a specific requirement, and then set appropriate thresholds to ensure offerors possess the ability to successfully perform at a given installation. For competitions that are Lowest Price Technically Acceptable, past performance will not be utilized as an evaluation factor.</p>
Team Arrangement	<p>Can small businesses BOA holders bidding as a prime for set-aside BOA tasks include other small businesses that are not included on the BOA attachment 0002 Team Arrangement for individual task order proposals? If so are there any requirements that have to be met to include other smalls?</p>	<p>When submitting a proposal in Step 3, a BOA Holder who demonstrated organizational capability without the reliance of teammates in ALL functional areas may propose itself and/or subcontractors not previously approved in Attachment 0002, Team Arrangement. They should submit the proper documents required in the individual task order. (Reference the EAGLE BOA Holder Teammate Guide on the EAGLE website). However, please note that under an SBSA set-aside procurement, the prime contractor must perform a minimum of 51% of the effort.</p>
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Past Performance	<p>With Task Order RFP Past Performance submissions can a teammate or prime demonstrate a new capability not reflected in attachment 0002?</p>	<p>No. The appropriate process in which a BOA Holder should propose a new organizational capability approach is the BOA Step Two Process, or through the additions/revisions submissions.</p>
Past Performance	<p>If there is no past performance submission requirement in the Task Order RFP can an offeror submit more past performance to be evaluated?</p>	<p>The Government will only evaluate an Offerors proposal IAW the respective Section M. The Government will not evaluate information that is not submitted IAW the RFP Section L instructions. For Lowest Price Technically Acceptable RFP's, past performance will not be evaluated.</p>
Past Performance	<p>Can we submit Past Performance for a subcontractor who is completing less than 20%?</p>	<p>Offerors should submit their proposal IAW the RFP Section L instructions. The Government will only evaluate information as specified in Section M. Per the requirements of the RFP, the Government only evaluates subcontractors/teammates who are performing 20% or more of the work.</p>

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<b>Category</b>	<b>Question</b>	<b>Government Response</b>
BOA Meeting	When will slides be available?	Slides will be available 7 Nov 2013
BOA Admin	When will the next revision addition be opened?	Revision/Addition openings take place annually and when emergent requirements are identified. Interested parties should keep abreast of updated information posted to the EAGLE website announcing an open Step Two process.
Step 3	Can you expand on why FT Lee was cancelled?	A change in workload, in conjunction with updated solicitation terms and conditions, led to the determination that it was in the Government's best interest to cancel the Ft. Lee RFP and resolicit in the future.
Step 3	Why was Presidio debrief cancelled?	As noted in letters sent to Offerors who proposed on the Presidio RFP, the Government determined it to be necessary to delay debriefings. Additional information on the Presidio RFP will be provided as soon as it is available. We apologize for any inconvenience this delay may cause.
Past Performance	BOA Past Performance contracts are considered recent if within 5 years. TO requirements generally require past performance to be within 3 years. Question: However, if a primes BOA attachment 0002 lists a subcontractor which must be used in a given task area, yet their BOA Past Performance is now over 5 years old, can the prime still use them based on their BOA Past Performance or must a newer Past performance be used?	Yes, Offerors may propose their approved teammates IAW the Step 3 Task Order RFP instructions.
Small Business	Is a company considered a small business based at the time of BOA award through the duration of the BOA or is it at the time of the task order RFP?	A company must be determined a Small Business as of the closing date of the RFP. Per FAR 19.301-1(a) To be eligible for award as a small business, an offeror must represent in good faith that it is a small business at the time of its written representation.
Step 3	At the TO RFP level, does 100% of all areas of transportation, maintenance, or supply by itself teammate or subcontractor? For example, if company A, a teammate, is the only entity identified in attachment 0002 for CIF, must we propose company A if there is a CIF in the TO RFP?	When submitting a proposal in Step 3, the BOA Holder may propose itself and/or the approved teammates for ALL functional areas. The BOA Holders BOA Attachment 0002 - Team Arrangement does not break down to EAGLE functional tasks (i.e., CIF, TMP, RESET, ASP, etc...)
Step 2	If BOA capability citation in attachment 0002 is more than 3 years old and the TO RFP past performance requires less than 3 years, will the BOA attachment 0002 citation not be considered for evaluation?	Task Order proposals will be evaluated in accordance with the recency criteria in Section L of the task order RFP.
Small Business	Are the small business (sub) goals the same for all CONUS work- be they LRCs or NoN- LRC opportunities? Can ASC publish the small business (sub) goals for FY14?	The subcontracting goals are for all CONUS work whether they be LRCs or NoN-LRC. ASC has not yet been assigned subcontracting goals for FY14. Keep in mind that these assigned goals are for the overall command. The subcontracting goals for individual contracts, or Task Orders like EAGLE, are developed specifically for that contract. Some of these goals on individual contracts may be lower or higher than the overall command goal, depending on the requirements of that individual contract.
Past Performance	Why 20% for Past Performance? SBs may have to use a teammate to do a small piece. In that case, we may to submit updated information.	The Government's definition of a "major" teammate/subcontractor is that it is performing 20% of the effort. Therefore, the Government will only be evaluating major teammate/subcontractor past performance.

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Past Performance	With award being delayed many Small Business PP references are expiring. How can you justify PP as a discriminator with minimum award and requiring less than 3 years relevancy experience.	For Best Value tradeoff competitions, past performance will remain an evaluation factor. Please consult the specific Task Order RFP for recency and relevancy requirements.
Fort Bliss	Need work date for all required work center of PWS i.e. Bliss no workload for ADAG and Rail OPNS.	The question will be addressed under the Ft. Bliss Q & As.
Step 2 and Step3	Can the TO POCs be different than those listed in the BOA's? If there is the BOA updated to reflect those changed POCs automatically?	<p>Yes. BOA Attachment 0003 POCs may be different from those identified for the Task Orders. However, POC updates at the BOA level do not automatically update the Task Order/ASSIST POCs and updates to the Task Order POCs/ASSIST POCs do not automatically update the BOA POCs.</p> <p>1) A BOA Holders BOA Attachment 0003 Point of Contact(s) may be updated by the BOA Holder through the submission of a revised Attachment 0003 to the EAGLE Mailbox.</p> <p>2) The Task Order solicitation ASSIST POC(s) may be updated/revised through an email by the Offeror to the Government identified POCs (contracting officer and contract specialist).</p> <p>3) An awarded Task Order contract POC(s) may be updated/revised through an email by the contractor to the Government identified POCs (contracting officer and contract specialist).</p>
Step 3	When a sub requests a prime to submit their proposal as part of the prime bid, how is this done? Is it amended to each applicable file for the prime? Could consideration be given to provide a file name for those subcontractors proposals submitted by the prime? Also could the file type be a .pdf for ease of submittal?	<p>Subcontractors/teammates may choose to submit their cost proposals independently to the Government (see Section L.5.4.2.7.2) or not. In either scenario, the subcontractors/teammates must follow the instructions set forth in Section L of the specific Task Order RFP. If an instruction states that a requirement must be submitted by the Prime and subcontractors/teammates, the Prime must ensure this information is obtained from their subcontractors/teammates prior to submitting to the Government.</p> <p>If an instruction identifies a specific file format, the Prime must ensure the file is provided in the correct format. The naming conventions will be updated in Section L to identify the difference in file name for a Prime or subcontractors/teammates.</p>
Small Business	If we were issued a BOA under small business and graduated to large business, will our BOA still be good? OR vice versa, If a large business reverts back to a small business, is the BOA still good?	Yes, your BOA would still be valid.
Past Performance	If there is a minimum performance period for a contract to be considered an acceptable PP reference? (i.e.. 6 months, 12 months?)	Performance periods must meet the recent/relevant criteria in the RFP.
Step 3	Will any task orders be released that are not subject to a Collective Bargaining Agreement?	Specific requirements for Step 3 task orders (i.e., DoL Wage Determinations and/or Collective Bargaining Agreements) are provided at the time of RFP issuance. It is unknown at this time what requirements will or will not include a CBA requirement.
Step 2	Why is the list of BOA Holders not on the EAGLE website?	The List of BOA Holders is on the EAGLE website under Step 2, EAGLE BOA Holder Announcement.

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Step 3	For those documents sent to the BOA holders POC, would it be feasible to use the FBO process where documents are uploaded for a particular solicitation using the locked document feature of FBO. This feature requires companies to register their MPIN so sensitive but unclassified documents can be accessed. This would eliminate emailing very large attachments.	Unfortunately this proposed approach would not limit release of the information to only the EAGLE BOA Holders who had the direct "need to know" for this information.
Step 3	Would the government consider clarification of standardization of for FTEs at 1920 hrs as it pertains to the CBA required workforce? A standard cost factor of 1920 hrs works for SCA employees but can fall short for a site with multiple benefits such as PTO.	Not at this time. Per the latest L&M (offeror's MUST review each solicitations specific L&M to ensure compliance), the government will provide the minimum productive hours for each functional area with each solicitation. Offeror's must meet this minimum level for each functional area when responding to the RFP by either adjusting the FTEs, appropriately cross utilizing employees or some other method that meets the requirements and is allowable by the applicable laws and regulations.