

UNITED STATES SPECIAL OPERATIONS COMMAND

**SOURCE SELECTION EVALUATION
REPORT AND COMPETITIVE RANGE
RECOMMENDATION**

**FOR THE
ELECTRO-OPTICAL SYSTEM (EO) / FORWARD LOOKING
INFRARED (FLIR)**

SOURCE SELECTION EVALUATION BOARD (SSEB)

EO RFP H92222-04-R-0024

DATE: 15 September 2004

~~SOURCE SELECTION SENSITIVE~~ *See FAR 3.104-4*

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I. INTRODUCTION

1. The objective of this requirement is to procure an electro-optical (EO) forward looking infrared (FLIR) capability for Naval Special Warfare (NSW) Craft. The craft operate in a harsh marine environment under high impact conditions and subject to salt water corrosion.
2. This is a Full and Open Competition procurement for an Indefinite Delivery/Indefinite Quantity (ID/IQ) type of contract for ordering an initial Production Representative Sample (PRS) unit with the option to order Firm Fixed Price production units. There are also Time and Material line items for potential Non-Warranty Repair Task Orders.
3. It is envisioned that initial award for one CLIN 0001 PRS will be to multiple Offerors. But it is anticipated that only one contract will exercise its option for production units.

II. REVIEW PROCESS

The RFP was issued 8 July 2004 and closed 6 August 2004. (b)(4), (b)(5)

(b)(4), (b)(5)

Offeror

EO System

(b)(4)

Formal source selection began on 10 August 2004. Offeror's written proposals were reviewed and evaluated and a caucus of findings was conducted 16 – 23 August 2004. Requests for clarifications of Management, past performance, subcontracting and pricing were sent out on 17 August (b)(4) and on 20 August (b)(4) responses were received 18 August and (b)(4) responses were received 23 August.

Proposals were evaluated in accordance with the evaluation areas and factors of Section M of the RFP and ratings were assigned as specified in the Source Selection Plan as follows:

RFP SECTION M:

AREA	FACTOR	SUBFACTOR	RELATIVE IMPORTANCE
1. TECHNICAL/ MANAGEMENT			The Technical Area is significantly more important than the Past Performance Area and the Price Area.
	TM.1 – Technical		Factor TM.1 is significantly more important than Factor TM.2
		TM.1.1 – Physical and Electrical Characteristics	Sub factor TM.1.1 is equally important to Sub factor TM.1.2 and more important than Sub factor TM.1.3.
		TM.1.2 – Operating Characteristics	Sub factor TM1.2 is equally important to Sub factor TM1.1 and more important than Sub factor TM1.3.
		TM.1.3 – Design Maturity	Sub factor TM.1.3 is less important than Sub factors TM.1.1 and TM.1.2.
	TM.2 – Management		Factor TM.2 is significantly less important than Factor TM.1
		TM.2.1 – Quality	All sub factors are equally important.
		TM.2.2 – Corporate Experience	All sub factors are equally important.
		TM.2.3 – Org Plan, Production Plan, & Post Delivery Support Plan	All sub factors are equally important.
		TM.2.4 – Subcontracting Approach	All sub factors are equally important.
2. PAST PERFORMANCE			The Past Performance Area is significantly less important than Technical/Management Area, and the Past Performance Area is significantly more important than the Price Area.
3. PRICE			The Technical/Management Area and Past Performance Area, when combined, are significantly more important than the Price Area.

SOURCE SELECTION PLAN "Rating Philosophy.

1. **AREA I: Technical/Management Area.** Evaluators will rate their assigned sub-factors using the following color codes:

- a. **BLUE** - An outstanding proposal. A proposal which contains an approach which easily satisfies most of the government's requirements and which documents methods in extensive detail, indicates a thorough understanding of the requirements; and/or provides an approach which reduces the risk of program execution, system performance, or maintainability; and assures low risk in program execution.

CAUTIONARY NOTE! - Blue does NOT mean that what is proposed EXCEEDS government requirements. Rather, it means that a proposal offers a desirable approach to meeting the government requirement, a significant risk reduction because there is documented proof that the approach works, quality is improved, system performance or maintainability is enhanced, or other innovation, which gives substantial benefit to the government.

- b. **GREEN** - An acceptable proposal. A proposal which contains an approach which satisfies many of the government's requirements and which is documented in adequate detail to indicate the general feasibility of the method and the Offeror's overall understanding of the requirements. This proposal assures low to moderate risk in program execution.
- c. **YELLOW** - A marginal proposal. A proposal which contains an approach which satisfies some of the government's requirements which is only minimally documented, leaves questions as to its feasibility and/or indicates a minimal understanding of the requirements. This proposal cannot assure less than a moderate to high degree of risk in program execution.
- d. **RED** - An unacceptable proposal. A proposal which contains an approach which has major errors, omissions or deficiencies, or which indicates a lack of understanding of the requirement, and where the identified errors, omissions and deficiencies cannot be corrected without a major revision or rewrite of the proposal. A proposed approach based on untried, unproved methods and lacking sufficient evidence of its feasibility may also receive this rating. This proposal presents a high degree of risk in program execution.

Application of Color Ratings - Color ratings are applied at the lowest rated level and aggregated to determine overall factor and area rating which roll up to an overall proposal rating. Individual evaluators assign color ratings by applying the appropriate qualitative or quantitative evaluation standard to each of the lowest rated level. The color that is most representative of the proposal's merit relative to the evaluation criteria will be applied.

2. **AREA II: Past/Present Performance.** For both phases of the source selection, the assessment ratings for Area II – Past/Present Performance are: "High," "Moderate," or "Low" as described below. However, for the first phase of the source selection and IAW FAR 15.305(a)(2)(iv), "in the case of an Offeror without a record of relevant past performance or for whom information on past performance is not available, the Offeror may not be evaluated favorably or unfavorably." Therefore, a Neutral rating will be assigned. NOTE: A proposal

~~SOURCE SELECTION SENSITIVE~~ See FAR 2.104-4

which fails to provide the requested information and which fails to indicate that no relevant experience exists may be rated as deficient and receive a "High" risk rating.

HIGH - Likely to cause serious disruption of contract effort or increase in cost of performance even with special contractor emphasis and close Government monitoring.

MODERATE - Has some potential to cause disruption of contract effort or increase in cost of performance. Normal Government monitoring may overcome most difficulties.

LOW - Has good potential for acceptable performance of the contract effort without an increase in cost of performance. Normal Government monitoring should ensure a timely, quality, and within cost product will be delivered.

3. **AREA III – Price/Cost.**

a. For the first phase of the source selection, the Government will evaluate the cost proposal for fair and reasonable prices and to determine that all the CLINS in the Schedule (Section B) are fully complete in accordance with the RFP requirements. The Government will assess the total evaluated price that each Offeror will submit by completing an Attachment to the RFP. The total evaluated price will be compared to the other proposals submitted.

III. EVALUATION SUMMARY RESULTS:

The evaluation of the (b)(4) technical and management proposals resulted in the following ratings: *(see Appendix (A) for individual Strengths, Weaknesses and Deficiencies).*

AREA I – Tech/Mgt (Overall)

- i) Sub Factor TM 1–Tech
- ii) Sub Factor TM 2–Mgt

Per the RFP: "Factor TM.1 is significantly more important than Factor TM.2." Therefore, a GREEN rating for TM1 and a YELLOW rating for TM2 results in an Area 1 Tech/Mgt (Overall) rating of GREEN.

Overall/Factor/Sub factor

AREA I -OVERALL TECHNICAL

- Factor 1 - TM 1 Technical
 - TM 1.1 Physical & Electrical Characteristics
 - TM 1.2 Operating Characteristics
 - TM 1.3 Design Maturity
- Factor 2 – TM 2 Management
 - TM 2.1 Quality

Overall/Factor/Sub factor

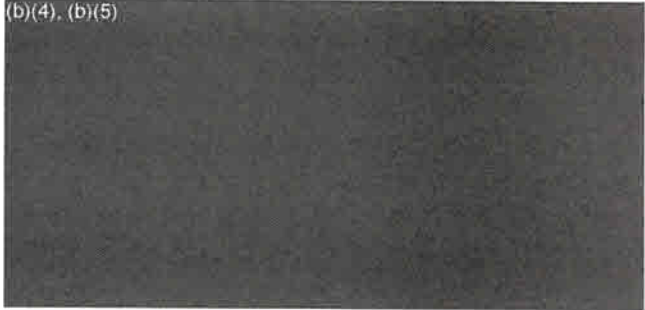
- TM 2.2 Corporate Experience

~~SOURCE SELECTION SENSITIVE~~ See FAR 3.104-4

TM 2.3 Org., Prod & Post Delv Supt Plan
TM 2.4 Subcontracting

- a) **Area II** – Past Performance
- b) **Area III** – Evaluated Price
(40 prod units per yr)

(b)(4), (b)(5)



IV. PROPOSAL ANALYSIS:**AREA I**

Per the 'Relative Importance' of the sub-factors stated in the Section M excerpt above, TM 1.1 and 1.2 are of equal value and each more important than TM 1.3, and the TM 2 sub-factors are of equal importance. Therefore, 2 greens and 1 yellow roll-up to a combined rating of Green and 2 yellows and 1 green roll-up to a combined rating of Yellow.

1. TM 1 Technical:

(b)(4), (b)(5)

(b)(4), (b)(5)

Strength, Weakness, and Deficiency Table 1

(b)(4), (b)(5)

TM 1.1 Physical and Electric Characteristics (29 Performance Areas)
 TM 1.2 Operating Characteristics (17 Performance Areas)
 TM 1.3 Design Maturity (2 Performance Areas)

Major Deficiency did not meet the (T)hreshold requirement and would preclude award.

Minor Deficiency did not meet the (T)hreshold requirement, but will not preclude contract award.

~~SOURCE SELECTION SENSITIVE - See FAR 3.104-4~~

2. TM 2 Management:

(b)(4), (b)(5)



Strength, Weakness, and Deficiency Table 2

(b)(4), (b)(5)



~~SOURCE SELECTION SENSITIVE See FAR 3.104-4~~

AREA II – Past Performance

(b)(4), (b)(5)

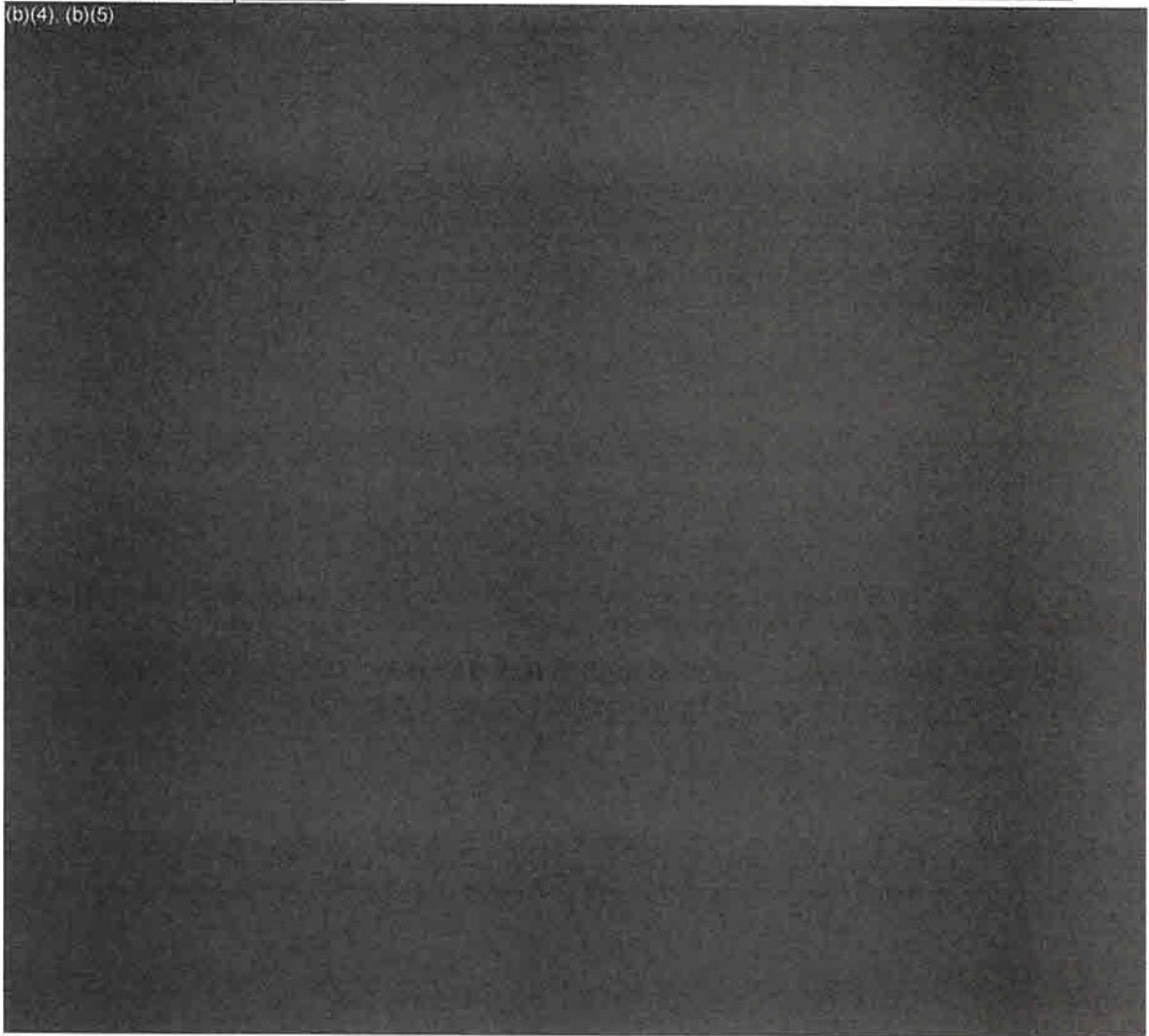
1.

(b)(4)

Area II Past Performance

(b)(4), (b)(5)

(b)(4), (b)(5)



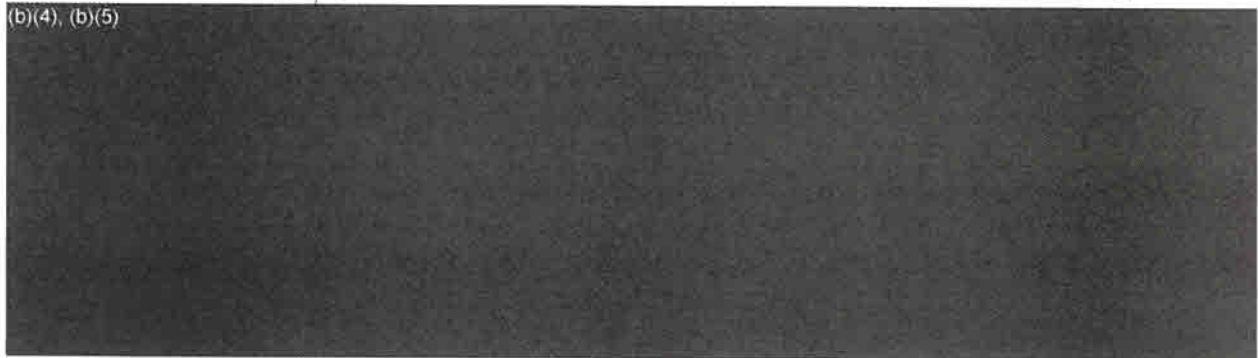
2.

(b)(4)

Area II Past Performance

(b)(4), (b)(5)

(b)(4), (b)(5)



(b)(4), (b)(5)

3.

(b)(4)

Area II Past Performance


(b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

(b)(4)

~~SOURCE SELECTION SENSITIVE - See FAR 3.104-4~~

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)



10. Offerors were not required to provide Certified Cost or Pricing Data because adequate competition was anticipated. Adequate competition was indeed achieved; and therefore, no cost or pricing data will be required to determine cost/price reasonableness.

V. COMPETITIVE RANGE RECOMMENDATION:

As lab testing of each of the Offerors' EO test units can resolve outstanding technical concerns, and (b)(4), (b)(5)

(b)(4), (b)(5) in the competitive range.

(b)(3) (10 U.S.C. § 130b), (b)(6)



Chair, Source Selection Evaluation Board
EO FLIR

APPENDIX A
INDIVIDUAL STRENGTHS, WEAKNESSES, AND DEFICIENCIES

(b)(4)

The strengths, weaknesses, deficiencies and exception have been extracted from the data provided by the evaluation teams. If a satisfactory response to a weakness or deficiency was received from the initial clarification questions, they are not included below.

Technical Operating Characteristics T.M 1 and TM 2

(b)(4), (b)(5)

Technical

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

Management

(b)(4), (b)(5)

(b)(4), (b)(5)

Technical

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

2. The RFP requires that "the EO system shall be able to operate from a 18-32 Volt source that could be up to 82 ft away (T)." (b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

4. The RFP states "when a target is ranged using the Laser Range Finder, the target's positional data (Azimuth, Elevation, Range from Craft, Latitude/Longitude position, etc.) shall be computed utilizing the EO Systems processing and should be displayed, and be available for output in a NMEA sentence structure and via RS-232 and RS 422." (b)(4), (b)(5)

(b)(4), (b)(5)

5. The RFP stipulates that "when portable, the Hand Controller shall have a retaining bracket to house the controller when not in use to prevent damage to the controller (T)." (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

6. The RFP stipulates that the Hand Controller shall "have a visual power indicator (T)." (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

7. The RFP requires that "the Systems light emissions from backlit controls shall be zero when backlit controls are set or dimmed to the lowest possible setting as viewed either with the unaided eye or as viewed through image intensifying Generation III/IV Night Vision Equipment (T)." The

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

8. The RFP states that "the EO system shall be of open architecture and comply with Joint Technical Architecture requirements (T)." (b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

10. The RFP states that "the EO system shall be able to correct for gimbal/gyro drifts (T). After correction of the gimbal/gyro drifts, the gimbal shall not drift for 1 hour without the need for correction (T)." (b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

12. The RFP states that the "Output video and symbols shall have the ability to be displayed on the craft's existing displays as well as the EO system display." (b)(4), (b)(5)

(b)(4), (b)(5)

13. The RFP stipulates that "all LRUs shall survive -40 degrees F to +160 degrees F (direct sunlight) in storage environment (T)." (b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

14. The RFP states "since the EO system is open architecture, the System Display can be replaced with a generic display without affecting all system operations and functionality." (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

Management

(b)(4), (b)(5)

(b)(4), (b)(5)

17. RFP section "C", para 3.9, page 56-57 of 123, states that it is the sole responsibility of the Offeror to assume all risk for ensuring Ao, MTBF, and MTTR requirements are met. (b)(4)

(b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)



2. The RFP requires that "Current draw shall be a maximum of 10 amps (T) with a goal of 5 amps (O) in all operating conditions." (b)(4)

(b)(4), (b)(5)



3. The RFP states that "the EO System shall not increase the visual and thermal signature of the craft (T)." (b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

(b)(4), (b)(5)



(b)(4), (b)(5)



(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)



(b)(4)

Technical Operating Characteristics T.M 1 and TM 2

(b)(4), (b)(5)

Technical

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

3. The RFP stipulates that "The EO system shall be a relocatable and rotatable asset; therefore, the EO system shall be configured such that installation and removal, once permanent installation of cables, mounting fixtures, and necessary supporting LRUs has been completed, can be accomplished by one (1) person in 30 minutes (T), with a goal of 10 minutes (O)." (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

5. The RFP states that "The EO system Mean Time Between Failures (MTBF) shall be 440 hours (T), with a goal of 1000 hours (O) in the intended operating environment." (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

Management

7. RFP Section L, para 4.1.2.1, page 107 of 123, requires Offeror to describe their experience with meeting the requirements of ISO-9000 or other equivalent standard. (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

8. RFP Section L, para. 4.1.2.2, pg 108 of 123, requires Offeror to provide a description of corporate experience that would be applicable to execute the requirements of this solicitation.

(b)(4), (b)(5)

(b)(4), (b)(5)

Technical

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

5. The RFP states that "The EO system shall be of open architecture and comply with Joint Technical Architecture requirements (T)." (b)(4), (b)(5)

(b)(4), (b)(5)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

9. The RFP states that "System recovery time from loss of power shall be 30 seconds from recovery of power to full operation (T), with the goal being 15 seconds (O)." (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

10. RFP Section C 3.3.7 requires a MTBF of 440 (T), with a goal of 1000 (O).

(b)(4)

~~SOURCE SELECTION SENSITIVE - See FAR 3.104-4~~

(b)(4), (b)(5)



Management

11. The RFP requires Offeror to describe quality program, policies, procedures, and organization that you plan to implement to support the performance of the contract. (b)(4)

(b)(4), (b)(5)



12. The RFP requires Offeror to describe their experience with meeting the requirements of ISO-9000 or other equivalent standard. (b)(4)

(b)(4), (b)(5)



13. The RFP requires Offeror to describe the similarities and differences between company's current configuration management procedures and the procedures planned for implementation under the EO contract. (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)




15. The RFP requests Offeror provide resumes for the key people in your organization that will be assigned to this contract. The resumes shall detail the experience and education of the key personnel that will be assigned to this program. (b)(4), (b)(5)

(b)(4), (b)(5)



16. The RFP requires Offeror to identify location of repair facilities. (b)(4)

(b)(4), (b)(5), (b)(7)(F)



17. The RFP requires Offeror to identify location of repair facilities (b)(4)

(b)(4), (b)(5)

Technical

1. The RFP states that "The maximum weight of the stabilized gimbal shall be 35 lbs (T), with a goal of 20 lbs (O)." (b)(3) (10 U.S.C. § 130), (b)(4)

2. The RFP requires that "The EO system shall be able to correct for gimbal/gyro drifts (T). After correction of the gimbal/gyro drifts, the gimbal shall not drift for 1 hour without the need for correction (T)." (b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

3. The RFP requires that "An hourly time meter shall be installed on each major LRU with a four (4) digit externally visible display (T)." (b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

4. RFP asks for -10 to +120 coverage system goes to +100 (b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

5. The RFP requires that the "Slew rate of the gimbal shall be a minimum of 65 degrees per second (T)." (b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

Management

7. RFP Section L, par. 4.1.2.1, pg 108 of 123, requires Offeror to describe the similarities and differences between company's current configuration management procedures and the procedures planned for implementation under the EO contract. (b)(4)

(b)(4), (b)(5)

8. The RFP requires Offeror to provide organizational charts for each of your functional organizations to include: (a) Production, (b) Material Procurement, (c) Quality Assurance, Reliability and Maintainability, (d) Design and Engineering, and (e) Post-Delivery Support.

(b)(4), (b)(5)

(b)(4), (b)(5)

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Technical Exception – this is where an Offeror acknowledges the requirement, but offers something else or states a refusal or inability to comply.

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

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~~SOURCE SELECTION SENSITIVE - See FAR 3.104-4~~

(b)(4)

Technical Operating Characteristics T.M 1 and TM 2

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

Technical

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

3. The RFP stipulates that "The EO system shall be a relocatable and rotatable asset; therefore, the EO system shall be configured such that installation and removal, once permanent installation of cables, mounting fixtures, and necessary supporting LRUs has been completed, can be accomplished by one (1) person in 30 minutes (T), with a goal of 10 minutes (O)." (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

5. The RFP states that "The EO system Mean Time Between Failures (MTBF) shall be 440 hours (T), with a goal of 1000 hours (O) in the intended operating environment." (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)

Management

7. RFP Section L, para 4.1.2.1, page 107 of 123, requires Offeror to describe their experience with meeting the requirements of ISO-9000 or other equivalent standard. (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)

8. RFP Section L, para. 4.1.2.2, pg 108 of 123, requires Offeror to provide a description of corporate experience that would be applicable to execute the requirements of this solicitation.

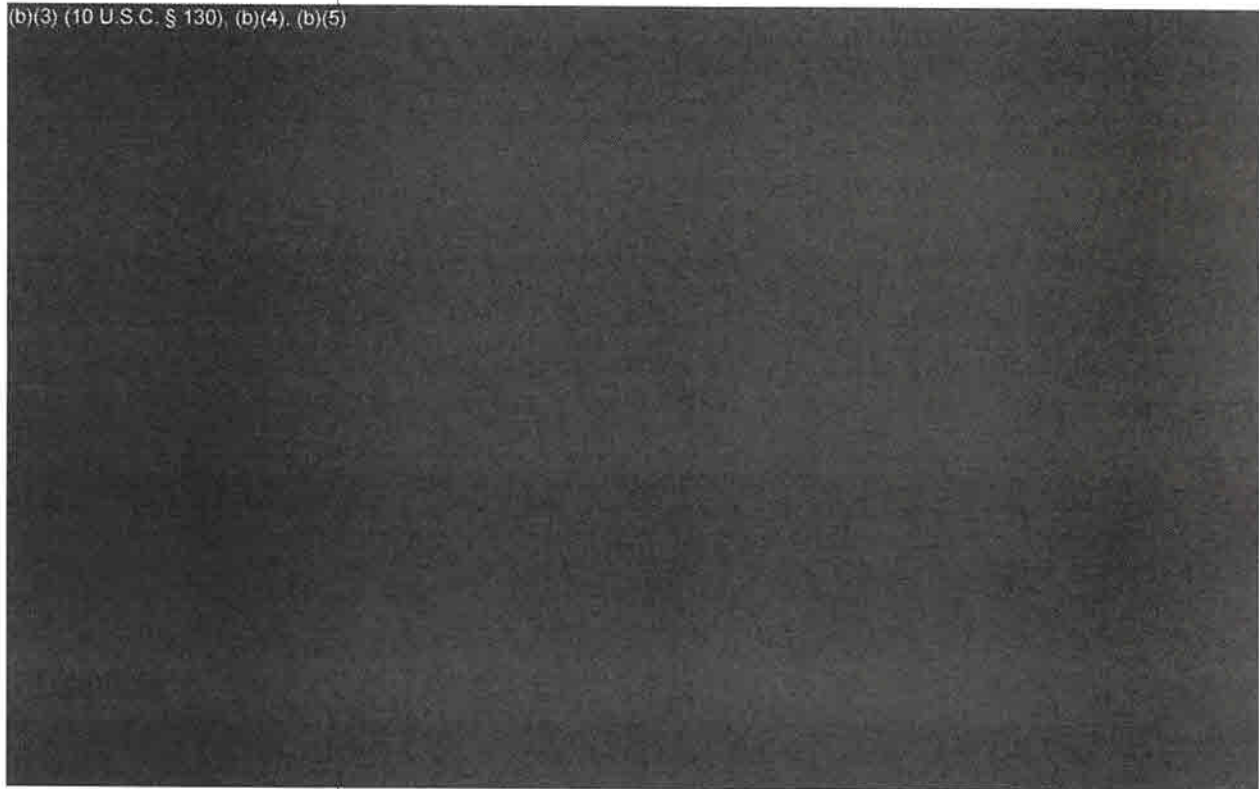
(b)(4)

(b)(4), (b)(5)



Technical

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)



5. The RFP states that "The EO system shall be of open architecture and comply with Joint Technical Architecture requirements (T)." (b)(4)

(b)(4), (b)(5)



9. The RFP states that "System recovery time from loss of power shall be 30 seconds from recovery of power to full operation (T), with the goal being 15 seconds (O)." (b)(4)

(b)(3) (10 U.S.C. § 130), (b)(4)



~~SOURCE SELECTION SENSITIVE~~ See FAR 3.104-4

status.

Management

10. RFP Section C 3.3.7 requires a MTBF of 440 (T) with a goal of 1000 hours (O).

(b)(4), (b)(5)

11. The RFP requires Offeror to describe quality program, policies, procedures, and organization that you plan to implement to support the performance of the contract. (b)(4)

(b)(4), (b)(5)

12. The RFP requires Offeror to describe their experience with meeting the requirements of ISO-9000 or other equivalent standard. (b)(4)

(b)(4), (b)(5)

13. The RFP requires Offeror to describe the similarities and differences between company's current configuration management procedures and the procedures planned for implementation under the EO contract. (b)(4), (b)(5)

(b)(4), (b)(5)

15. The RFP requests Offeror provide resumes for the key people in your organization that will be assigned to this contract. The resumes shall detail the experience and education of the key personnel that will be assigned to this program. (b)(4), (b)(5)

(b)(4), (b)(5)

16. The RFP requires Offeror to identify location of repair facilities. (b)(4)

(b)(4), (b)(5), (b)(7)(F)



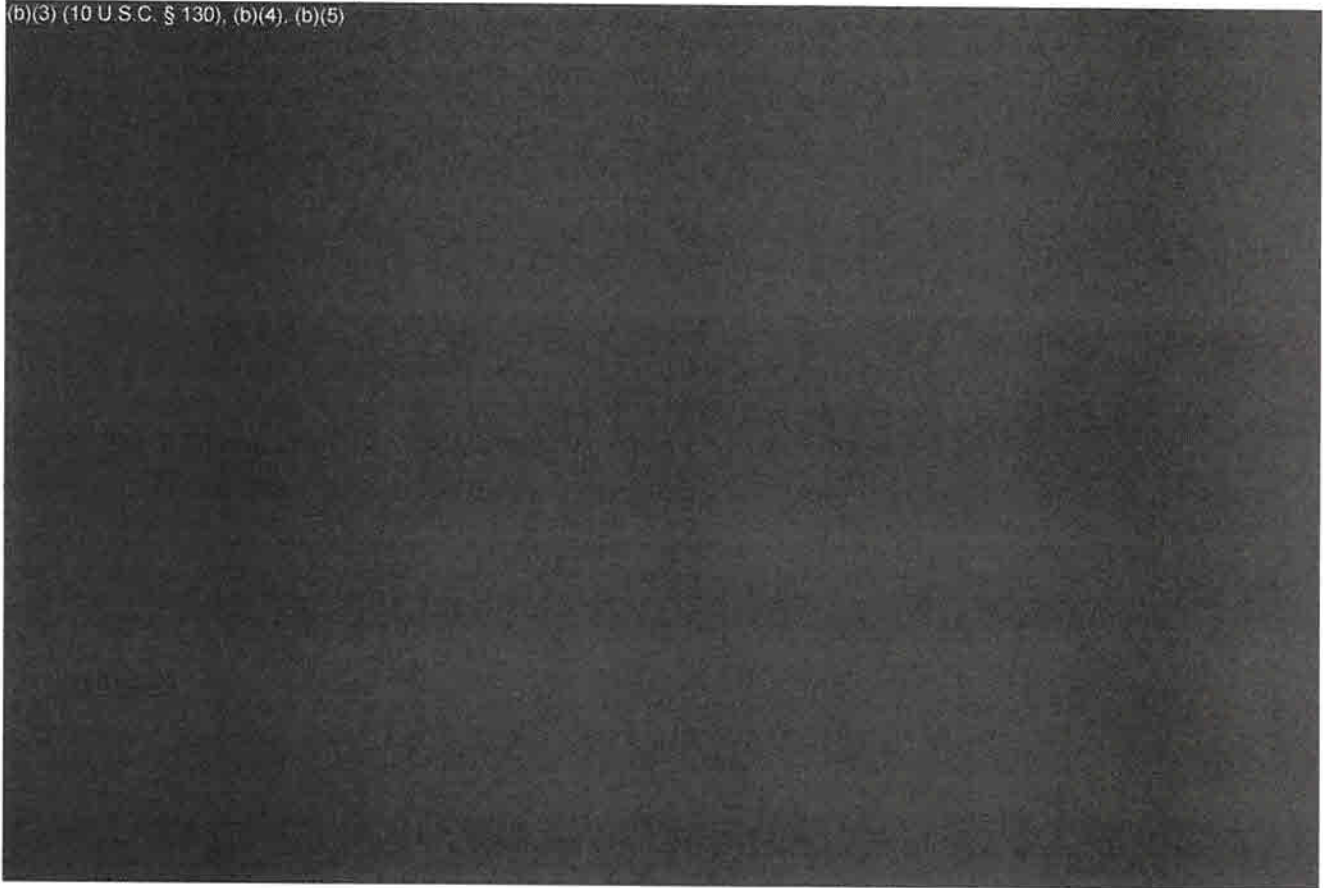
17. The RFP requires Offeror to identify location of repair facilities. (b)(4)

(b)(4), (b)(5)



Technical

(b)(3) (10 U.S.C. § 130), (b)(4), (b)(5)



Management

(b)(4), (b)(5)




~~SOURCE SELECTION SENSITIVE - See FAR 3.104-4~~

(b)(4), (b)(5)



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(b)(4), (b)(5)



~~SOURCE SELECTION SENSITIVE~~

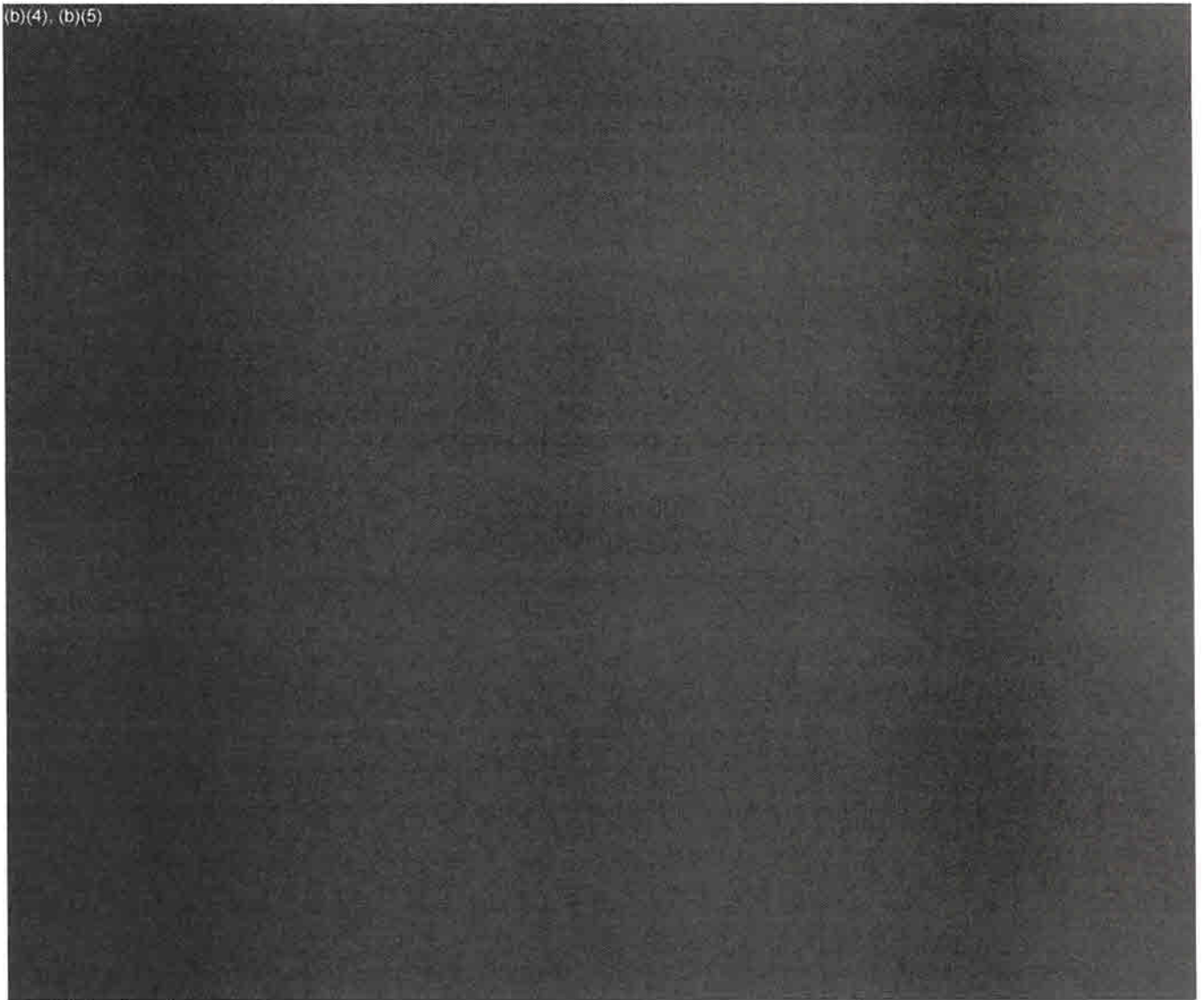
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(b)(4)

Subfactor: TM2.4

(b)(4), (b)(5)

(b)(4), (b)(5)



**PERFORMANCE RISK ANALYSIS GROUP (PRAG) REPORT
SOLICITATION NO. H92222-04-R-0024,
Electro-Optical System//Forward Looking Infrared**

1. In performing the assessments, the PRAG emphasized recent offerors' contracts/efforts - within a five-year window, relevant experience specific to this effort, and risk associated with the contractor performing based on past performance. An offeror's past performance was evaluated in terms of: (a) conforming to specification and standards of good workmanship; (b) responsiveness and adherence to schedules; (c) cost controls, (d) demonstrated corrective actions; and (e) commitment to customer satisfaction (see inquiries included in questionnaire noted in Para. 3 below). In evaluating past/current performance, the PRAG focused on four elements of Sections L and M of the solicitation as follows:

(4.2.a) Past/current contracts/awards for efforts similar to the effort required by this solicitation.

(4.2.b) Offerors were encouraged to provide information on problems encountered on contracts and the offeror's corrective actions.

(4.2.c) Offerors shall state in their proposal if relevant performance history is not available.

(4.2.d) Any contracts terminated or being terminated for cause during the past three years.

(4.2.f) Relevant small business subcontracting data, if applicable.

Analysis under each of the aforementioned paragraphs was used to develop an overall risk assessment for each offeror. (b)(5)

offerors were assessed by the PRAG under solicitation H92222-04-R-0024.

(b)(4)

(b)(4), (b)(5)

(b)(4)

These assessments were conducted in accordance with Sections L and M of the RFP. (b)(5)

(b)(4), (b)(5)

2. As part of the evaluation under paragraph 4.2.a of Sections L and M, the RFP identified three factors to determine the degree of relevancy for references listed in each of the offerors' proposals. Offerors were required to submit data on similar or related contracts to determine their relevancy in terms of size, scope, and technical complexity, in order for this activity to consider their ability to meet the RFP requirements. In order for a reference to be considered "Relevant," the PRAG must have determined that at least one of the following factors is "Applicable." (See Attachment No. 1)

- a. Scope. Applicable means efforts that are similar in their area of activity and fitness to the situation.
- b. Size. The size of a referenced award will be considered not applicable ("N/A") if it is substantially less than the solicitation estimate.
- c. Technical Complexity. Applicable means the effort must have been for some form of engine maintenance/repair, which was directly related to the current solicitation.

Also, the PRAG sent a standard questionnaire to a sample of the references provided by each offeror. The questionnaire included the following inquiries:

The following questions were answered "Yes" or "No":

- (a) Were subcontracting goals met? (if applicable)
- (b) Would you select this firm again?

The following areas were rated as Exceptional, Very Good, Satisfactory, Marginal, or Unsatisfactory:

- (c) Technical performance.
- (d) Cost/price control
- (e) Timeliness of performance/schedule.
- (f) Responsiveness to contract problems/issues/requirements.
- (g) Quality.
- (h) Customer satisfaction.
- (i) Business Relations

See Attachment No. 1 and attached Summary Reports for results and analysis of the completed questionnaires

3. Under paragraph 4.2.d of Sections L and M, (b)(4)
(b)(4), (b)(5)

(b)(4), (b)(5)

See attached Summary Reports for details.

4. Under paragraph 4.2.f of Sections L and M, (Small Business Exempt) only
(b)(4)

294s). Subcontracting data submitted will be reviewed by the USSOCOM Chief, Small Business and a separate report will be provided. There
(b)(4), (b)(5)

business.

5. The PRAG's analysis resulted in the following risk ratings:

OFFEROR

OVERALL EVALUATION

(b)(4), (b)(5)

6. Summaries of the data analysis, as well as individual summary reports for each offeror, are attached to this report. Review of telephone/e-mail records and/or the completed questionnaires are available upon request.

Attachments

1. Attachment 1, Summary of Analysis (References Surveyed) - 3 pages
2. Summary Report - (b)(4)
3. Summary Report - 1 page

Prepared by:

(b)(3) (10 U.S.C. § 130b), (b)(6)

PERFORMANCE RISK ANALYSIS GROUP (PRAG) REPORT

Summary Report - (b)(4)

Contractor: (b)(4)

(b)(4), (b)(5)



4.2.f (SF 294 Subcontracting Report for Individual Contracts) - (b)(4)
submitted a SF 294(s). This element of the evaluation is not applicable to
the PRAG's analysis. A complete small business review will be accomplished
by the USSOCOM Chief, Small Business.

Rating and Recommendation: (b)(4), (b)(5)
(b)(4), (b)(5)

~~SOURCE SELECTION INFORMATION-SEE FAR 3.104~~
PRAG Report for Solicitation No. H92222-04-R-0004

PERFORMANCE RISK ANALYSIS GROUP (PRAG) REPORT
Summary Report (b)(4)

(b)(4), (b)(5)



**PRICING REPORT
OF THE
FORWARD LOOKING INFRARED RADER
11 AUGUST, 2004**

CONTRACTING OFFICER'S ADDENDUM OF 15 SEPTEMBER 2004

The enclosed Pricing report lists four "Comments" to address if Discussions are entered into. The first comment (b)(4) [REDACTED] As it has been determined that there will be discussions, the following (b)(4), (b)(5) [REDACTED]

(b)(4), (b)(5)



(b)(3) (10 U.S.C. § 130b), (b)(6)



Kimerly R. DeBois Sousa
Contracting Officer

**PRICING REPORT
OF THE
FORWARD LOOKING INFRARED RADER
11 AUGUST 2004**

SECTION I: BACKGROUND INFORMATION

Solicitation H92222-04-R-0024 for the Forward Looking Infrared System (FLIR) was issued on 8 Jul 04 and closed on 6 Aug 2004, 1600 hours. (b)(4), (b)(5)

(b)(4), (b)(5)

(b)(4)

SECTION II: SUMMARY OF KEY DOCUMENTS

- a. Request for Proposal (RFP) H92222-04-R-0024.
- b. Amendments 0001 – 0002.
- c. (b)(5)

SECTION III: SOLICITATION REQUIREMENTS

- a. Award will be made to the proposal providing the best value to the Government given appropriate consideration to Technical, Price and Past Performance in descending order of importance. The Technical and Past Performance areas when combined are significantly more important than the Price area.
- b. In accordance with the RFP, an overall Total Evaluated Price (TEP) will be evaluated for fair and reasonableness, balanced and line with the contemplated performance of the contract. The TEP as completed by the price analyst is the summation of the CLINs in Schedule B.
- c. The RFP is based on the FAR part 15 rewrite, which became effective on 1 Oct 97. FAR 15.803(b), which required an IGCE, has been deleted. No IGCE was submitted to the cost team. FAR 15.404-1 provides the various price analysis techniques the Government may use. Used herein is FAR 15.404-1(b)(2)(i), comparisons to offers received. In accordance with FAR 15.403-1, the solicitation did not require offerors to submit Cost or Pricing Data since adequate price competition was anticipated.

SECTION IV: EVALUATION RESULTS

COMPLETENESS: All proposals were reviewed for completeness. The schedule has been priced and no missing data needed to evaluate was apparent.

All items priced Fair & Reasonable

(b)(4), (b)(5)



Total Evaluated Price

As mentioned above, the TEP was developed by the completion of Attachment 3, the proposed prices, and summed. For ease of review the cost team has subtotaled (b)(5)

(b)(4), (b)(5)

(b)(4)

Contract Item

Operational Assessment

Base Period CLINs 0001 – 0002

Production

Option First Period CLINs 0003 – 0009

Option Second Period CLINs 0010 – 0016

Option Third Period CLINs 0017 - 0023

Option Fourth Period CLINs 0024 – 0030

(b)(4)



Total

Original Proposed

(b)(4)

(b)(4), (b)(5)

The following represents the cost differences between each offeror for the system only.

Contract Item

SLIN 0001AA, Production Representative Sample (PRS)

Percentage delta

SLIN 000xAA Prod System(40 @, regardless of ordering period

Percentage delta

160 Prod Systems (evaluation amount 40 x 4 periods)

(b)(4)

Comments:

(b)(4), (b)(5)

Summary

<u>Contractor</u>	<u>Total Evaluated Price</u>
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(b)(4)

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IAW Section M of the solicitation the government shall compare each offeror's TEPs to all other offeror's TEP.

(b)(4), (b)(5)

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(b)(3) (10 U.S.C. § 130b), (b)(6)

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Cost Analyst

(b)(3) (10 U.S.C. § 130b), (b)(6)

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Cost Analyst

~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

(b)(4)



~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

(b)(4)

~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

(b)(4)



~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

(b)(4)



~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

(b)(4)



~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

(b)(4)



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~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~

(b)(4)



~~SOURCE SELECTION INFORMATION - SEE FAR 3.104~~