



Page 2 redacted for the following reason:

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(b)(3) (10 U.S.C. § 130b), (b)(5), (b)(6)

**UNITED STATES SPECIAL OPERATIONS COMMAND**

**POST-NEGOTIATION  
BUSINESS CLEARANCE MEMORANDUM (BCM)  
RFP H92222-04-R-0024**

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

DATE: 22 November 2004

**SECTION**

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**ATTACHMENT**

- PRE-NEGOTIATION BUSINESS CLEARANCE MEMO (PRE-BCM)
- SSEB RECOMMENDATION FOR AWARD OUTBRIEF

(b)(4) [REDACTED] FSI letters of 22 October 2004

- FSI letter of 10 November 2004

(b)(4) [REDACTED] 12 November 2004

- SADBU email of 9 November 2004 stating FSI subcontract plan acceptable

## SOURCE SELECTION

### POST NEGOTIATION

#### PERSONS REPRESENTING THE GOVERNMENT:

Contracts: Kim DeBois Sousa, PCO, SOAL-KBC Phone: 813-828-5988  
Technical: (b)(3) (10 U.S.C. § 130b), (b)(6)

#### PERSONS REPRESENTING THE CONTRACTOR:

(b)(4), (b)(6)

#### PRICE SUMMARY

TOTAL Eval Price (TEP) Original prop:  
(PRS + 40 prod units per yr) Revised prop:

CLIN 0001 (PRS) Original price  
Revised price

(b)(4)

#### NEGOTIATION SUMMARY

On 22 September 2004 the Pre-Negotiation Business Clearance Memorandum (Pre-BCM) was approved to keep (b)(4), (b)(5) in the Competitive Range, as all had met the mandatory Key Performance Parameters (KPP):

Offeror

EO System

(b)(4)

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



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



## **FUNDING**

The Combatant Craft Program Office has a little more than \$1.2M of FY03 and FY04 Procurement funds for award of initial Delivery Order(s) under awarded IDIQ contract(s). If two CLIN 0001 units are ordered, without CLIN 0002 non-warranty repair work, funding required is approximately \$1.1M. For the remaining portion of the contract, it is anticipated that Procurement funds shall be used to obtain systems, and O&M shall be used to sustain the program.

**CLIN 0001**

(b)(4)



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

**EVALUATIONS** *(see individual sub-factor and lab test ratings in the attached SSEB outbriefs):*

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



**AREA II – PAST PERFORMANCE** No change from the approved Pre-BCM.

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

**AREA III – EVALUATED PRICE**  
(40 prod units per yr)

(b)(4)

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

**DETERMINATION OF CONTRACTOR'S RESPONSIBILITY:** (b)(5)

(b)(5) List of Parties Excluded from Federal Procurement or Non-procurement Programs (<http://epls.arnet.gov/>), as of 23 November 2004.

**UNIQUE TERMS AND CONDITIONS:** Although not unique, it is noted that Quality Inspection and Acceptance terms and conditions have been added (see Summary above).

**SUBCONTRACTING PLAN/GOALS CONTRACTUAL REQUIREMENTS:** (b)(4)

(b)(4)

(b)(4)

Therefore the SADB

deemed their revised plan Acceptable (see attached email).

**EEO COMPLIANCE:** Per FAR 22.805, preaward clearance (b)(5) has been obtained.

Attachments:

- SSEB Recommendation For Award Outbriefs

(b)(4) FSI letters of 22 October 2004

- FSI letter of 10 November 2004

(b)(4) 12 November 2004

- SADB email of 9 November 2004 stating FSI subcontract plan acceptable



**POST-NEGOTIATION APPROVAL TO PROCEED WITH CONTRACT AWARD:**

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



(b)(3) (10 U.S.C. § 130b), (b)(6)



12/2/04

Concur/~~Non-concur~~

(b)(3) (10 U.S.C. § 130b), (b)(6)



Chief, Procurement Management Division

# Combatant Craft FLIR Technical Team Out-brief



22 Nov 2004

~~SOURCE SELECTION SENSITIVE~~

# CC FLIR

## Technical Sub-factors

- TM 1.1 Physical and Electrical Characteristics
- TM 1.2 Operating Characteristics
- TM 1.3 Design Maturity

~~SOURCE SELECTION SENSITIVE~~

## Color Ratings

- Blue – Outstanding, low risk
- Green – Acceptable, moderate to low risk
- Yellow – Marginal, less than moderate to high risk
- Red – Unacceptable, high risk

~~SOURCE SELECTION SENSITIVE~~

# Sub-Factor Ratings

Sub Factor	
Physical and Electrical Characteristics	(b)(4)
Operating Characteristics	
Design Maturity	
	(b)(4), (b)(5)

~~SOURCE SELECTION SENSITIVE~~



# Roll-Up Rating

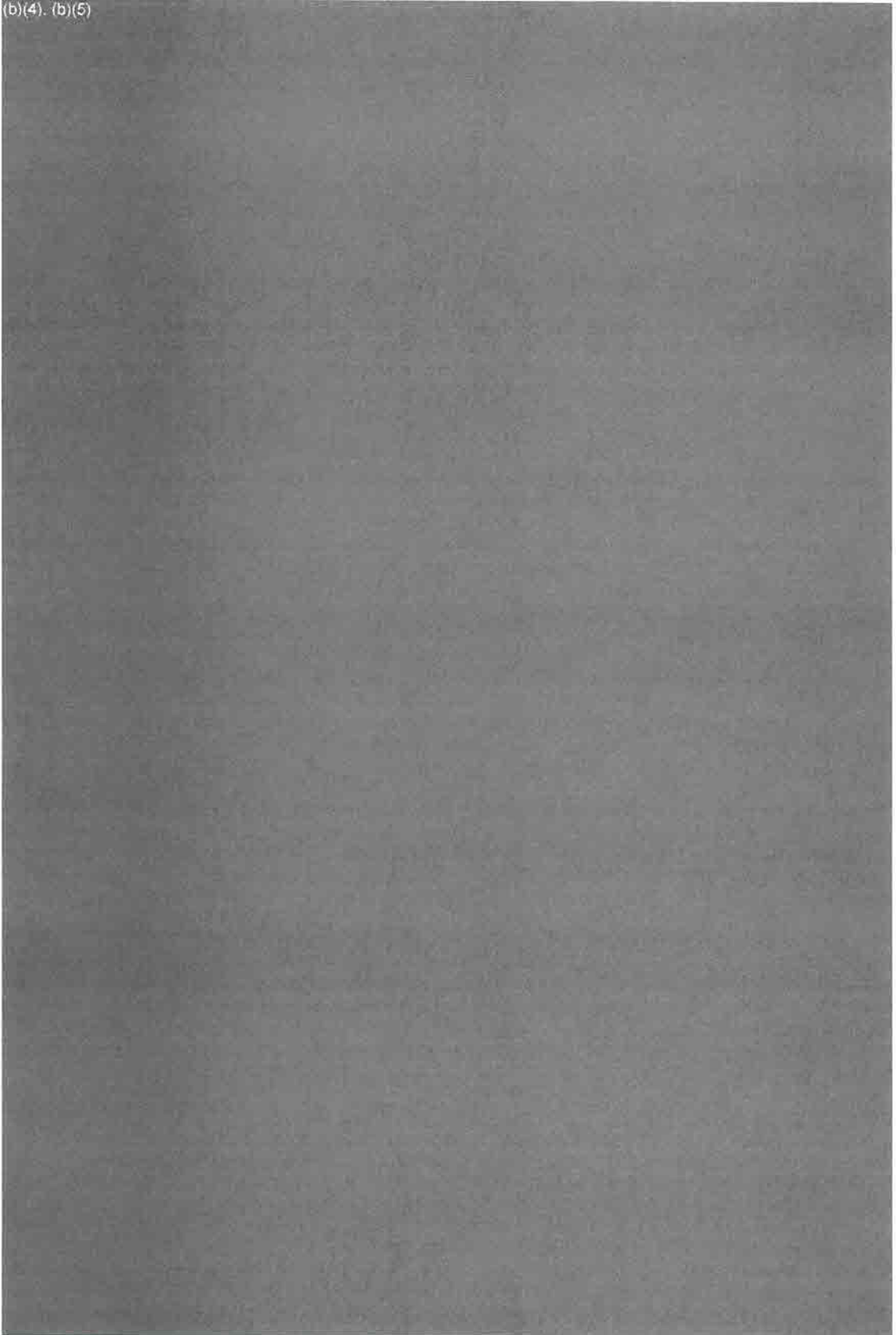
(b)(4)	(b)(4), (b)(5)

~~SOURCE SELECTION SENSITIVE~~

(b)(4)

## ***Lab and Environmental Testing***

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



# Strengths / Weaknesses

(b)(4)

- Physical and Electrical Characteristics (TM 1.1)

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

- Operational Characteristics (TM 1.2)

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

- Design Maturity (TM 1.3)

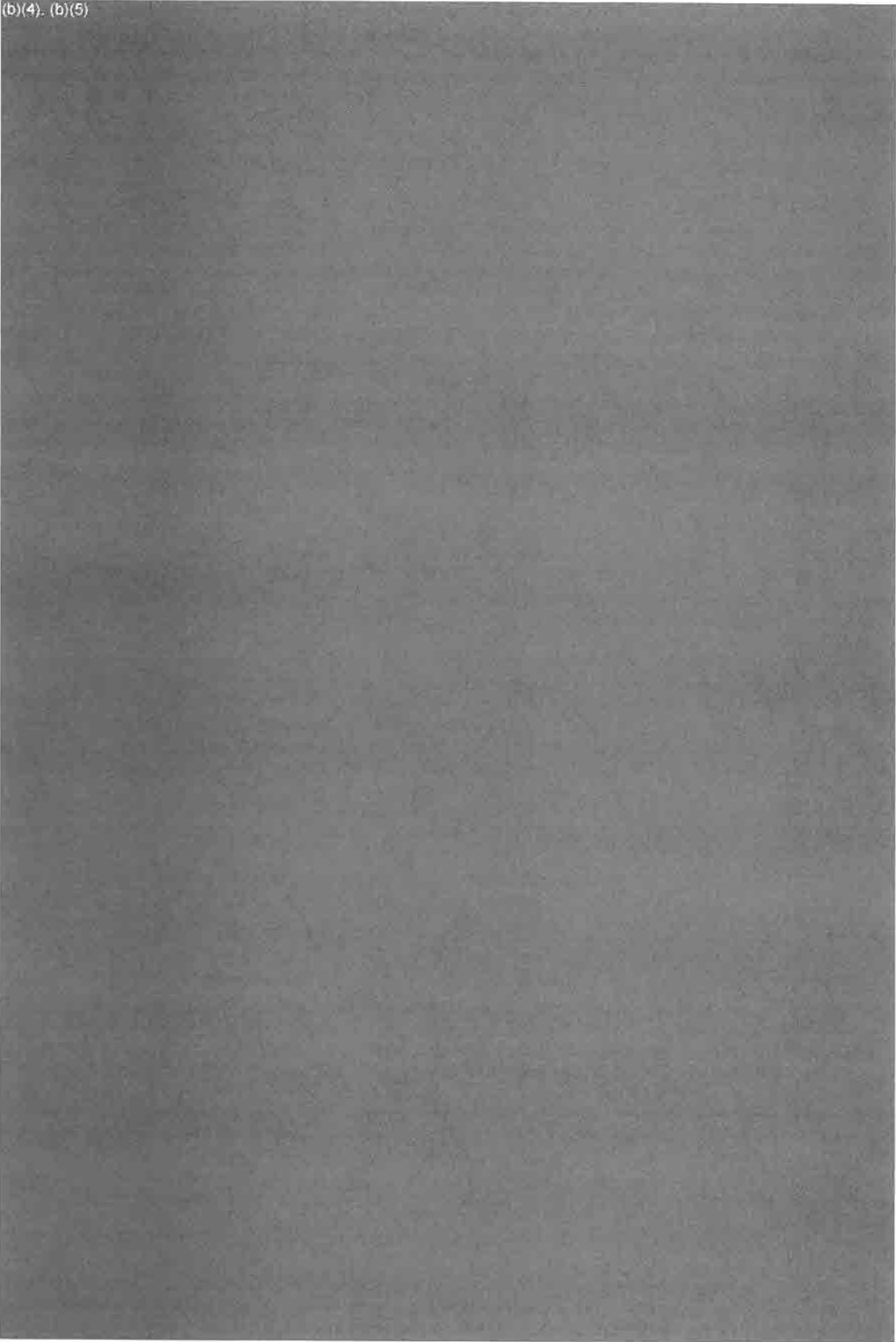
(b)(4), (b)(5)

~~SOURCE SELECTION SENSITIVE~~

(b)(4)

## ***Lab and Environmental Testing***

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



# Strengths / Weaknesses

(b)(4)

- Physical and Electrical Characteristics (TM 1.1)

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

- Operational Characteristics (TM 1.2)

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

- Design Maturity (TM 1.3)

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

~~SOURCE SELECTION SENSITIVE~~



# Combatant Craft FLIR Management Team Outbrief



22 Nov 2004

~~SOURCE SELECTION SENSITIVE~~

## CC FLIR

### Management Sub-factors

- TM 2.1 Quality
- TM 2.2 Corporate Experience
- TM 2.3 Organizational Plan,  
Production Plan and Post Delivery  
Support

(b)(5)

## Color Ratings

- Blue – Outstanding, low risk
- Green – Acceptable, moderate to low risk
- Yellow – Marginal, less than moderate to high risk
- Red – Unacceptable, high risk

(b)(5)

~~SOURCE SELECTION SENSITIVE~~

# Sub-Factor Ratings

	(b)(4)
Quality	
Corporate Experience	
Org Plan, Prod Plan & PD Support	
(b)(4), (b)(5)	

~~SOURCE SELECTION SENSITIVE~~

# Roll-Up Rating

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

~~SOURCE SELECTION SENSITIVE~~



# Strengths / Weaknesses

(b)(4)

- **Quality (TM 2.1)**

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

- **Corporate Experience (TM 2.2)**

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

- **Org Plan, Prod Plan & PD Support**

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

~~SOURCE SELECTION SENSITIVE~~

# Strengths / Weaknesses

(b)(4)

- Quality

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

- Corporate Experience

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

- Org Plan, Prod Plan & PD Support

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

~~SOURCE SELECTION SENSITIVE~~