



# **USACE A76 Competitive Sourcing for Information Management and Information Technology**

## **INDUSTRY FORUM**

**JAMES J. RICH, Ph.D.  
CONTRACTING OFFICER  
USAED Baltimore**

**08 December 2004**

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- Advertise in Army Single Face to Industry (ASFI) (15 days) - also know as FedBizOps. Site contains information on project and process. <https://acquisition.army.mil/asfi/>
- Issue Request for Proposals (RFP) which includes the Bid Schedule, Performance Work Statement (PWS), Special Clauses, FAR/DFARS Clauses, Technical Exhibits, and Evaluation Factors <https://ebs.nab.usace.army.mil/AdvertisedSolicitation.asp>

Strategic Sourcing Program Office





# ACQUISITION PROCESS

## • Process

- Tenders and offers submitted in response to the RFP will be evaluated for technical acceptability against the technical evaluation factors and significant subfactors stated in the solicitation.
- Contracting Officer ensures firewall between PWS and Most Efficient Organization (MEO) is developed and implemented.

Strategic Sourcing Program Office





# ACQUISITION PROCESS

## • Evaluation Factors

- Management
- Technical
- Past Performance (MEO will not be rated on this factor)
- Experience
- Utilization of Small Business (MEO will not be rated on this factor)
- Cost

Strategic Sourcing Program Office





# ACQUISITION PROCESS

## • Evaluation Factor Management

- Factor will evaluate the prospective service providers' organizational structure, corporate management structures, and organizational capabilities and the capabilities and qualifications of proposed key management personnel.

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- **Evaluation Factor Technical**

- Factor will evaluate the prospective service providers' operations plan (management organization structure, lines of authority, spans of control, policies, and procedures), staffing, quality control plan, and transition plan.

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- **Evaluation Factor - Past Performance -**
  - Per OMB A76 Circular, the MEO will not be rated on this factor.
  - Factor rates the overall satisfaction of performance on prior work of a similar nature to that sought in the requirement. It uses questionnaires supplied to third parties identified by the prospective service provider as references.

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- **Evaluation Factor - Experience**
  - Factor will ask prospective service providers to demonstrate prior work on projects the size and scope which are similar to the size and scope of this competition.

Strategic Sourcing Program Office





# ACQUISITION PROCESS

## • Evaluation Factor - Utilization of Small Business

- Per OMB A76 Circular, the MEO will not be rated on this factor.
- Evaluated IAW AFARS Appendix DD, Subcontracting Plan Evaluation Guide and DFARS 215.304(A)
- Small Business: 60%
  - SDB (to include HBCU/MI): 20%
  - WOSB: 10%
  - HUBZone SB: 3%
  - SDVOSB: 3%
  - VOSB: 4%

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- **Evaluation Factor**

- Cost - Factor will be assessed for completeness, reasonableness, and realism, as indicated by utilizing the OMB mandated COMPARE software for A-76 competitions.

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- **Business Arrangements** - Solicitation will be based on/include:
  - One Award based on Lowest Price, Technically Acceptable Offer
  - Hybrid Firm Fixed-Price/Cost Reimbursement with Award Fee
  - One year base period with four one-year option periods

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- **Business Arrangements** - Solicitation will be based on/include: (Continued)
  - A statement identifying common costs
  - A performance bond requirement and a separate CLIN for the cost of the performance bond
  - A separate CLIN for a phase-in plan
  - A requirement for prospective providers to include a Quality Control Plan in offers and tenders

Strategic Sourcing Program Office





# ACQUISITION PROCESS

- **Business Arrangements** - Solicitation will be based on/include: (continued)
  - Agency Tender is not required to submit (per OMB A76 Circular):
    - A labor strike plan
    - A small business strategy
    - A subcontracting plan goal
    - Participation in small disadvantaged businesses
    - Licensing or other certifications
    - Past performance

Strategic Sourcing Program Office





# ACQUISITION HIGHLIGHTS

- Read the RFP carefully. Everything is there.
- If we ask for it, provide it...IN DETAIL
- If you are unsure - contact the Procurement Analyst first.
- You will be held to due dates. Late material will not be evaluated.
- The only evaluation factors the SSEB will consider are those listed in the RFP. Believe it.
- Factors in the RFP will be listed in descending order of importance - but all are important. Believe that also.
- You must respond to all evaluation factors to be considered for the award.

Strategic Sourcing Program Office





# Acquisition Schedule

Action	Date
Issue Solicitation	May 26, 2005
Pre-Proposal Conference	June 13, 2005
Site Visit	TBD
Respond to Pre-Award Inquiries	June 14 to Sep 27 2005
Solicitation Closes	Sep 27, 2005
Source Selection Process	Sep 28 to Nov 21, 2005
Performance Decision	Nov 23, 2005
Award Contract or Issue Agreement	Feb 24, 2006
Announce Performance Decision	Feb 27, 2006

Strategic Sourcing Program Office





## JAMES J. RICH, PH.D.



410 962-2196

410 627-5753 (cell)

*[james.j.rich@usace.army.mil](mailto:james.j.rich@usace.army.mil)*

Strategic Sourcing Program Office

