

Serbian Small Arms Tactical Trainer

STOC II- Lot I	
Key Dates	
Proposal Submission Date due by 4:00 PM*:	Friday, July 31, 2015
Proposal Validity	120 days
RFP Questions due by 4:00 PM.*:	Wednesday, July 24, 2013
(*All times are Eastern Time)	
Points of Contact	
Acquisition Center POC:	US ARMY CONTRACTING COMMAND Attn: Carrie Pickett 12211 Science Drive Orlando, FL 32826 Telephone: 407-208-3321 E-mail: Carrie.A.Pickett.civ@mail.mil
Alternate POC:	E-mail: Marnita.R.Harris.civ@mail.mil
Submission Requirements	
Format:	Microsoft Word 2003 or 2007
Font:	Arial; no smaller than 12-point font
Page Size:	8 1/2 X 11
Fold Outs:	11 X 17 For Tables and Graphs Only
Margins:	1" on all sides
Orientation:	Portrait. Fold-outs may be landscape.
Tables and Figures:	No smaller than 12-point font. May be landscaped.
Transmission method:	<p>Volume I (Technical) and Volume II (Price) shall be submitted to the Contract Specialist with four (4) hard copies and two (2) electronic copies included in the submission.</p> <p>The Government does not authorize submission of telegraphic or facsimile offers for this solicitation. The Offeror shall mark the outside shipping container with the RFP Number for this solicitation. Offerors shall mail or hand-carry proposals to the Contract Specialist.</p> <p>If the Offeror hand-carries the proposal and/or any final proposal revision (as applicable), the Offeror shall notify the Contract Specialist by email or phone, at least 24 hours in advance of the intent to hand deliver the proposal. The email must include the name of the organization, along with the name and phone number of the individual delivering the proposal in order to arrange a delivery time.</p> <p>For a hand-carried proposal, the Offeror shall obtain a Proposal Receipt Form from the Contract Specialist. The Contract Specialist will annotate the date and time of proposal receipt, the number of boxes received and signs in the "Signature of Contract Specialist" portion of the form. The Contract Specialist will also provide a copy of the Proposal Receipt Form to the Offeror. The Contract Specialist's signature only denotes the receipt of the proposal; she/he is not responsible for the proposal delivery content or condition.</p>
Electronic Submission Requirements	Each volume is a separate electronic file on CD per below instructions.

STOC II

Markings:	All printed pages shall be marked: “SOURCE SELECTION INFORMATION – SEE FAR 2.101 and 3.104”
Transmittal Letter and Title Page:	The Offeror shall submit a Transmittal letter which specifies the extent of agreement with all terms, conditions and provisions included in the solicitation. Any amendments to the solicitation shall be acknowledged and accepted. Exceptions, deviations and waivers to the solicitation will not be accepted with the proposal. If an Offeror has any issues with the terms and conditions of the solicitation they shall notify the PCO well in advance of the proposal due date. Each volume will contain: Title of Proposal, STOC II Opportunity Number, Proposal Volume, Offeror's Name and copy number (if applicable).

Instructions, Conditions and Notices to Offerors

1.	All proposals must clearly and convincingly demonstrate that the Offeror has a thorough understanding of the requirements and associated risks, and is able, willing, and competent to devote the resources necessary to meet the requirements and has valid and practical solutions for all requirements. Mere reiteration of the requirement or standard reference material is discouraged. It is your responsibility to present enough information to be meaningfully evaluated without discussions. In presenting material in this proposal, offerors are advised that quality of information is more important than quantity. Elaborate brochures or other presentations beyond that sufficient to present a complete and effective proposal, are neither necessary nor
2.	Offerors must assume any data they have previously submitted in response to another solicitation, whether to PEO STRI or another agency will be unavailable during this proposal evaluation and source selection process. Offerors will not incorporate data into this proposal by referring to another proposal or other source. Any references to sources not provided with an Offeror's proposal will not be considered.
3.	If a discrepancy exists between the original paper copy of the proposal and the electronic copy required to be submitted, the original paper copy will take precedence.
4.	The Government reserves the right to request additional information after receipt of Offeror's response to the solicitation.
5.	The proposal shall be valid for not less than 120 calendar days from the proposal due date.
6.	The Government may reject any proposal that is evaluated to be unrealistic in terms of program commitments and technical capability, including contract terms and conditions, or unrealistically high or low in cost/price when compared to the Government's estimates, such that the proposal is deemed to reflect an inherent lack of competence or failure to comprehend the complexity and risks of the program.
7.	For the purposes of this acquisition, proposals shall not contain Classified information.
8.	Interested parties shall submit questions regarding this solicitation by electronic mail to carrie.a.pickett.civ@mail.mil with the solicitation number in the subject line. The Government will answer all questions to all offerors electronically provided it receives those questions by 4:00 p.m. ET 24 July 2015. The Government may issue one or more solicitation amendment(s) prior to the deadline for final proposal submissions based on the questions received. Questions received after the deadline may not be answered prior to proposal submission. The Government does not anticipate extending the closing date for receipt of offers. Accordingly, offerors are encouraged to carefully review all solicitation requirements and submit questions to the Government by the date identified in the solicitation.
9.	Offerors are cautioned that in order for their proposal to be eligible for award, the proposal shall be in compliance with the terms and conditions set forth in the solicitation.
10.	Offerors are advised that proposals shall be accepted only from those proposing as prime contractors under STOC II Lot I. Such offerors shall be responsible for submitting complete proposal packages containing all components of the proposal inclusive of any team member or subcontractor proposal information. Pricing data, or other information which may be considered proprietary to team members or subcontractors, shall be submitted with the prime contractor's proposal in a separate sealed envelope.
11.	If an offeror believes that the requirements and/or instructions in the solicitation contain an error, omission, or are otherwise unsound, the offeror should notify the Contracting Officer in writing with supporting rationale no later than ten (10) days after the release of the solicitation.
12.	The Government will provide all offerors feedback, upon their request, in the form of a copy of the completed Requirements Checklist after award of the Delivery Order.

	<p>13. Submission, modification, revision, and withdrawal of proposals. Offerors are responsible for submitting proposals, and any modification, or revisions, so as to reach the Government office designated in the solicitation by the time specified in this solicitation. Any proposal, modification, or revision received at the Government office designated in the solicitation after the exact time specified for receipt of offers is "late" and will not be considered unless it is received before award is made, the Contracting Officer determines that accepting the late offer would not unduly delay the acquisition; and --</p> <p>(1) If it was transmitted through an electronic commerce method authorized by the solicitation, it was received at the initial point of entry to the Government infrastructure not later than 5:00 p.m. one working day prior to the date specified for receipt of proposals; or</p> <p>(2) There is acceptable evidence to establish that it was received at the Government installation designated for receipt of offers and was under the Government's control prior to the time set for receipt of offers; or</p> <p>(3) It is the only proposal received.</p> <p>However, a late modification of an otherwise successful proposal that makes its terms more favorable to the Government, will be considered at any time it is received and may be accepted.</p> <p>Acceptable evidence to establish the time of receipt at the Government installation includes the time/date stamp of that installation on the proposal wrapper, other documentary evidence of receipt maintained by the installation, or oral testimony or statements of Government personnel.</p> <p>If an emergency or unanticipated event interrupts normal Government processes so that proposals cannot be received at the office designated for receipt of proposals by the exact time specified in the solicitation, and urgent Government requirements preclude amendment of the solicitation, the time specified for receipt of proposals will be deemed to be extended to the same time of day specified in the solicitation on the first work day on which normal Government processes resume.</p> <p>Proposals may be withdrawn by written notice received at any time before award. Proposals may be withdrawn in person by an offeror or an authorized representative, if the identity of the person requesting withdrawal is established and the person signs a receipt for the proposal before award.</p>
	<p>14. Multiple proposals or alternative proposals will not be accepted.</p>

STOC II Opportunity Number:			Serbian Small Arms Tactical Trainer		
SECTION L PROPOSAL SUBMISSION INSTRUCTIONS and SECTION M EVALUATION CRITERIA:					
Volume I - 1.0 Technical					
	Section L	OFFEROR Submission Instructions	Page Limit	Section M	GOVERNMENT Evaluation Criteria
	Technical	<p>(1) The offer shall include a technical description of the items being offered in sufficient detail to determine compliance with the requirement in the Statement of Work (SOW). This may include product literature, or other documents, if necessary. The proposal shall be clear, concise and shall include sufficient detail for effective evaluation and for substantiating the validity of stated claims. The proposal should not simply rephrase or restate the Government's requirements, but rather, shall provide convincing rationale to address how the offeror's products meet these requirements. Offerors shall assume that the Government has no prior knowledge of their product and will base its evaluation on the information presented in the offeror's proposal.</p> <p>(2) The offeror shall complete the Requirements Matrix which clearly demonstrates how their product meets the requirements. All requirements must be met. Offerors shall identify, in the notes section of the Requirements Checklist(s), the page number of the proposal that demonstrates how their product(s) meet the Government requirement. Failure to meet a Government stated requirement may deem the offeror's proposal unacceptable; which may render an offeror ineligible for award. It is incumbent upon each offeror to provide documentation that clearly supports the offeror's ability to meet the requirements of the SOW.</p>	25 (Does not include IMS)		The Government will evaluate proposals to determine compliance with all requirements of the solicitation, including any attachments and exhibits. The Government will evaluate each proposal strictly in accordance with its content. The Government will not assume that the performance will include areas not specified in the Offeror's proposal. The Government will evaluate the offeror's proposal against the minimum requirements set out in the "Requirements Matrix" to determine whether the proposal is "Acceptable" or "Unacceptable" using the rating and descriptions provided below. An offeror's technical proposal will not be found Acceptable unless all the minimum requirements are found Acceptable. A rating of Unacceptable for any requirement will cause the entire technical proposal to be found Unacceptable and may cause the offeror not be considered for award.
		Volume I Page Limit:	25		
Volume II - Pricing and Other Information					
L.2.0 WARNING: No Cost/Pricing Information shall be included in any volume other than the Price Volume II.					
	Section L	OFFEROR Submission Instructions	Page Limit	Section M	GOVERNMENT PRICING Evaluation Criteria

	Pricing	1. The offeror shall provide prices for each contract line item (CLIN) of Section B. The offeror shall provide a FFP for each FFP CLIN. The T&M Contractor Logistics Support CLIN will not be evaluated and will have a not to exceed price of \$80,000. The T&M Damaged Hardware Repair and Return or Replacement CLIN will not be evaluated and will have a not to exceed price of \$87,000. The labor categories and rates used in the T&M CLIN shall be the STOC II approved categories and rates. The prices proposed for each CLIN/SLIN shall not exceed the CLIN's/SLINs maximum price as identified in Section B of the RFP.	No Page Limit	<p>The Government will analyze Offeror's proposed prices by summing together the total of all Firm Fixed Priced CLIN/SLIN prices to arrive at a total evaluated price. The Government will evaluate the Offeror's proposal to determine if prices are fair and reasonable in accordance with FAR 15.404-1(b). The CLIN/SLIN prices proposed shall not exceed the maximum price stated in Section B. Prices that exceed the stated maximum will cause the offeror to not be considered for award.</p> <p>NOTE: No Cost/Price information shall be included in any volume other than the Pricing volume.</p>
	Other Information	1. Offerors shall identify the intellectual property rights and technical data rights included in their proposal submission IAW DFARS 252.227-7017 and 252.227-7028.	No Page Limit	
				<p style="text-align: center;">Basis for Award</p> <ol style="list-style-type: none"> 1. The award will be made utilizing the Lowest Price Technically Acceptable (LPTA) Source Selection Process. Award will be made in accordance with the evaluation criteria set forth in the Requirements Matrix of the solicitation. 2. The Government will evaluate proposals to determine compliance with all requirements of the solicitation, including any attachments and exhibits. The Government will evaluate each proposal strictly in accordance with its content. The Government will not assume that the performance will include areas not specified in the Offeror's proposal. The Government will evaluate the offeror's proposal against the minimum requirements set out in Attachment 4 "Requirements Matrix" to determine whether the proposal is "Acceptable" or "Unacceptable" utilizing the rating and descriptions provided below. An offeror's technical proposal will not be found Acceptable unless all the minimum requirements are found Acceptable. A rating of Unacceptable for any requirement will cause the entire technical proposal to be found Unacceptable and may cause the offeror not be considered for award. 3. The Government intends to evaluate proposals and award a contract without discussions with Offerors. Therefore, each offer should contain the Offeror's best terms from a technical and price standpoint. However, the Government reserves the right to conduct discussions and request proposal revisions, if necessary. If a competitive range is established, the Government may limit the number of proposals to the greatest number that will permit an efficient competition among the most highly qualified proposals. 4. The Government reserves the right to award no contract or one contract depending on the quality of the proposal(s) submitted and the availability of funds. 5. The Government may reject any proposal that it evaluates to be unrealistic in terms of proposal commitments, including contract terms and conditions, or unrealistically high or low cost or price when compared to Government estimates, such that the proposal is deemed to reflect an inherent lack of competence or failure to

	6.	The Government may judge a proposal to be unacceptable if the proposal contains statements that do not clearly reveal the Offeror's response or contains statements such as "we will use best commercial practices," "we will use standard procedures," or "we will employ well-known techniques," if used without definition or explanation.
	7.	Government initiated exchanges with Offerors after receipt of a proposal do not constitute a rejection or counteroffer.

Technical Ratings

The Offeror's proposal will be evaluated against the requirements outlined in the Requirements Matrix, to the solicitation to determine whether the proposal is acceptable or unacceptable as described below

	Rating	Description
	Acceptable	Proposal clearly meets the minimum requirements for the solicitation.
	Unacceptable	Proposal does not clearly meets the minimum requirements for the solicitation.