

**TRAINING & SIMULATION INDUSTRY SYMPOSIUM**  
**PCO PANEL QUESTIONS & ANSWERS**  
**16 June 2011**

1. **Comment:** Delays in acquisitions negatively impact small businesses' ability to forecast for budgeting and personnel, etc.

**Government Response:** PEO STRI is currently analyzing PALT metrics and will make adjustments as necessary to improve our forecasting accuracy.

2. **Question:** How can I find out about upcoming opportunities?

**Government Response:** Business opportunities can be viewed through the PEO STRI homepage: [www.peostri.army.mil](http://www.peostri.army.mil). Under the "Business Opportunities" menu, there are links to various sites which contain opportunity information. Business opportunities under STOC II and the Common Army Ranges and Targets Systems (CARTS) ID/IQ contracts are announced via the "STRI Business Opportunity Portal" (STRI BOP). Opportunity listings for other than FAR Part 16 procurements are posted to the Federal Business Opportunities (FBO) website per federal regulations. Additionally, PEO STRI has recently added a new system, the Contract Opportunity System (COS), to announce selected STOC II opportunities during the current pilot period for COS. However, at present, COS is only available to STOC II prime contractors. Information may also be obtained from the PEO STRI Office of Small Business Programs. A link to our Small Business Office is available under the "Business Opportunities" menu.

3. **Question:** How do I approach RTSC to be added to the approved subcontractor list for WFF?

**Government Response:** 1. A prospective services or vendor company or organization would approach RTSC supply chain management; 2. The prospective company would pitch their services or products to the designated RTSC supply chain management representative; 3. The designated supply chain management representative would evaluate the services or product being offered to determine whether it fits into the scope of work for the Warfighter FOCUS ID/IQ contract; 4. If, after the screening, it is determined that the company would be a resource for which RTSC could procure the best value of goods and services for the government, the company or organization would be processed into the system as a functioning member of the WTA.

4. **Question:** Is WFF going to be re-competed?

**Government Response:** We are exploring all avenues to meet our future service requirements. Information will be posted to STRIBOP and FedBizOpps as it becomes available.

5. **Question:** What approval authority is required on the new J&A requirement for Alaska Native over \$20M?

**Government Response:** It follows the same approval thresholds as all J&A's;

> \$20M - <= \$85.5M: HCA - Dr. Blake;

> \$85.5M: Army Acquisition Executive

6. **Question:** Do you think evaluation teams like the pull out papers with diagrams in proposals?  
**Government Response:** Diagrams may enhance a proposal if the diagrams clarify the written proposal further. Be sure to follow the instructions on page limitations.

7. **Question:** We try to use the requirements traceability matrix as a compliance matrix, is that not what you are looking for?

**Government Response:** It depends on what the RFP states. Some solicitations specify traceability matrix as a requirement while others don't. Make sure to follow the RFP instructions and respond accordingly. Generally speaking, a matrix can be helpful in evaluating proposals.

8. **Question:** There is a conflict with us contractors regarding whether you want us to address every requirement in response to the RFP?

**Government response:** While one is responsible for performing all requirements of the solicitation which includes, as applicable, the SOW, PWS, SPEC, SRD, etc... a proposal should primarily address the submission requirements and the evaluation factors for award found in Sections L & M, respectively. Make sure to read the solicitation in its entirety. In order to be considered responsive one must submit a proposal in accordance with the solicitation requirements, i.e...format, page count, date, time and place, etc.

9. **Question:** In what order are the successful and unsuccessful offerors notified?

**Government Response:** Typically, the successful offerors are notified first.

10. **Question:** During the market research and pre proposal phase, if the contractor submits a question he believes is proprietary, will it be provided to all offerors?

**Government Response:** No, in accordance with FAR 15.201(f), information provided to a potential offeror in response to its request will not be disclosed if doing so would reveal the potential offeror's confidential business strategy, and is protected under 3.104, "Procurement Integrity" or subpart 24.2, "Freedom of Information Act." However, if information is determined necessary for all offerors in the preparation of proposals, such as information relative to SOW/SPEC requirements, we will provide that information to everyone to avoid creating an unfair advantage.

11. **Question:** If a company can only do part of a requirement listed in a sources sought notice, does the Government still want us to respond?

**Government Response:** Yes, the Government is interested in all information. If a firm is capable of only performing part of the requirement, the Government will consider that when determining if it is appropriate for a partial set-aside. One may also consider teaming with other firms and submitting a capability statement identifying a teaming arrangement that provides a total solution.

12. **Question:** Do we assume requests for debriefs submitted electronically over a 3-4 day weekend or a holiday are still considered "on-time."

**Government Response:** Yes, timeframe is based on calendar days. However, when the final day is a weekend or federal holiday the deadline is extended to the next business day.

13. **Question:** What were the conditions under which you awarded sole source contracts (ref: TSIS slides depicting approximately 66% competitive & 33% sole source), regardless of instrument, over the past year?

**Government Response:** The percentage of sole sources includes the FMS cases which tend to be source directed. In determining whether a sole source award is appropriate, the principles and rules found under FAR part 6.3, Other Than Full and Open Competition are applied.

14. **Question:** How does the Government communicate back to the contractor regarding their responses to capability/ white papers?

**Government Response:** Generally, the next form of communication is made in the "lot determination" or pre-solicitation notice which announces our acquisition strategy. However, PEO STRI is currently reviewing our policies and procedures to improve communications with our business partners.

15. **Question:** Does a company (Prime Contractor) have to comply with the small business participation goals at the basic ID/IQ level or at the order level?

**Government Response:** Generally, Small Business participation goals must be achieved at the basic ID/IQ level. Remember to read the RFP as to the specific evaluation criteria pertaining to small business participation.

16. **Question:** Is there an agent that ensures that the prime gives the small business their fair share?

**Government Response:** A prime contractor must meet proposed small business goals and contractors are required to report monthly in the Electronic Subcontract Reporting System (eSRS). In some instances, contracts contain incentives to prime contractors for exceeding their goals.

17. **Comment:** On occasion I don't get notifications from postings.

**Government Response:** Always ensure that the information in the system is current and accurate to include the most current email address. One may consider having notices sent to a main site (i.e.: companyName.com), rather than to a POC.

18. **Question:** Do I only have to address the information in Section L or do I need to address all of the SOW/SPEC?

**Government Response:** See answer to question #9 above.

19. **Question:** Who do I talk to if I have questions about an RFP?

**Government Response:** All questions during the draft or final RFP phase must be submitted to the specific point of contact identified in the announcement. Generally, that is the PCO/Contract Specialist. Prior to issuance of the draft or final RFP, government officials- including the program manager, engineers, or contracting officers are permitted to meet with potential offerors to exchange general information and conduct market research related to the acquisition.