

14. DESCRIPTION OF AMENDMENT/MODIFICATION (cont'd)

THE **NETCENTS SOLICITATION** IS HEREBY **AMENDED** AS FOLLOWS:

A. The following attachment is modified in Section J:

Attachment 10 - INFORMATION FOR PROPOSAL PREPARATION (IFPP)

Paragraph L2.3, Table 2 - Volume Due Dates, is hereby changed as follows:

Volume No.	Title	Date and Time
I	Executive Summary	30 April 2004, 1600 CST
II	Mission Capability	30 April 2004, 1600 CST
III	Contract Documentation	30 April 2004, 1600 CST
IV	Past Performance	15 April 2004, 1600 CST
V	Cost/Price	30 April 2004, 1600 CST

Paragraph L7.4.4, is hereby changed as follows:

"Offerors responses are limited to **12** written pages....."

B. Section J, Attachment 18 - BLUE SKY PARAMETRIC DATA is hereby replaced in its entirety.

C. DD Form 1707, 3 - DATE/TIME Response Due is changed to 30 April 2004, 4 p.m.

D. The following clauses are changed in Section L:

AFMC 5352.209-9003 POTENTIAL ORGANIZATIONAL CONFLICT OF INTEREST (AFMC) (Jul 1997)

(a) There is potential organizational conflict of interest (see FAR Subpart 9.5, Organizational and Consultant Conflicts of Interest) due to the purchase of Titan Sencom by Lockheed Martin Corporation and the purchase of Matcom Corporation by SI International **and contract supported services provided by ARINC employees.**

Accordingly:

(1) Restrictions are needed to ensure that the employees currently supporting the NETCENTS acquisition will be placed in business units that are independent of any other business unit within Lockheed Martin Corporation and SI International, Inc that chooses to offer a proposal on the NETCENTS solicitation.

(2) As a part of the proposal, the offeror shall provide the Contracting Officer with complete information of previous or ongoing work that is in any way associated with the contemplated acquisition.

(b) If award is made to the offeror, the resulting contract may include an organizational conflict of interest limitation applicable to subsequent Government work, at either a prime contract level, at any subcontract tier, or both. During evaluation of proposals, the Government may, after discussions with the

offeror and consideration of ways to avoid the conflict of interest, insert a special provision in the resulting contract which shall disqualify the offeror from further consideration for award of future contracts.

(c) The organizational conflict of interest clause included in this solicitation may be modified or deleted during negotiations.

<end of clause>

**L002 PARTICIPATION BY THE MITRE CORPORATION IN THE EVALUATION OF PROPOSALS
(May 1997)**

The Air Force has contracted with The MITRE Corporation, Kepler Research, TITAN/SENCON **and ARINC**, for the services of a technical group which is under the program management of the Electronic Systems Center and the Standard Systems Group, and responsible to the Air Force for overall technical review of specified Air Force programs. The Air Force employment contracts with personnel from these companies prohibits the unauthorized dissemination of data to which they or their employees have access. It is the Government's intent to use the services of The MITRE Corporation, Kepler Research, TITAN/SENCON **and ARINC**, in a purely advisory role in the technical evaluation of offers. The exclusive responsibility for source selection remains with the Government. The Government also intends to provide The MITRE Corporation, Kepler Research, TITAN/SENCON **and ARINC**, personnel access to past performance information, including Contractor Performance Assessment Report (CPAR) data, during formal source selection briefings, but only as it is presented by the Performance Risk Assessment Group (PRAG) at the summary level; access to actual completed CPARs will not be provided. If you desire that The MITRE Corporation, Kepler Research, TITAN/SENCON **and ARINC**, be excluded from access to information contained in your offer or excluded from past performance information presented by the PRAG during briefings, kindly so indicate in a letter of transmittal accompanying your offer.

<end of clause>

L060 INSTRUCTIONS FOR PROPOSAL PREPARATION (IFPP) (DEC 2003)

L1.0 PROGRAM STRUCTURE AND OBJECTIVES

See Section C, Performance Work Statement.

L2.0 GENERAL INSTRUCTIONS

(a) This section provides general guidance for preparing proposals as well as specific instructions on the format and content of the proposal. The offeror's proposal must include all data and information stated herein and must be submitted in accordance with these instructions. Non conformance with the instructions provided may result in an unfavorable submission/proposal evaluation. All claimed technical, management, performance and schedule capabilities to meet the requirements shall be realistic and are subject to verification by the Government. The offer shall be compliant with the requirements as stated in the PWS and Solicitation/Model Contract. The proposal shall be unclassified.

(b) The offeror's proposal shall consist of the written submittal. All information provided by the offeror (as long as it is consistent with the constraints of this RFP, e.g., page limitations) are subject to evaluation as described in Section M.

(c) It is very important to note that the proposal will be submitted in multiple parts (see Tables 1 and 2). The completion and submission of all proposal volumes constitutes the offeror's acceptance to the terms and conditions in this RFP and in any attachments thereto. Volume IV, Past Performance data is late if it is not received by the date specified in Table 2. The remaining volumes shall be late IAW FAR 52.214-07 if they are not received by the date specified in Table 2.

(d) The Government may consider any offeror's exception to the terms and conditions in this RFP to be a deficiency, which may render the offer unacceptable.

L2.0.1 DETAILS OF PROPOSALS.

(a) The submissions/proposals shall be clear, concise, and shall include sufficient detail for effective evaluation substantiating the validity of stated claims. The submissions/proposal should not simply rephrase or restate the Government's requirements, but rather shall provide convincing rationale to address how the offeror intends to meet these requirements. Offerors shall assume that the Government has no prior knowledge of their facilities and experience, and will base its evaluation on the information presented in the offeror's submission/proposal.

L2.0.2 PROPOSAL ACCEPTANCE PERIOD

(a) The submission/proposal acceptance period is specified in Section L of the model contract/solicitation. The offeror shall make a clear statement in Section A of the submission/proposal documentation volume that the submission/proposal is valid for a period of not less than 180 days from receipt.

L2.0.3 DISPOSITION OF UNSUCCESSFUL PROPOSALS

(a) In accordance with FAR Subpart 4.8 (Government Contract Files), the Government will retain the original copy of all unsuccessful submissions/proposals. Unless the offeror requests otherwise, the Government will destroy extra copies of such unsuccessful submissions/proposals.

L2.0.4 PAGE LIMITATIONS/NUMBERING

(a) Page limitations shall be treated as maximums. If exceeded, the excess pages will not be read or considered in the evaluation of the submission and will be returned to the offeror (i.e., paper copies) as soon as practicable. Each page shall be counted except the following; any Cover Sheets, Table of Contents, Tabs, Glossaries of terms/abbreviations/acronyms, matrixes, resumes and organizational charts. Page 1 of volume is defined as the

first page after the Table of Contents, Tabs, and Glossaries of terms/abbreviations/acronyms. All pages shall be numbered. Sheets printed on both sides shall be numbered on both sides if both sides contain information.

L2.1 GENERAL INFORMATION

L2.1.1 POINT OF CONTACT

(a) The Procuring Contracting Officer (PCO), Ms. Cynthia C. Crews is the sole point of contact for this acquisition. Address any questions or concerns to her. Written requests for clarification may be sent via e-mail to the PCO at cynthia.crews@gunter.af.mil <<mailto:cynthia.crews@gunter.af.mil>>. FAX transmittals may be sent to (334) 416-4827. Official RFP documentation, including RFP amendments, and other related information will be available on the Internet at https://web1.ssg.gunter.af.mil/AFITC/NetCents/NetCents_default.asp or [HTTP://HERBB.HANSCOM.AF.MIL](http://HERBB.HANSCOM.AF.MIL) or <http://www.eps.gov/spg/USAF/AFMC/ESC/SSG-03-001/listing.html>.

L2.1.2 DEBRIEFINGS

(a) The Contracting Officer will notify unsuccessful offerors in the competitive range of the source selection decision in accordance with FAR 15.506. Upon such notification unsuccessful offerors may request and receive a debriefing. Offerors desiring debriefing must make their request in accordance with the requirements of FAR 15.505 or 15.506, as applicable. The PCO will notify offerors of the award decision within three (3) days after award. Unsuccessful offeror(s) may request a debriefing by providing a written request to the PCO. Offerors desiring a debriefing must submit request in writing within 3 days after receipt of notification. To the maximum extent practicable, debriefings will be conducted within 5 days of receipt of the offeror's request. Debriefings will be conducted IAW AFFARS 5315.506.

L2.1.3 DISCREPANCIES

(a) If an offeror believes that the requirements in these instructions contain an error, omission, or are otherwise unsound, the offeror shall immediately notify the CO in writing with supporting rationale.

L2.1.4 REFERENCE LIBRARY

(a) NETCENTS RFP reference documentation is available for review on the NETCENTS website, Documents and Briefings, located at https://web1.ssg.gunter.af.mil/AFITC/NetCents/NetCents_default.asp

L2.1.5 DISTRIBUTION/SUBMISSION/PROPOSAL VOLUMES

(a) One complete set of "original" volumes and all other copies IAW Table 1 and shall be clearly marked, addressed and mailed to the CO or handcarried to the following address:

Cynthia C. Crews, Contracting Officer
HQ SSG/AQE - NETCENTS
85 South Hodges Ave, Bldg 403, Room 11
Maxwell AFB - Gunter Annex, AL 36114
Comm Phone: (334) 416-1660
Comm Fax: (334) 416-4827
e-mail: Cynthia.Crews@gunter.af.mil

L2.1.6 SECTION K - REPRESENTATIONS AND CERTIFICATIONS

(a) Completed Representations, Certifications, and Other Statements of Bidders, Offerors or Quoters. This section shall be completed and submitted with your proposal.

L2.2 ORGANIZATIONS/DISTRIBUTION/NUMBER OF COPIES/PAGE LIMITS

(a) The offeror shall prepare the proposal as set forth in Table 1 below. The titles and contents of the volumes should be as defined in Table 1, and shall be within the required page limits and in the number of copies as specified in the table. The contents of each proposal volume are described in the paragraphs noted in Table 1.

(b) Soft copy volumes should be delivered on separate CD-ROMs (one volume copy per CD), and must be virus free. In the event hard copy and soft copy content conflict, hard copies will take precedence over soft copies. Soft copies shall be Microsoft Office 2000 compatible. Adobe 4.0 format is also acceptable.

(c) Forward one paper copy of proposal Volumes I, II, III, and V to your cognizant Administrative Contracting Office (ACO) and the same to the Defense Contract Audit Agency (DCAA) when the PCO copies are delivered. Failure to provide information to the locations as specified will result in a delay in the evaluation and may negatively affect the evaluation of the offeror's proposal. Be sure to advise the ACO and DCAA that the proposal is "For Official Use Only" and contains "Source Selection Information (See FAR 2.101 and 3.104)."

L2.3 PROPOSAL FORMAT.

(a) The offeror's proposal must include all data and information requested herein and must be submitted in accordance with these instructions. The offer shall be compliant with the requirements as stated in the RFP. Non-conformance with the RFP may result in an unfavorable proposal evaluation.

Table 1. Proposal Organization

VOLUME	IFPP Paragraph Number	TITLE	PAPER COPIES	SOFT COPIES	PAGE LIMIT
I	L3.0	Executive Summary (see note)	5*	2	6
II	L4.0	Mission Capability (Written)	5*	2	60
II	L4.4	Subcontracting Plan as an attachment to Volume II. There is no page limit for the Subcontracting Plan.	5*	2 (same CD as Vol II above)	Unlimited
III	L5.0	Contract Documentation	5*	2	Unlimited
IV	L6.0	Past Performance	3	2	Maximum of 5 pages per contract submitted
V	L7.0	Cost/Price	5*	2	Unlimited

* The copy count of Volumes I, II, III, and V includes the two copies to be delivered to your ACO and your DCAA office (one each).

NOTE: Executive Summary will not be part of the NETCENTS evaluation.

(b) Proposal volumes shall be due the following dates and times as shown in Table 2.

Table 2 - Volume Due Dates

Volume No.	Title	Date and Time
I	Executive Summary	30 April 2004, 1600 CST
II	Mission Capability	30 April 2004, 1600 CST
III	Contract Documentation	30 April 2004, 1600 CST
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V	Cost/Price	30 April 2004, 1600 CST

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(c) Elaborate brochures, presentations or documentation, binding, detailed artwork, or other embellishments are unnecessary and are not desired.

L2.3.1 BINDING AND LABELING

(a) Each volume of the proposal shall be separately bound in a three-ring loose-leaf binder which shall permit the volume to lie flat when open. Staples shall not be used. Binders sent with the proposal shall not contain any markings or graphics on the spine and back. Do not submit any binders over one and one-half inch (1 ½") thick with attachments. A cover sheet shall be bound inside each book, clearly marked as to volume number, title, copy number, RFP identification and the offeror's name. All document binders shall have a color other than red or bright orange. Apply all appropriate Source Selection markings and those markings prescribed in accordance with FAR 52.215-1(e), Restriction on Disclosure and Use of Data, and FAR 3.104.

L2.3.2 PAGE FORMAT RESTRICTIONS AND LIMITATIONS

(a) Page size shall be 8.5 x 11 inches, not including foldouts. Pages shall be single-spaced. Except for the reproduced sections of the solicitation document, the font size shall be no less than eleven (11) point. Use at least 1-inch margins on the top and bottom and 3/4 inch side margins. Pages shall be numbered sequentially by volume. For tables, charts, graphs and figures, the font shall be no smaller than eight (8) point.

(b) Page limitations shall be treated as maximums. If exceeded, the excess pages will not be read or considered in the evaluation of the proposal. When both sides of a sheet display printed material, it shall be counted as 2 pages. See paragraph 2.3.4 below for additional guidance regarding foldouts.

L2.3.3 INDEXING

(a) Each volume shall contain a detailed table of contents to delineate the subparagraphs within that volume. Tab indexing shall be used to identify sections.

L2.3.4 FOLDOUTS

(a) Legible tables, charts, graphs and figures may be used wherever practical to depict organizations, systems and layout, implementation schedules, plans, etc. These displays shall be legible, easy to follow and shall not exceed 11 by 17 inches in size. Foldout pages shall fold entirely within the volume and count as two pages. Foldout pages may only be used for large tables, charts, graphs, diagrams and schematics, not for pages of text. For tables, charts, graphs and figures, the font shall be no smaller than eight (8) point.

L3.0 VOLUME I - EXECUTIVE SUMMARY

L3.1 FORMAT AND SPECIFIC CONTENTS.

L3.1.1 SUMMARY.

(a) A concise executive summary of the entire proposal shall be provided including a highlight of any key or unique features, excluding cost. Any summary material presented here shall not be considered as meeting the requirements for any portions of other volumes of the proposal. Please include a brief description of how your company plans to work with, support, and execute the Information Technology Commodity Council's plans and strategies.

L3.1.2 TABLE OF CONTENTS. Include a Master Table of Contents for the entire proposal.

L4.0 VOLUME II - MISSION CAPABILITY VOLUME

L4.1 GENERAL

(a) The Mission Capability Volume should be specific and complete. Legibility, clarity and coherence are very important. Your responses will be evaluated against the Mission Capability subfactors defined in Section M,

Evaluation Factors for Award. Using the instructions provided below, provide as specifically as possible the actual methodology you would use for accomplishing/satisfying these subfactors. All the requirements specified in the solicitation are mandatory. By your proposal submission, you are representing that your firm will perform all the requirements specified in the solicitation. It is not necessary or desirable for you to tell us so in your proposal. Do not merely reiterate the objectives or reformulate the requirements specified in the solicitation.

L4.2 FORMAT AND SPECIFIC CONTENT

L4.2.1 MISSION CAPABILITY

(a) In this volume, address your proposed approach to meeting the requirements of each Mission Capability subfactor.

The Mission Capability Volume should be formatted in the following manner:

L4.2.1.1 SUBFACTOR 1 - TECHNOLOGY:

(a) The offeror will provide a narrative description that addresses the following technology items: Networks, Telephony, Security and Information Technology.

(b) The narrative description for the technology item Networks will include a description of the offeror's ability to perform campus/base wide networks. The offeror will describe the methodology use for designing, installing, supporting and maintaining a campus/base wide network. Each description will include the products, tools and techniques used to ensure interoperability, standards enforcement and compatibility between government and contractor furnished equipment. The narrative will include a description of inside and outside plant and allied support required to complete the task. The offeror will address network operations/management and information assurance (logical network security, e.g., VPNs and firewalls) as part of providing a complete integrated network solution.

(c) The offeror will propose a complete solution for the CITS ITS sample task provided as Attachment 12 in Section J. The proposed solution will not be included in the Mission Capability volume page count. The proposed solution shall only contain information for evaluation of this sample task and shall be included as an attachment to Vol II.

(d) The offeror will also demonstrate his ability to provide integrated network solutions worldwide. The offeror will include in the narrative any experience involving CITS and/or NIPRNET/SIPRNET. The offeror will propose the maximum number of geographically separated locations CONUS and OCONUS he can perform and/or support simultaneously.

(e) The offeror will demonstrate his ability to design and provide Time Division Multiplexing (TDM) and Internet Protocol/Voice over Packet (IP/VoP) telephony solutions. The description will include the offeror's capability to provide multi-tiered technical and engineering support for sustainment and repair of disparate telephony/telecommunication systems, applications and devices deployed worldwide. Each task will include the products, tools and techniques used to ensure interoperability, standards enforcement and compatibility between government and contractor furnished equipment. The narrative will include a description of inside and outside plant and allied support required to complete stated tasks.

(f) The offeror will include as part of the Telephony narrative description, his design and implementation strategies for voice system convergence, new equipment installations, system upgrades and technology insertion with no or minimal risk to existing systems operations. The offeror will state the current voice infrastructure he supports and his capability to expand that support by another million voice users. The offeror is to describe any experience involving the Defense Switched Network, Government Voice Switching Systems or a similarly scaled telecommunications equipment base should be provided in the narrative description. So the offeror may have insight to the current direction of Voice Switching Systems, a copy of the Air Force Voice Systems Strategic Plan (Section J) is provided.

(g) The offeror will propose a complete solution for the Voice Switching System sample task provided as Attachment 13 in Section J. The proposed solution will not be included in the Mission Capability volume page count. The proposed solution shall only contain information for evaluation of this sample task and shall be included as an attachment to Vol II.

(h) The offeror's narrative will demonstrate his ability to provide physical system security worldwide. The narrative description will include the offeror's methodology for designing, installing, supporting and maintaining firewalls, encryption, and physical security solution on a global scale. Each example will include the products, tools and techniques used to ensure interoperability, standards enforcement and compatibility between government and contractor furnished equipment. The narrative will include a description of inside and outside plant work required to complete the security associated with networking and voice switching task/delivery orders. Include in the narrative any experience involving support/preparation of certification/accreditation packages.

(i) The offeror's narrative will demonstrate his ability to provide integrated information technology solutions worldwide. The narrative description will include the offeror's methodology for designing, installing, supporting and maintaining the information technology solution on a global scale. Each example will include the products, tools and techniques used to ensure interoperability, standards enforcement and compatibility between government and contractor furnished equipment. The narrative will include a description of inside and outside plant work required to complete the information technology task. Include in the narrative any experience involving network management, electronic messaging and/or information management.

L4.2.1.2 SUBFACTOR 2 - CUSTOMER SUPPORT SERVICES:

(a) The offeror will provide a narrative description that addresses the following Customer Support Services items: Customer Support, Software Support, Warranty and Training.

(b) The offeror's narrative description for the Customer Support Services item Customer Support will include a description of how the offeror will provide technical assistance and information to the customer in the items of configuration, installation, operation, warranty, and upgrades of contractor-provided software and hardware. The offeror's narrative will include the offeror's approach to assisting the customer with the isolation, identification, and repair of software and hardware failures. The narrative will include how the offeror will provide 24/7 worldwide technical and contracting telephone assistance. The offeror will include in his narrative a description of the offeror's complete process for handling order processing to include order history, status, error detection and correction, delivery and delays, complete and partial shipments, and tracking. The offeror also will show how he has the capability to meet the 15-days CONUS/30-days OCONUS delivery schedule for products and has the capability to meet the 50% surge requirement.

(c) The offeror's narrative description for the Customer Support Services item Software Support will include a description of how the offeror will support software updates. The narrative will include how the offeror will identify, notify, and distribute updates to the customer. A description of how the offeror will approach version support and software upgrades to the customer. The offeror will also include how he will track software version releases and stay current with upgrade rules for each software OEM.

(d) The offeror will provide a narrative description that addresses the offeror's warranty program. The offeror's narrative description for Warranty will include System Warranty, Workmanship Warranty, Construction Warranty, and Equipment Warranty. The narrative will include a description of the offeror's warranty program showing the offeror's ability to provide single point of contact and 24/7 customer service for all warranty reporting. The offeror will describe his capability to restore to full operational service all discrepancies reported, whether the discrepancy is categorized as system, workmanship, construction or equipment. The narrative will include the offeror's ability to restore operational capability worldwide for all warranty items. When describing the offeror's Warranty Program the offeror will mention his capabilities to identify malfunctioning equipment, diagnose equipment problems, and repair malfunctioning equipment both CFE and GFE.

(e) The offeror's narrative description for the Customer Support Services item Training will include a description of the offeror's ability to provide training facilities, technical instructors, trainee guide, and other training

materials. The narrative will also include a description of the offeror's capability to create a prototype site configuration for training and validation.

L4.2.1.3 SUBFACTOR 3 - CONTRACT MANAGEMENT:

(a) The offeror will provide a narrative description that addresses the following Contract Management items: Program Management, Data Management, Quality Assurance and Small Business.

(b) The offeror's narrative description for the Contract Management item Program Management will include a narrative of the offeror's management team, systems, and facilities to plan, organize, staff, direct, and control the contract. The narrative will include a description of the offeror's ability to handle multiple, simultaneous Task/Delivery orders with varying complexity at locations worldwide. The offeror shall provide the maximum number of simultaneous campus/base wide tasks he can perform at one time. The offeror shall indicate the percentage of campus/base wide tasks (networking or voice switching system) performed CONUS and OCONUS for work done in the past three years.

(c) The offeror's narrative description for the Contract Management item Data Management will include how the offeror's proposed data management system and procedures ensures quality collection, preparation, publishing, control and delivery of data deliverable in a timely fashion.

(d) The offeror's narrative description for the Contract Management item Quality Assurance will include a description of the offeror's quality control program to include inspections, validations, evaluations, and corrective actions to ensure quality solutions and products. This description will not be included in the Mission Capability volume page count. The description shall only contain information for evaluation of the offeror's quality control program.

(e) The offeror will provide a corporate memorandum stating the offeror has a corporate approved Quality Assurance Plan or provide a copy of their certification with ISO standards 9001:2000 that includes division certified and type of industry certification. This will not be included in the Mission Capability volume page count.

(f) All offerors (other than SB) shall submit a Small Business Subcontracting Plan in accordance with Federal Acquisition Regulation (FAR) 19.7, 52.219-9 and Defense Federal Acquisition Regulation (DFAR) Supplement 252.219-7003. The Subcontracting Plan does not count in the total page count. The Contracting Officer (CO) must approve the plan before contract award. The small disadvantaged business goal is 5%. The woman-owned small business goal is 5%. The Veteran-owned and service disabled Veteran Owned small business goal is 3%. The HUBZONE goal is 3%. The overall total goal for small business subcontracting is 20%. Subcontracting goals shall be expressed in terms of percent of the contract value, not of subcontracted amount. The offeror shall explain how their proposed team structure is in concert with their small business goals as outlined in their small business approach and supports their subcontracting plan. If the offeror has an approved master subcontracting plan (see FAR 19.704(b) and 52.219-9(f)), or an approved comprehensive subcontracting plan (see DFARS 219.702), it shall submit an addendum with its proposal covering any additional information required by the solicitation. The addendum will be incorporated into any resulting contract along with incorporation by reference of the master or comprehensive plan. Any proposals identifying goals of less than the NETCENTS goals must provide rationale supporting any such lower goals as a part of their subcontracting plan. In addition to the goals above, the subcontracting plan shall address the following additional items:

- 1) *Does plan grow small businesses in non-traditional areas?*
- 2) *Does plan increase goals as the contract matures?*
- 3) *Does plan have overarching goals diversity of small business types?*

Small Business offerors are exempt from the requirement at FAR 19.702(a) to submit a Small Business Subcontracting Plan. Each Small Business offeror shall instead submit information detailing their commitment to use other SB concerns, SDB concerns, Women Owned Small Business concerns (WOSB), Historically Black Colleges and Universities and Minority Institutions (HBCU/MIs), HUBZone concerns, Veteran Owned Small Business (VSB) concerns, and Service Disabled Veteran Owned Small Business (SDVSB) concerns in the performance of the requirements.

L4.2.1.4 SUBFACTOR 4 - MAINTENANCE:

(a) The offeror will provide a narrative description that addresses the following Maintenance items: Per-Call Maintenance, Operations and Spare/Parts Depot.

(b) The offeror's narrative description for the Maintenance item Per-Call Maintenance will include a description of the offeror's ability to provide a cohesive maintenance program that addresses Standard Per-Call Maintenance and rapid response per-call maintenance worldwide. The description should include how you will support 24/7 customer service and technical assistance with toll-free number. The narrative will describe the offeror's ability to perform on-site maintenance for all hardware and cable/non-cable plant items on a Standard Per-Call Maintenance basis. The offeror will describe his ability to meet CONUS and OCONUS response times for 1) Contractor-provided and Government Owned Equipment, 2) Switching systems, and 3) cable plant (inside and outside).

(c) The offeror's narrative description for the Maintenance item Operations will include a description of the offeror's ability to provide operations support and Help Desk functionality for networks and telecommunication systems in a worldwide environment.

(d) The offeror's narrative description for the Maintenance item Spare/Parts Depot will include a description of the offeror's capability and processes for depot level support including component repair and return, parts availability and response times in support of worldwide network and telecommunication system. The offeror will describe their methodology for insuring replacement/repair components arrive in the shortest possible time and that maintenance support pipelines are supplemented with spares inventories to mitigate out-of-service conditions.

L4.2.1.5 SUBFACTOR 5 – PRODUCT INTEGRATION:

(a) The offeror will provide a narrative description that addresses the following Product items: Integration, Government Furnished Equipment, and Contractor Furnished Equipment.

(b) When addressing the product item Integration, the offeror's narrative description will include his ability to integrate networking, telephony/telecommunication, security and information technology solutions, whether individual items or complete systems. In addressing the offeror's ability to integrate disparate systems on a worldwide scale, the offeror will cover his disciplined approach for identifying integration issues and strategies used to mitigate those issues. The offeror's description will include his approach for including architecture, policy/standards, and engineering guideline compliance in the design and implementation of appropriate systems. The offeror's narrative will address his ability to provide reengineering capabilities to examine physical structures, systems, and personnel roles for the purpose of executing a system upgrade and /or a ground-up redesign.

(c) While addressing the product item Government Furnished Equipment, the narrative description will include the offeror's process for including existing GFE, systems and subsystems into their design to the maximum extent possible.

(d) While addressing the product item Contractor Furnished Equipment, the narrative description will show how the offeror will provide e-commerce capability for his commercial offering (products and services) via the worldwide web. Provide a copy of the catalog of commercial items in **electronic format ONLY**. Use Microsoft Excel, Access or Acrobat PDF format to present information.

L4.2.1.6 SUBFACTOR 6 - ENGINEERING SUPPORT:

(a) The offeror will provide a narrative description that addresses the following Engineering Support items: Engineering Support, Test, and System Performance.

(b) The offeror's narrative description for the Engineering Support item Engineering Support will include a narrative of the offeror's ability to provide complete systems engineering solutions. The offeror's description will provide examples and methodology for accomplishing all phases of engineering support. The narrative will include the offeror's work processes and their associated labor categories for all of the following project phases:

Requirements Analysis and Conceptual Design,
Site Survey,
System Engineer/Design,
Design Reviews,
Installation.

(c) While addressing the Engineering Support item Test, the narrative description will include the offeror's test procedures for operational and system acceptance testing emphasizing minimal interruptions, avoiding sustained downtime, and building-in contingencies to mitigate risk. Narrative will also include offeror's ability to do testing in a worldwide environment.

(d) While addressing the Engineering Support item System Performance, the narrative description will include the offeror's reliability and availability model for performance analyses at the component, subnetwork, and installed system level.

L4.2.2 VOLUME ORGANIZATION

(a) The Mission Capability volume shall be organized according to the following general outline:

- (1) Volume Cover Page
- (2) Table of Contents
- (3) Subfactor One
- (4) Subfactor Two
- (5) Subfactor Three
- (6) Subfactor Four
- (7) Subfactor Five
- (8) Subfactor Six

L4.2.3 TABS

(a) The beginning of each Subfactor section in the Mission Capability volume will contain a tab identifying the subfactor number associated with the content of the section.

L4.2.4 PAGE LIMITATIONS

(a) The Mission Capability volume will be limited to 60 pages not counting Volume Cover Page, Table of Contents and required tables.

L4.3 CROSS-REFERENCE MATRIX

(a) Include a completed Cross Reference Matrix IAW Table below:

Section C	Section L	Section M	Offeror's Proposal Reference (volume, page and paragraph)
3.1, 3.1.1, 3.1.1.g	L4.2.1.1(b&d)	M3.1 (b&c)	
3.1, 3.1.1, 3.1.1.f	L4.2.1.1(e&f)	M3.1 (e&f)	
3.1, 3.1.1,3.1.1.g	L4.2.1.1(h)	M3.1 (h)	
3.1, 3.1.1, 3.1.1.g	L4.2.1.1(i)	M3.1 (i)	

3.6.1, 3.6.2, 3.6.2.1 thru 3.6.2.4	L4.2.1.2(b)	M3.2 (b)	
3.6.2.3, 3.6.2.3.1, 3.6.2.3.2	L4.2.1.2(c)	M3.2 (c)	
3.4, 3.4.1, 3.4.2, 3.4.3, 3.4.4	L4.2.1.2(d)	M3.2 (d)	
3.3.8	L4.2.1.2(e)	M3.2 (e)	
3.5.1, 3.6.1	L4.2.1.3(b)	M3.3 (b)	
3.5.1.2	L4.2.1.3(c)	M3.3 (c)	
3.5.3	L4.2.1.3(d)	M3.3 (d)	
3.5.3	L4.2.1.3(e)	M3.3 (e)	
Small Business	L4.2.1.3(f)	M3.3 (f)	
3.3.9, 3.3.9.2, 3.3.9.2.1 thru 3.3.9.2.4	L4.2.1.4(b)	M3.4 (b)	
3.3.10	L4.2.1.4(c)	M3.4 (c)	
3.6.3	L4.2.1.4(d)	M3.4 (d)	
3.1.1, 3.1.1.a, 3.1.1.c	L4.2.1.5(b)	M3.5 (b)	
3.2.2	L4.2.1.5(c)	M3.5 (c)	
3.2.2.3	L4.2.1.5(d)	M3.5 (d)	
3.3.1, 3.3.2, 3.3.3, 3.3.4, 3.3.5	L4.2.1.6(b)	M3.6 (b)	
3.3.6, 3.3.6.1, 3.3.6.2	L4.2.1.6(c)	M3.6 (c)	
3.3.7.2	L4.2.1.6(d)	M3.6 (d)	

L5.0 VOLUME III - CONTRACT DOCUMENTATION

(b) This volume shall provide a complete and detailed presentation of the offeror's contract proposal for the NETCENTS Contract. The volume shall consist of the following mandatory sections and elements: Model Contract to include completed Section K, Exceptions to the Terms and Conditions, and Required Attachments.

L5.0.1 MODEL CONTRACT/REPRESENTATIONS AND CERTIFICATIONS

(a) In this section the offeror shall provide:

(i) Model Contract, Sections A-K, and a complete and compliant proposal.

(ii) An ORIGINAL, SIGNED COPY of the Model Contract and Section K, Representations and Certifications shall be contained in the original copy of Volume III. (Do not hole punch this document)

L5.0.2 SECTION K - REPRESENTATIONS AND CERTIFICATIONS

(a) Completed Representations, Certifications, and Other Statements of Bidders, Offerors or Quoters. This section shall be completed and submitted with your proposal.

L5.1 EXCEPTIONS TO TERMS AND CONDITIONS

In this section the offeror shall:

(a) Identify and provide an explanation IAW Table 3 for any exceptions taken to the Model Contract or any of its attachments. An exception is defined as any instance where the offeror does not propose to provide a capability or service required by the Model Contract, the documents referenced therein, or any other contractual provision. If there are no exceptions taken, so state.

(b) Identify and provide an explanation IAW Table 3 for any deviations taken to the Model Contract or any of its attachments. A deviation is defined as a variance from any stated requirement or any contract provision, which does not alter the basic operational capability or service as defined in the Model Contract or the documents referenced therein. If there are no deviations, so state.

(c) Identify all assumptions made in your proposal (not exceptions or deviations) to be considered in the evaluation of the proposal. If there are no assumptions to be considered, so state.

(d) Identify all conditions (not exceptions or deviations) to be considered as a basis for your proposal in the evaluation of the proposal and in any contract that might be awarded in response to your offer. If there are no conditions to be considered, so state.

(e) This information shall be provided in the format and content below:

TABLE 3 - RFP EXCEPTIONS AND/OR DEVIATIONS

RFP Document	Paragraph/Page	Requirement/Portion	Rationale
PWS, Model Contract	Applicable Page and Paragraph Numbers	Identify the requirement or portion to which exception is taken	Justify why requirement should not be met

L6.0 VOLUME IV - PAST AND PRESENT PERFORMANCE INFORMATION.

L6.1 Past Performance Volume.

The offeror is requested to submit the Past Performance IAW Tables 1 and 2 to the Contracting Officer at the address specified in L2.1.5. The offeror shall submit their Past Performance Volume containing the following:

a) Table of Contents

b) Summary Pages (no more than 2 pages) providing a general overview describing the role of the offeror and each subcontractor for whom the offeror is required to provide Past Performance Information Sheets

c) Past Performance Information Sheets (PPIS). Submit information on contracts you consider most relevant the Mission Capability subfactors and the cost/price factor in demonstrating your ability to perform the proposed effort. The offeror shall submit no more than five (5) PPIS in accordance with the format contained in Section J, Attachment 7 identifying active or completed contracts (Government or commercial) for the prime contractor. In addition, the offeror shall submit no more than five (5) PPIS for active or completed contracts (Government or commercial) for each subcontractor and/or teaming partner that will perform more than 5% of the work. Each PPIS for each contract is limited to five (5) pages and relevant contracts shall have a performance history and must have been performed during the past 3 years from the date of issuance of this solicitation. Offerors are cautioned that the Government will use data provided by each offeror in this volume and data obtained from other sources in the evaluation of past and present performance. The PPIS is not counted in the page limitation.

d) Relevant Contracts. Submit information on contracts (the same contracts provided via the PPIS stated in paragraph (c)) that you consider relevant in demonstrating your ability to perform the proposed effort.

Include rationale supporting your assertion of technical relevance. For a description of the characteristics or aspects the Government will consider in determining relevance, see Section M 2.1. Each relevant contract should have been performed during the past 3 years from the date of issuance of this solicitation. Note: For any contract that involve multiple Task/Delivery Orders, the offeror is limited to submitting relevant Task/Delivery Order(s). Each Task/Delivery order submitted will be counted as one Past Performance submission.

e) Past Performance Mission Capability Relevancy Matrix. The offeror is required to complete the Past Performance Relevancy Matrix (for the contracts you submitted PPIS information on) outlined in Section J, Attachment 9. The purpose of the matrix is to enable the offeror to clearly identify those efforts they perceive are associated to the specific and relevant contract/Task/Delivery Order references. The offeror shall indicate relevancy IAW the definitions stated herein for efforts of each Task/Delivery Order listed by inserting the appropriate letter (VR, R, SR or NR). The matrix will not be considered a part of the page limitations for the Past Performance Volume. For ease of providing this data, the offeror shall download the file "PP Relevancy Matrix" from the NETCENTS website. This will not be included in the page limitation.

f) Organizational Structure Change History. Many companies have acquired, been acquired by, or otherwise merged with other companies, and/or reorganized their divisions, business groups, subsidiary companies, etc. In many cases, these changes have taken place during the time of performance of relevant present or past efforts or between conclusion of recent past efforts and this source selection. As a result, it is sometimes difficult to determine what past performance is relevant to this acquisition. To facilitate this relevancy determination, include in this proposal volume a "roadmap" describing all such changes in the organization of your company. As part of this explanation, show how these changes influences the relevance of any efforts you identify for past performance evaluation/performance confidence assessment. Since the Government intends to consider past performance information provided by other sources as well as that provided by the offeror(s), your "roadmap" should be both specifically applicable to the efforts you identify and general enough to apply to efforts on which the Government receives information from other sources for the prime and all subcontractors. This information will not be counted against the page limitation outlined in Table 1.

g) Consent Letters executed by each subcontractor, teaming partner, and/or joint venture partner, authorizing release of adverse past performance information so the offeror can respond to such information. See sample consent letter located at Section J, Attachment 8.

h) Client Authorization Letters for each identified effort for a commercial customer authorizing release to the Government of requested information on the offeror's performance. This will not be counted in the page limitation.

i) Questionnaires. No later than five (5) calendar days before the date set for receipt of the Past and Present Performance Volume, offerors shall send the Questionnaire and Cover Letter included at Section J, Attachment 6 to all POCs identified in the Past Performance Information Sheets. The POCs shall be required to forward their completed Questionnaires directly to the NETCENTS Contracting Officer - NOT BACK TO THE OFFEROR! Once the Present/Past Performance Questionnaires are completed by the POCs, the information contained therein shall be considered sensitive and shall not be released to you, the Offeror.

*Note: The term "offeror" may include information or data on efforts performed by prime offerors, other divisions, key personnel, critical subcontractors, teaming contractors or relevant predecessor entities forming new companies by merger/consolidation/joint venture, if such resources will be brought to bear or significantly influence the performance of the proposed effort.

L7.0 VOLUME V COST PROPOSAL

L7.1 INSTRUCTIONS FOR SUBMISSION OF INFORMATION OTHER THAN COST DATA

L7.1.1 Cost Reasonableness: These instructions are to assist you in submitting information that is required to evaluate the reasonableness of your proposed prices. Compliance with these instructions is mandatory and failure to comply may result in rejection of your proposal. Note that unrealistically low or high proposed prices, initially or

subsequently, may be grounds for eliminating a proposal from the competition either on the basis that the offeror does not understand the requirement or has made an unrealistic proposal. Offers should be sufficiently detailed to demonstrate their reasonableness. The burden of proof for credibility of proposed prices rests with the offeror.

L7.1.2 Rounding: All loaded labor rates shall display 2 decimal places, and computed rates shall be considered to be rounded down for below half a cent and up for half cent and above.

L7.2 COST VOLUME ORGANIZATION: The Cost Volume shall consist of the following sections. They will be explained in detail in the following instructions:

- SECTION 1 -- Introduction
- SECTION 2 -- Schedule B
- SECTION 3 -- Ground Rules/ Assumptions
- SECTION 4 -- General Estimating Methodology
- SECTION 5 -- Rates Glossary
- SECTION 6 -- ODC Material and Travel
- SECTION 7 -- Final Proposal Revision (this section shall apply only if the CO requests a Final Proposal Revision)

L7.3 DETAILED INSTRUCTION:

L7.3.1 Cost Information. All pricing information shall be addressed in the Cost Volumes. Offerors will provide the required information for the cost models and tables reflected below. The offeror will propose a complete solution for the CITS (ITS) sample task provided as Attachment 12 in Section J. The proposed solution will not be included in the Mission Capability volume page count.

L7.3.2 SECTION 1--Introduction. Include, table of contents, overview, index. The table of contents shall specify by page number the location of information requested in these instructions.

L7.3.3 SECTION 2--Schedule B. All prices shall be proposed in U.S. dollars, and without contingency for adjustment for any circumstance except as included herein. Table submissions shall be constructed in Excel format (See Attachments 16 & 17) to allow electronic manipulation of data for evaluation purposes, except for Products which may be in Access as cited in Volume II, L4.2.1 Subfactor 5 - Product Integration.

L7.3.3.1 System Solutions (CITS/ITS). Offerors shall propose Fixed unit prices for all Elements listed for the CITS(ITS) specified System Solutions model contained in the RFP. Prices shall be included for CONUS and OCONUS applications for the first Government fiscal year period FY04 (10/1/03 -9/30/04). SSG will incorporate its unique contract usage fee into the CITS(ITS) model and update it each year. Element pricing for additional years shall be proposed as a percentage factor for each individual ensuing year to be applied to the first Government fiscal year price. This factor's purpose is to cover any cost growth or decline anticipated by the offeror for any circumstance affecting each ensuing Government fiscal years' prices such as inflation/deflation or burden variances, and should be expressed as an individual specific year non-cumulative percentage with 100% representing no change for that year, and for example, 99% for a 1% decline for that year from the initial year proposed price, or 101% for a 1% growth for that year from initial year price, etc. Each year's individual non-cumulative factor is for application to the FIRST GOVERNMENT FISCAL YEAR's PRICES INCLUDED IN THE BASIC PERIOD and shall apply throughout the contract unless subsequently reduced by the offeror. Element prices for follow on years shall not be listed but shall be the product of the factor applications rounded up or down to nearest cent by conventional rounding principles. This computed price shall take precedence over any otherwise stated price representations made and shall apply throughout the contract unless subsequently reduced by the offeror or further competitively discounted at time of Task/Delivery Order proposal. Table format as follows (out -year factors hypothetical):

Solutions CITS(ITS) Element	Unit Type	Price/u 1 st yr Gov't FY04 CONUS	OCONUS	Out year Factors (Gov't FY05 - FYXX)								
				2 nd	3 rd	4 th	5 th	6 th	7 th	8 th	etc	
				101%	101%	101%	101%	101%	101%	101%	101%	101%

(Out year factors hypothetical, to be replaced by offeror.)

L7.3.3.2 PRODUCTS: Offerors shall provide B-Tables with pricing for all OEM products offered. The format shall be OEM products with the OEM product number, Manufacturer's List Price (MLP), discount %, and the discounted price. Product prices may be organized by product classes (e.g. routers) within OEM tables (See table in L7.3.3.2.1 below for format). Please list and define your major and significant minor OEMs and provide documentation for your relationship with each of them.

L7.3.3.2.1 Instructions – The offeror's submission of 'product solutions' to the technical requirements set forth in the PWS and RFP shall provide in that submission fully burdened prices for all products/solutions that are proposed to satisfy the technical requirements. The proposed products/solutions shall include, at a minimum but not limited to, those listed in PWS para. 3.2.2.4 stated as "...a minimum representation of the market categories, system solutions, systems ... that shall be made available ... under this contract" as it applies to products/software. Fully burdened Total Prices shall be provided for each catalog item proposed, all inclusive of all criteria set forth in the technical PWS as well as any other requirements of the RFP. Additional to each proposed price (see table below) shall be reflected its resultant percent discount from currently effective Original Equipment Manufacturer List Price (OEMLP), and the currently effective MLP. For OCONUS delivery, if priced differently, a single across the board percentage factor shall be proposed which shall apply to all products, for example 100% for no change from CONUS delivery price, or 101% for 1% addition to CONUS delivery price. This factor shall apply throughout the contract unless subsequently reduced by the offeror or further competitively discounted at time of Task/Delivery Order proposal. Table format as follows:

OCONUS Delivery Factor: XXX%

Products: OEM name: 'Amalgamated IT' (Manf.ListPrice) *(Gov't Site CONUS delivery)

Product Name	Part Number OEM	MLP	% discount	Total Contract Price *
Router	XX4123	\$100.00	20%	\$80.00
Multiplexer	Xxxxxxx	\$xxx.xx	xx%	\$xxx.xx
Xxxxxx	Xxxxxxx	\$xxx.xx	xx%	\$xxx.xx
Xxxxxx	Xxxxxxx	\$xxx.xx	xx%	\$xxx.xx

Products: OEM name: 'XXXXXXXXXXXX' (Manf.ListPrice)

Product Name	Part Number OEM	MLP	% discount	Total Contract Price *
Concentrator	XX3214	\$100.00	20%	\$80.00
Channel Bank	Xxxxxxx	\$xxx.xx	xx%	\$xxx.xx
Xxxxxx	Xxxxxxx	\$xxx.xx	xx%	\$xxx.xx

L7.3.3.2.2 Summary OEM Discount Table - For evaluation purposes, as a part of evaluation of cost competitiveness, Offerors shall submit a summary table containing the following information. The summary table will list in alphabetical order the name of all OEM's represented by products/software submitted within the proposal. The table will indicate for each OEM the minimum or lowest discount from that OEM's MLP, which will be guaranteed off of all of that OEM's products for CONUS delivery. This will be the minimum or lowest of any discount from that OEM's Products B-Table prices. Individual item B-Table prices will understandably have varying discounts exceeding the Guaranteed Minimum reflected in this summary. Also, in subsequent individual Task/Delivery Order proposals additional competitive discounting is not precluded at that time and is encouraged for ongoing Task/Delivery Order level competition. These Guaranteed Minimum Discounts of the various OEMs will represent the guaranteed competitive position commitment which that offeror is willing make, and will become part of the overall integrated evaluation assessment of offerors. The quoted OEM Guaranteed Minimum Discounts will

apply unchanged to those OEM's throughout the entire contract as their minimum discount for any product included or added for that OEM. Table format as follows:

Summary OEM Discount Table (All OEM entries hypothetical)

OEM	Minimum discount Guaranteed for all products by OEM **
Cisco	XX%
Hewlett Packard	XX%
XXXXXXX	XX%

** Applicable to CONUS delivery prices only.

L7.3.3.3 LABOR RATES: The Fixed Price rates in the offerors' proposal will be incorporated as an attachment of the resultant contract award and will be the rates used to price subsequent orders requiring Fixed Price labor unless further discounted at Task Order proposal. The Cost Reimbursable proposed rates will be used for evaluation purposes and as prescribed below. Offerors may submit any other pricing data that they believe is prudent and necessary to justify their cost/price proposal. Offerors shall provide B-Table rates for all Labor Categories proposed for this contract (see table below for format). Out year factors should be proposed for work that will be completed beyond the end of the ordering period of the contract IAW Section I clause 52.216-22. [Organized by: Labor category first as described below, including all subs, and contractor site rates where applicable. All prices shall be proposed in U.S. dollars and without contingency for adjustment for any circumstance except as provided for herein.]

L7.3.3.3.1 Instructions - The offeror's submission of 'solutions' to the technical requirements set forth in the PWS and RFP Volume II, L4.2.1.6, Subfactor 6, Engineering Support, shall provide fully burdened personnel rates (at total price) for all labor categories that are proposed to satisfy those technical requirements. Proposed labor rates shall include, at a minimum but not limited to, those listed in PWS para. 3.2.2.4 stated as "...a minimum representation of the ... professions and labor intensive labor categories that shall be made available ... under this contract". Total Price rates, all inclusive of all criteria set forth in the technical, as well as any other requirements of the PWS and RFP, shall be included for Government Site, and Contractor Site (where applicable) if different, both being for CONUS performance. Rates shall be for Firm Fixed Price (FFP) contract type performance, (these will also be used for Fixed Price Incentive Firm (FPIF) applications). Rates shall be provided on a Government fiscal year basis (1Oct - 30Sep) to cover the first of the Government fiscal years (FY04) included in the basic contract period. For additional Government fiscal years represented in the basic period and optional or Award Term years, offerors shall propose a single growth/decline factor for each specific Government fiscal year required. This factor shall be applied to the initial Government fiscal year FY04 rate of the basic period in order to produce corresponding Government fiscal year rates of all labor categories for that corresponding year. This factor's purpose is to cover any cost growth or decline anticipated by the offeror for any circumstance affecting each ensuing years' rates, and should be expressed as a percentage with 100% representing no change from FY04, and for example, 99% for a 1% decline from FY04, or, 101% for a 1% growth from FY04, etc. Each individual non-cumulative year's factor is for application to the FIRST OF THE GOVERNMENT FISCAL YEARS (FY04) RATES INCLUDED IN THE BASIC PERIOD. OCONUS rates shall be proposed as a single across the board factor to apply to the CONUS rate for computation of the OCONUS rate for any given labor category.

L7.3.3.3.1.1 Labor Hr Type (Other) Rates: Labor Hour Type - For purposes of proposing rates for offeror Labor Hour (LH) contract type performance, a single discounting factor shall be proposed for application to any given FFP rate that will compute the corresponding Labor Hour rate. This single discounting factor to compute Labor Hour Type Rates will apply to all offeror rates for all contract years and shall be expressed as a percentage in the same manner as described above (for successive Government fiscal years rates), for example, 99% for a 1% reduction from FFP, or 98% for a 2% reduction, or 100% for no change from FFP.

L7.3.3.3.1.2 Cost Reimbursable Type (Other) Rates: Cost Plus Fixed Fee (CPFF), Cost Plus Incentive Fee Type (CPIF), and Cost Plus Award Fee (CPAF) - Also, for purposes of proposing future Task/Delivery Order estimates utilizing offeror labor rates excluding fee for CPFF, CPIF, or CPAF proposal estimates, a single discounting factor shall be proposed here for application to any given offeror FFP rate which will compute the corresponding CPFF/CPIF/CPAF rate excluding fee. As with the Labor Hour Type Rates discount factor above, this single discounting factor to compute CPFF/CPIF/CPAF rates excluding fee will apply to all offeror rates for all contract

years and shall be expressed as a percentage as prescribed for Labor Hour Type Rates discussed above, for example 90% for a 10% reduction from FFP rates, or, 95% for a 5% reduction, etc. These computed cost labor rates will be used for logical follow-on sole-source proposal estimates for purposes of developing Fixed Fees or Target Fees in non-competitive logical follow-on CPFF, CPIF, or CPAF Task/Delivery Orders unless actual rates at that time of estimate are lower. Conversely, future Competitive CPFF, CPIF, or CPAF Task /DeliveryOrder offerings will not be constrained to utilize these rates for proposal estimates.

L7.3.3.3.1.3 Additional Criteria - All rates shall be proposed in U.S. dollars, and, without contingency for adjustment for any circumstance. Rates shall be the product of the application of the proposed factors, and that computation rounded up or down to closest cent by conventional rounding principles, shall take precedence over any otherwise stated rate. No Labor Rate Prices shall be filled into the table for OCONUS, for succeeding years, for Labor Hour Type, or for CPFF/ CPIF/AF Types. These rates will not be filled into the table but shall be the product of the proposed factors. All these Factors to compute rates shall apply throughout the contract unless subsequently improved upon by the offeror for price reductions.

L7.3.3.3.1.4 Offerors shall indicate within the table, each and all of their specific labor categories that correlate to and satisfy those listed in PWS para. 3.2.2.4 stated as "...a minimum representation of the ... professions and labor intensive labor categories that shall be made available ... under this contract". Those indicated labor categories satisfying 3.2.2.4 shall not be deleted from the contract by any means and will remain effective throughout the contract life only to be supplemented as needed by additional correlative labor categories which themselves will be subject to the same corresponding proposed maximum rate quotes described under Guaranteed Maximum Rates paragraph below.

L7.3.3.3.2 Rate Table format as reflected on following page:

(All heading % entries hypothetical) * See Note below for additional instructions.

Labor Category	Prime / Subs	Labor Rate: Base Year FFP				Succeeding Year Factors								'Other Contract Type Factor'		
		1 st Gov't Fiscal Yr (FY04), CONUS												OCONUS Factor	LH / CPFF,IF,AF	
		Prime		Subs		2 nd	3 rd	4 th	5 th	6 th	7 th	8 th	etc.		101%	95%/
		Gov Site	Contr Site	Gov Site	Contr Site	101%	101%	101%	101%	xx	xx	xx				
Prog Mgr	Prime	\$xx.xx	\$xx.xx			---	---	---	---	---	---	---		---		---
Prog Mgr	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Prog Mg	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Project Mgr	Prime	\$xx.xx	\$xx.xx			---	---	---	---	---	---	---		---		---
Project Mgr	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Project Mgr	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Engineer, Sr	Prime	\$xx.xx	\$xx.xx			---	---	---	---	---	---	---		---		---
Engineer, Sr	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Engineer, Sr	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Engineer, Jr	Prime	\$xx.xx	\$xx.xx			---	---	---	---	---	---	---		---		---
Engineer, Jr	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Engineer, Jr	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Engineer, Network	Prime	\$xx.xx	\$xx.xx			---	---	---	---	---	---	---		---		---
Engineer, Network	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
Engineer, Network	Sub			\$xx.xx	\$xx.xx	---	---	---	---	---	---	---		---		---
etc.																
etc.																
etc.																

Note: The order of Labor categories (Prog M gr, Proj Mgr, Engineer, Network Systems Programmers, etc), including any associated levels (Engineer Sr, Engineer Jr, etc) shall follow the order of the table referred to in PWS 3.2.2.4; and shall list the fundamental functional designation name first (Pro g/Proj Mgr, Engineer, Programmer), followed by the level or qualifying characteristic as in Sr. or Jr., Level I or Level II, beginning with highest rated level down to lowest.

L7.3.3.3.3 Guaranteed Maximum Rates Table - For evaluation purposes as a part of evaluation of cost competitiveness, offerors shall submit a summary table reflecting maximum (highest proposed whether prime's or sub's) labor rates at total price FFP, as proposed in the Labor Rate Table above, of each of the labor categories indicated as satisfying those listed in PWS para. 3.2.2.4 (stated as "...a minimum representation of the ... professions and labor intensive labor categories..."), for Government site, and Contractor site (where applicable), both being for CONUS performance for the first fiscal year period. This summary table of guaranteed maximum rates shall include each and all of the specific labor categories indicated by the offeror as correlating to and satisfying those listed in PWS para. 3.2.2.4. These maximums apply to the labor category across both the prime's and subcontractor's rates as maximums. These individual category maximums will apply to any corresponding labor category that has been indicated as satisfying the provisions of PWS para. 3.2.2.4. Succeeding year maximum rates shall be considered as the product of succeeding year factors proposed above as applied to these guaranteed maximum labor rates; likewise for OCONUS.

Technical Support/Engineering and Professions (examples only) (PWS para. 3.2.2.4)

Labor Category	Guaranteed Maximum labor rates:	
	Gov't Site	Contractor Site
Program Manager		
Project Manager		
Engineers (all levels)		
Network Systems Programmers (all levels)		
Network Storage Administrators		
Information Technology Certified Professionals		
HP Open View		
Microsoft (all levels)		
Industry Certified Professionals (i.e. Cisco, Fore, SONET, ATM, VPN, QOS, etc.)		
Programmer Analysts		
System Engineers		
Applications Engineers		
Internet/Intranet Developers		
Hardware Engineers (all types)		
System Architects (all types)		
Software Engineers (all types)		
Internet Security Engineers		
Firewall Engineers		
Computer Systems Analysts (all levels)		
Security Specialists		
Specific Product Specialists		
Telephone Operators		
Configuration Management Specialists		
System Administrators (all levels)		
Drafters (all levels)		
Technical Writers		
Telecommunications Mechanic (all levels)		
Engineering Technicians (all levels)		
Electronic Technicians (all levels)		
Supply Technician (all levels)		
Inventory Management Specialist		

Labor Intensive and Related Support (examples only)

Labor Category	Guaranteed Maximum labor rates:
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	<u>Gov't Site</u>	<u>Contractor Site</u>
Heavy Equipment Operators		
Laborer		
Carpenter		
Electricians (all levels)		
Environmental Technicians (Hazardous Mat'ls)		
Telephone Lineman		
Cable Splicers		
Cable Pullers		

L7.3.3.3.4 OTHER FEE RATES: Fixed Fee (FF) rate (%) - Offerors shall propose a single Fixed Fee (FF) rate (%) for use in future Task/Delivery Order proposals which may require CPFF performance, to be used to establish individual competitive or non-competitive proposal FF amounts unless further competitively discounted at time of Task/Delivery Order proposal.

L7.3.3.3.4.1 Incentive Target Fee (ITF) rate (%) - Also, Offerors shall propose a single ITF rate (%) for use in any future Task/Delivery Order proposal which may require CPIF performance, to be used to establish individual competitive or non-competitive proposal ITF amounts unless further competitively discounted at time of Task/Delivery Order proposal.

L7.3.4 SECTION 3 - Ground Rules/ Assumptions. Include a general discussion used to develop the prices and fully loaded rates. All assumptions, scope limitations and/or qualifications of the cost proposal shall be addressed and explained.

L7.3.5 SECTION 4 - General Estimating Methodology. Indicate whether you have Government approval of your accounting and estimating systems and if so, provide evidence of such approval. The offeror shall also identify any deviations from its standard pricing procedure in preparing this proposal.

L7.3.6 SECTION 5 - Rates Glossary. A summary shall be provided showing direct and indirect rates for primes. The basis for rates used shall be explained. If composite rates are used, provide an explanation as to how they were calculated. If a Forward Pricing Rate Agreement (FPRA) has been negotiated with the ACO covering the period of the proposal, provide a copy of the agreed to rates, including direct and indirect rates. If an FPRA has not been negotiated, provide historical information for each indirect rate classification. If the DCAA has recently performed an audit of your rate(s), submit the name, address and phone number of your cognizant DCAA office. If your rates are based on a formal budgetary forecast, please provide effective date(s). State if they have been provided to the cognizant ACO/DCAA for approval; if not, please explain.

L7.3.7 SECTION 6 - ODC Material & Travel. Provide overheads, general & administrative and cost of money rates for the ODC CLIN consistent with information provided under Rates Glossary.

L7.3.8 SECTION 7 - Final Proposal Cost Revision. (This section shall apply only if the CO requests a Final Proposal Revision). It is not necessary to provide the same level of detail in the final cost revision proposal as provided in the original cost proposal. However, all cost changes in the final cost revision proposal must be fully substantiated and explained. Provide a SUMMARY SCHEDULE OF CHANGES (Was -Is). This shall reflect all significant cost changes by major cost by period i.e., basic and options. Identify the significant cost increases as well as the significant cost decreases. Explain the reasons for the cost changes and provide appropriate rationale so that an explanation can be provided to the Source Selection Authority (SSA).

L7.4 Instructions for CITS/ITS Solutions Cost Model Element Prices, & Sample Problem

L7.4.1. The requirements of this section apply only to ITS projects.

L7.4.2. Offerors shall propose a fully loaded price for each element of the ITS cost models for the base year and outyear factors for each option year of the contract. Fully loaded is defined as including all applicable items in the following list; Direct & Indirect Labor, Management, Material, Material Handling, Shipping, G&A, Profit, Test &

Installation Equipment, Cost of money, etc. Offerors should develop their B Table prices for a single location that would be representative of the average cost of performing the task in the CONUS.

L7.4.3. Offerors must provide a solution to the ITS Sample Problem contained elsewhere in this solicitation. The data provided with the Sample Problem is more detailed than that which will be provided for competition for ITS Task orders after Source Selection. For example a generic (ie not based on any particular vendor's equipment items) Network List of Materials(LOM) is provided with the Sample Problem. The additional data is required to provide offerors the information that they will need to solve the problem. Offerors solutions must:

- a. Use Base Year data from their B Table for each element of the Cost Model.
- b. Insert quantities for each element of the cost model that is applicable to the offerors solution of the problem.
- c. Provide an explanation of any assumptions used to solve the problem in the remarks column of the applicable element of the model.
- d. Develop Location Factors (LF) to adjust the bottom line pricing for each submodel. The purpose of these LFs is to allow the offerors to make any adjustments required to relate their B Table pricing to the location/requirements stated in the Sample Problem. The Government neither wants nor expects offerors to provide adjustments to the individual elements of the B Table.
- e. In the Remarks column of the Cost Model summary worksheet, offerors must provide an explanation of how each LF was determined. An LF of 1.00 means that the offeror assumes the B Table prices are applicable to the location in the Sample Problem. An LF<1 (>1) means that offeror has determined that costs for doing work in the Sample problem are less (more) than that for the area used to develop the B Table prices.

L7.4.4. Offerors responses are limited to 12 written pages plus the Cost model spreadsheet. The government will limit its evaluation of written material contained in the cost model spreadsheet to that that is required to explain assumptions that the offer used to determine individual element quantities.

Deleted:

L7.4.5. Offerors B Table prices will be assessed to determine if values provided fall within the expected range of values for CONUS.

L7.4.6. The Offerors understanding of ITS design requirements reflected in their solution to the ITS Sample Problem and the appropriateness of their proposed price for the solution will be evaluated using the expected range of values in the governments cost and technical solution.

L7.4.7. ITS Task Orders are expected to account for up to 40% of the total value of this contract, Offerors who do not provide an acceptable solution to the ITS Sample Problem will be substantially compromised in consideration for this award.

L7.4.8. ITS Past Performance, technical capability and cost reasonableness will be a major factor in each of those evaluations.

Location	Bldg	Type	Network Switches									
			ITNs			Users	T1 Circuits	Required		Existing Network Device		
			1st	2nd	3rd			SONET	Ethernet	SONET	Ethernet	
Blue Sky	1	ITN	2	3	6	198	92	x	x	x		
Blue Sky	2	ITN	1	4		350	24	x	x			
Blue Sky	3	ITN	1	6		75	5	x	x			
Blue Sky	4	ITN	2	5		180	13	x	x			
Blue Sky	5	ITN	4	6		80	25	x	x		x	On End of sale list
Blue Sky	6	ITN	1	3	5	125	18	x	x			
Blue Sky	7	EBN	1			15			x			
Blue Sky	8	EBN	2			37			x		x	
Blue Sky	9	EBN	3			88			x		x	
Blue Sky	10	EBN	4			60			x			
Blue Sky	11	EBN	5			12			x			
Blue Sky	12	EBN	6			7			x		x	
Blue Sky	13	EBN	1			125	6	x	x			
Blue Sky	14	EBN	2			8			x		x	
Blue Sky	15	EBN	3			53			x			
Blue Sky	16	EBN	4	6		65			x		x	
Blue Sky	17	EBN	5			21			x			
Blue Sky	18	EBN	6			34			x			On End of sale list
GSU	19	EBN	6			12			x		x	On End of sale list
GSU	20	EBN	6			48			x			
Blue Sky	21	EBN	3			122			x			
Blue Sky	22	EBN	4			34			x			
Blue Sky	23	EBN	5			132			x			
Blue Sky	24	EBN	6			24			x		x	
Blue Sky	25	EBN	1			43			x			
Blue Sky	26	EBN	2			16			x			
Blue Sky	27	EBN	3			5			x		x	On End of sale list
Blue Sky	28	EBN	4			1			x			
Blue Sky	29	EBN	5			1			x			
Blue Sky	30	EBN	6			1			x		x	
Blue Sky	31	EBN	6			76			x			
Blue Sky	32	EBN	2			9			x		x	
Blue Sky	33	EBN	6			6			x			
Blue Sky	34	EBN	4			10			x			
Blue Sky	35	EBN	1			17			x		x	
Blue Sky	36	EBN	5			26			x			
Blue Sky	37	EBN	3			18			x			
Blue Sky	38	EBN	2			34			x		x	On End of sale list
Blue Sky	39	EBN	1			42			x			
Blue Sky	40	EBN	6			25			x			
Blue Sky	41	EBN	6			34			x			
Blue Sky	42	EBN	4			30			x			
Blue Sky	43	EBN	5			44			x			
Blue Sky	44	EBN	6	4		60	3	x	x	x		
Blue Sky	45	EBN	6			3			x			
Blue Sky	46	EBN	6			7			x		x	
Blue Sky	47	EBN	1			5						
Blue Sky	48	EBN	2			9						
Blue Sky	49	EBN	3			49						
Blue Sky	50	EBN	4			12						

Bldg	Type	Fiber		Distance to ITN			Direct Bury	MHDS			Road Crossing distance in feet	Runway Width distance in feet	Comm Closets		Distance Measurements			Internal Core Bores			Dedicated Power							
		Available strands.	SM	MM	New	Existing		Manholes Required	Additional Required	Bldg Entry to Primary Comm Closet			Average from Primary to additional Closet(s)	Grounds	Wood Ground measured	Concrete	30 Amp Circuits	20 Amp Circuits	15 Amp Circuits									
		1st ITN/2nd ITN/3rd	0/18/0	0/18/0	3500	1400		6500	6500	4900			15	Existing	1	100	450	Exists	4	1	4							
1	ITN	36/0/0	0/18/0	3500	1400	6500		6500	4900	15	60		Existing	2	1	100	450	Exists	4	1	4							
2	ITN	36/0		3500	7500			7500		18	60	350	2		25	50	Exists			2								
3	ITN	0/18	18/0	1400	1800		400 feet of this run passes through area contaminated with fuel oil		1800				3	1	43	250	Exists	7			2							
4	ITN	0/18		7500	900				900				2		83	100	Exists			2								
5	ITN	18/12		900	2300			435	2300	1			2		98	75	Exists			1	1							
6	ITN	0/18/12		6500	1800	2300						350	1	1	65	65	Exists			1								
7	EBN			1300				1100	200	1			1		15		Asbestos in this location	Exists				2						
8	EBN		12	1600			x						1		25							1						
9	EBN	12		600			x		600				1		12								1					
10	EBN		6	600			x						1		30									2				
11	EBN	4		569			x						1		15									1				
12	EBN	6		895			x						1		100			3	2					1				
13	EBN			326			x	326		1	60	Bore required	1		25										1			
14	EBN	4		416			x				60	Bore required	1		35										1			
15	EBN		6	789			x						1	1	35	135	Exists				2							
16	EBN		12	975	400		x						1		35							2						
17	EBN	12		1256			x	350 feet of this run passes through area contaminated with fuel oil					1		25													
18	EBN	4	8	1569									1		25													
19	EBN			22689									1		25											1		
20	EBN	12		33500			Existing Leased Line						1		25													
21	EBN	12		568			x						1		25											1		
22	EBN	6	8 fibers failed OTDR /power meter Test	352					352				1		25												2	
23	EBN	12		269					269				1		25													
24	EBN	12		98					98				1		25			Exists									1	
25	EBN	4		800					800				1		25												2	
26	EBN	12		104			x				60	Bore required	1		50													
27	EBN	12		236			x						1		75												1	
28	EBN	4		987			x						1		75													
29	EBN		12	2500			x		1000				1		75												2	
30	EBN		12	257					257				1		35			Exists	Lead paint is								1	
31	EBN		12	425					425				1		35													
32	EBN	8 fibers failed OTDR /power meter Test	8	3625				x			3 Ea 60		1		35													
33	EBN		12	289					289				1		35													1
34	EBN		12	746					746				1		90							1	2					
35	EBN			500				x			60		1		95												1	
36	EBN		6	125					125				2		50	150	Exists			3							1	
37	EBN		12	698					698				1		85													
38	EBN		12	468					468				2		50	250	Exists	Lead paint is present										1
39	EBN			639				x			60		1		45													
40	EBN			364				x					1		15			Exists									1	
41	EBN	EBN requires physical diversity		129				x					1		15			Exists					1				1	
42	EBN			89				x					1		20			Exists									1	
43	EBN			264					264				1		50													1
44	EBN			4578	3547			x			60	Bore required	1		50				Lead paint is present									
45	EBN			2698				x					1		50												1	
46	EBN		12	268					268				1		50			Exists										2
47	EBN		12	487					487				1		50													1
48	EBN		12	638					638				1		50													1
49	EBN		12	987					987				1		30													1
50	EBN			1569				x					1		35													2

Description	Price	Quantity	Price
	Assume this is the price at which vendor sells item to offeror.	Quantity based on your solution to problem	Values in \$Million
ITS Generic SONET(Large Chassis)			
17 Slot Chassis	45,000		0.000
DS1, Card 12 Ports	17500		0.000
DS3, Card 8 Ports	19550		0.000
OC12,Card 1 Port	8995		0.000
OC48 Card 1 Port	11200		0.000
OC-12/ Card 4 Ports	10500		0.000
OC-192 Line Card, 1 Port	8000		0.000
Timing, Communication, and Control Card	9269		0.000
24X7XNBD SVC, 1 year	12000		0.000
8X5XNBD SVC, 1 year	7200		0.000
ITS Generic SONET (Small Chassis)			
SONET Edge switch 4 slot chassis	22000		0.000
Timing, Communication, and Control Card	8500		0.000
DS1,Card 14 Ports	17500		0.000
DS3 Card 12 Ports	19550		0.000
OC-3 Card 4-ports	10500		0.000
OC-12 Card 2 ports	9550		0.000
OC-48 Card 2 ports	10850		0.000
24X7XNBD SVC, 1 year	11150		0.000
8X5XNBD SVC, 1 year	7000		0.000
ITS Generic Ethernet (Large Chassis)			
18 Slot Chassis layer 2/3	20050		0.000
Layer 3 Processor card	8550		0.000
Gigabit Ethernet Module,12-Ports (GBIC)	9500		0.000
1000BASE-LX/LH GBIC (singlemode or multimode)	2250		0.000
10/100 Auto Module, 48-Ports (RJ-45)	8950		0.000
Gigabit Ethernet Module, 6-Ports (GBIC)	8500		0.000
24X7XNBD SVC, 1 year	11150		0.000
8x5xNBD SVC, 1 year	7000		0.000
ITS Generic Ethernet (Medium Chassis)			
6 Slot Chassis layer 2/3	13500		0.000
Layer 3 Processor card	7500		0.000
10/100 Auto Module, 48-Ports (RJ-45)	6000		0.000
GE Module 2 Ports GE(GBIC),32 Ports 10/100 (RJ-45)	7500		0.000
1000BASE-LX/LH (singlemode or multimode)	1150		0.000
10 Meg Ethernet, 24 ports RJ-45	950		0.000
8x5xNBD SVC, 1 year	1650		0.000
24x7xNBD SVC, 1 year	5500		0.000
ITS Generic Ethernet (Small Switch)			
12 Port Switch Layer 2 w/2 GigE GBIC ports	2400		0.000
24 Port Switch Layer 3 w/2 GigE GBIC ports	3550		0.000
24 Port Switch Layer 2 w/2 GigE GBIC ports	3100		0.000
48 Port Switch Layer3 w/2 GigE GBIC ports	7595		0.000
48 Port Switch Layer2 w/2 GigE GBIC ports	5250		0.000
8x5xNBD SVC, 1 year	3200		0.000
24x7xNBD SVC, 1 year	3600		0.000
ITS Generic Microwave Package with Tower and Antenna			
Radio Set	72545		0.000
Tower/Antenna	22240		0.000
Ancillary Equipment	7469		0.000
Total Network Material			0.000
Offeror enters this value as the "baseline Network material" element of the Cost			

Fiber	All existing fiber is terminated
	Unless modified by a comment, all existing fiber passed OTDR and Power Meter test.
	Unless modified by a comment, all existing building grounds were tested and met ITS Requirements.
MH&DS	Use 3x5x4 manholes for this problem
	Do not use handholes for this problem
	Diversity on ITN's must be assured
Network LOM	Prices of individual elements provided on the Network LOM sheet are the Vendor's sell price to the offeror. These values include all applicable discounts that the vendor offers.