

**Capacity Building Requirements Pre-Proposal Conference**  
**June 27, 2008**  
**Verbal Questions and Answers**

<b>Question Number</b>	<b>Slide Reference</b>	<b>Description of Question</b>	<b>Answer Number</b>	<b>Answer</b>
Q1	Slide 9	Will countries also be looking @ capacity development efforts?	A1	Yes, because MCC promotes country self-management/control, countries will be doing their own capacity development/building efforts and may contract directly for capacity development, but they are also being included in this acquisition by reviewing and coordinating on the T.O.s that MCC intends to award on their behalf.
Q2	Slide 11	MCC anticipates awarding how many ID/IQ contracts?	A2	MCC anticipates awarding from 3 to 5 ID/IQ contracts.
Q3	Slide 11	Will there be more T&M or FFP type task orders issued?	A3	Up front we anticipate more T&M type, until we can better define requirements; then MCC will migrate to more FFP type.
Q4	Slide 12	The RFP indicates it is promoting worldwide firms but there seems to be inconsistencies with some language in the RFP that talks to security concerns and specifically access to MCC headquarters, and the requirement for U.S. Citizenship. Please explain apparent inconsistency.	A4	These are standard clauses and more than likely we need to take a look at them. Submit your questions in writing, citing the specific sections of the RFP you are questioning and we will answer. (Note: This question was answered in Amendment 04)
Q5	Slide 12	There is a requirement that the Prime bid on the whole scope of the requirement but in the case of the set-aside to small business MCC imposes a limitation on the amount of work that the small business must do itself, i.e., 51%. The SB's are going to have a hard time being able to accomplish the required percentage given the nature of the requirement, i.e., show a capability across the board.	A5	MCC's intent was to not allow a prime to use a SB/HBCU/MI as a front to get the award under provision M.7 of the IDIQ. MCC envisions the SB/HBCU/MI being able to accomplish their percentage on a T.O. by T.O. basis and not necessarily on the entire scope of the ID/IQ. MCC will discuss this and address the response in the amendment. (Note: This question was answered in Amendments 1, and 4.
Q6	Slide 12	Will the MCC issue T.O.'s in groupings or staggered?	A6	The MCC will award the first two task orders soon after contract award (Note: See Amendment 2 for changes).

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Q7	General	Are you going to cover the Conflict of Interest Issue (COI) relative to a company doing short term assignments and the impact on being able to compete on longer term assignments?	A7	Later on in the presentation there are slides that address COI. (Note: See also various Amendments)
Q8	Slide 16	Does the MCC anticipate any information systems related work as part of this?	A8	Some of the business related focus areas address some ancillary tools but there are no standalone requirements for information systems.
Q9	Slide 20	No question asked.	A9	Kathy, CO, mentioned the concern for educational institutions understanding H.3 special contract requirement as it relates to everything delivered under the contracts/T.O.s being the property of the government as regards to data they may have already developed and will use as part of their deliverables, and the implications of data rights. (Note: See Amendment 3, Question #74)
Q10	Slide 20	DoD, in regards to small business OCONUS, usually is not concerned with considerations relative to SB. How is the MCC defining SB for foreign company/country? The NAICS codes doesn't apply to foreign entities, do they?	A10	The NAICS codes are stated for U.S. firms. A foreign prime or U.S. prime should ensure that foreign firms list the type of company they are by the representations and certifications they complete as primes or subcontractors. The categories are listed.
Q11	Slide 20	How will MCC verify SB Goals are met in practicality?	A11	As applicable, primes will submit subcontracting plans and also submit electronic SF 294 reports proving their adherence to their goals. Liquidated damage provisions are imposed if they do not.
	Slide 21	How will MCC address any COI with regard to a company performing small work on a T.O. under this requirement and for other larger projects for which they might like to bid on?	A12	You'll have to submit your scenario in writing for the Team to assess and comment on. But, it will be rare when a T.O. includes only a training and development needs assessment and does not also include a capacity building endeavor. (Note: See also Amendments)

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Q13	Slide 21	If we are working on another ID/IQ Impact Evaluation effort, does competing and working on a T.O. under this capacity building requirement represent a COI?	A13	Submit your scenario in writing and the team will address and comment. ( Note: See also Amendments)
Q14	Slide 21	If we are a fiscal agent in a country at the present time does it preclude us from bidding for a T.O. under this requirement?	A14	Submit your scenario in writing and the team will address and comment. (Note: See Amendment 4)
Q15	Slide 21	If you are a fiscal agent in country and you are a selecting official, does this scenario preclude a company from providing training under this requirement?	A15	Submit your scenario in writing and the team will address and comment. (Note: See Amendment 4)
Q16	Slide 26/27	Are you assigning any weights to the evaluation criteria listed in section M?	A16	Not normally, and we chose not to assign them in the RFP here. The relative importance of evaluation criteria is listed in the RFP.
Q17	Slide 26/27	Are T.O. #1 and #2 samples or will they be awarded?	A17	T.O. #1 and #2 will be provided via amendment next week and while they were originally included to be sample, they have been developed further and will be used for award shortly after contract award, if not simultaneously. (Note: See Amendments 1 and 2)
Q18	Slide 26/27	Schedule is tight, will an extension be granted for T.O. proposals?	A18	We anticipated the need for time and the agency schedule actually was altered forward to allow for the extra time, so at this point no, the dates are firm.
Q19	Slide 26/27	Question relative to the ability of MCC being able to evaluate the overall ID/IQ proposals along with the T.O. #1 and #2 proposals, please elaborate further on how MCC will do this effectively?	A19	Later slides describe the process and MCC is confident it can accomplish the evaluation of price and technical criteria for both IDIQ and T.O. using the approach specified in the RFP. T.O. evaluations will only be done for those companies who remain in the competitive range.
Q20	Slide 26/27	Will T.O. rankings affect the rankings of companies in competition for the ID/IQ contracts?	A20	The MCC believes its' approach in the RFP for ranking proposals for the ID/IQ and T.O.s will help normalize T.O. proposals versus IDIQ contract proposals.
Q21	Slide 28	What is the MCC asking relative to the labor categories in the RFP?	A21	The MCC suggested labor categories needed. The MCC wants to ensure each company provides the labor

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				categories it will propose to essentially match those developed by the MCC. If there are others we did not include there is room to add additional categories.
Q22	Slide 28	You have not included any labor categories in your Key Personnel Clause, was that intentional?	A22	The MCC wants companies to list those categories they feel are Key in the ID/IQ contract and the MCC will identify those it believes are Key in each T.O.
Q22b	Slide 28	Are there page limits for each CV?	A23b	Yes, probably two pages will be the limit, it will be in the amendment. (Note: See Amendment 4, Section B
Q23	Slide 28	Can you clarify Qualifications and Experience Levels for each category, there seem to be too many variations that could be offered?	A23	Submit a question in writing and we will provide an answer on the FedBizOps page as an amendment. (Note: See Amendment 4, Question #99)
Q24	General	For instance, can an offeror dissect the category “instructor”?	A24	The offeror can provide a variation of the categories provided as long as qualifications and experience levels are met when proposing on each TO. Yes, you can dissect the category “instructor”, as necessary. As with question 23, please submit a question in writing and we will provide an answer for the FedBizOps page as an amendment. (Note: See Amendment 4, Question #99)
Q25	Slide 30	Are there documented policies and procedures in place already in Malawi to follow when proposing to the T.O.#1?	A25	The applicable documentation shall be included as attachments to T.O.#1 and #2, as applicable. They will be provided at the time of the amendment along with more detail for the T.O.s themselves. (Note: See Amendment #1)
Q26	General	If a offeror provides a proposal for T.O.#1, how will MCC ensure that downstream work on Due Diligence will not pose a conflict of interest for vendors; how will MCC firewall?	A26	Submit your question in writing and the MCC will answer in writing. The OCI issue will be answered to the best of the MCC’s ability, your question should provide specifics about your company situation. (Note: See various Amendments)
Q27	General	There are roughly 15 primes listed on the “interested parties” list. Is the MCC expecting that proposals include signed teaming agreements and	A27	Yes, it was intended that teaming agreements and cost and pricing data be submitted as part of the proposals. If

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		full cost and pricing data, and if so, has MCC considered how overextended the local firms in country will be? Their time will be tapped by many preparing proposals; has MCC intended this and how will this situation be handled?		you have further concerns submit your questions in writing. (Note: See Amendment 5)
Q28	Slide 34	Was T.O.#2 intended to be awarded at time of ID/IQ award and what is the time period for this task order?	A28	Yes, or shortly thereafter and T.O.#2 has a 3 month base period from T.O. Award and it covers the 10 countries in Annex 1(a). More detail will be provided with amendment.
Q29	Slide 34	Provide a clarification on the COI issue relative to future compact work.	A29	Provide specific concerns in writing and MCC will address each situation on a case-by-case basis. It is intended that potential offerors think about any potential COI and identify them up front when proposing to the ID/IQ and T.O.s in this requirement.
Q30	General	For pricing purposes, what size is the typical training class that the MCC is contemplating?	A30	The class size the MCC contemplates is on average 20 people. We will include this in the amendment within T.O.#1 and #2.
Q31	General	If an offeror is currently involved in on-going effort for professional services, such as program management for account entities will there be a COI?	A31	General answer is submit the question in writing and the MCC will respond in writing by amendment. However, things to be considered are how specialized is the activity? Is the activity at high levels concerning processes, planning and organization? What are the organizational dynamics? What are the specific activities; is it just land issues being addressed, etc.?
Q32	General	Has MCC set aside funding for this project?	A32	This is a requirement that has the full support of the highest levels of the agency.
Q33	General	How soon will the MCC address the COI issues because we as offerors have some hard decisions to make.	A33	As soon as written questions are asked, the MCC will address them with written responses so get the specific questions in, in writing, as soon as possible.
Q34	General	What funding levels are contemplated and if the MCC uses up ceiling in the first two years, then what?	A34	The ID/IQ has a maximum ceiling of \$3.5M per year with a total of \$17.5 for the five year anticipated POP.

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				The MCC has included its unique clause that allows for “Increase in Services”. We can move required services up into an earlier year, if necessary.
Q35	General	Who at the MCC is the “owner” of the requirement as it crosses two departments, at least, within MCC?	A35	Actually, the COTR for this program will come from the MCC HR department and be supported by project monitors within each of the DCI and DCD.
Q36	General	What are MCC’s thoughts on designing and implementing cross training and implementation processes?	A36	MCC included the provision in the RFP for reserving its’ right to add Focus Areas.

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