

# Pre-proposal Conference

## Solicitation DTFR53-03-R-00003

Federal Railroad Administration  
1120 Vermont Avenue, NW  
Washington, DC  
April 22, 2003



# Overview



- Fifteen (15) month Base period, three (3) one year option periods, and one nine (9) month option period.
- July 31, 2003 through September 30, 2004  
October 1, 2004 through October 1, 2005  
October 2, 2005 through October 2, 2006  
October 3, 2006 through October 3, 2007  
October 4, 2007 through June 4, 2008
- Period of Performance will total 5 years
- Contract type: Cost Plus Award Fee

# Schedule Page

- Extended minimum values
- Extended neutral value
- Extended maximum value



## Example for CPAF CLIN 1001, 1002,1003 Neutral and Maximum Values

- | CLINs | Description | Qty   | Unit Price | Extend Min | Extend Neutral | Extend Max |
|-------|-------------|-------|------------|------------|----------------|------------|
| 1001  | Programming | 4 Qtr | \$102      |            | \$408          |            |

- Neutral :  $(\$100.00 \times 2\% = \$102.00; \$102.00 \times 4 \text{ Qtrs} = \$408.00)$

- | CLINs | Description | Qty   | Unit Price | Extend Min | Extend Neutral | Extend Max |
|-------|-------------|-------|------------|------------|----------------|------------|
| 1001  | Programming | 4 Qtr | \$102      |            | \$408          | \$413      |

- Maximum:  $(\$2.00 \times 1.6 = \$3.20; \$3.20 + \$100 = \$103.20; \$103.20 \times 4 \text{ Qtr} = \$412.80)$ .  
The extended maximum value rounded would be \$413.00.
- Positive: 101% to 103% (Excellent) >Standard 100% Good

## Example for CLINS 1001, 1002, and 1003

### Minimum Values

CLINs	Description	Qty	Unit Price	Extend Min	Extend Neutral	Extend Max
1001	Programming	4 Qtr	\$101	\$404	\$408	

$$\$2.00 \times .5 = \$1.00; \$1.00 + \$100 = \$101.00; \$101 \times 4 \text{ Qtr} = \$404.00$$

- Negative 99% to 75% (Moderate or Poor) < Std 100% Good
- Maximum extended bonus fee that may be earned/awarded for CLIN 0001 in the Base Period is \$5.00 (i.e. \$413-408)
- Maximum extended forfeit fee that may be assessed/deducted for CLIN 1001 in the Base Period is \$4.00 (i.e., \$408 -\$404)
- Unsatisfactory below Poor: Termination for Default

# Performance Based Statement Of Work

- Cost Plus Award Fee Contract
- Incentives : positive and negative
- Award Fees are Based on Qualitative and Quantitative Measures
- Further information on Performance Based Statements of Work:

Website: <http://www.dot.gov/ost/m60/pbsc/>

# Quality Assurance Plan

- Surveillance
- Incentives
- Discourage inefficiency more than encourage efficiency.



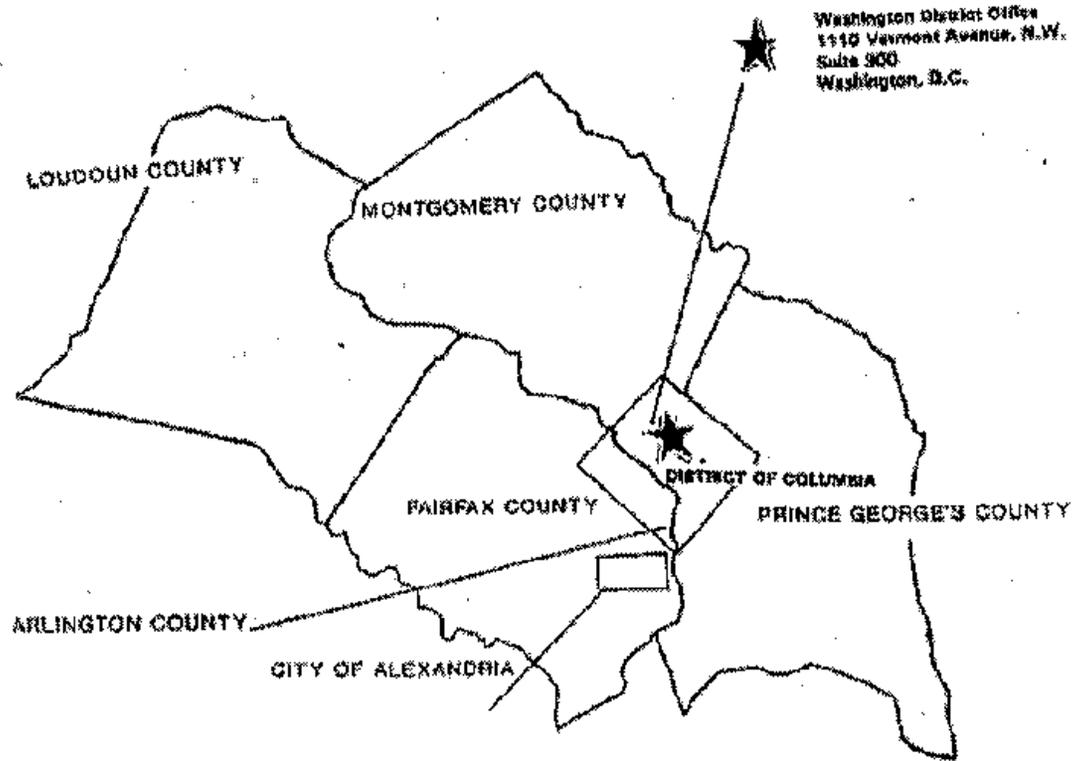
# Section H: Special Contract Requirements

- H.10 Security Requirements for unclassified Information Technology resources
- H.11 Performance assessment waiver or exceptions to quarterly cycles

# Section I: Contract Clauses

- Far 52.219-18 (alt 1) Washington DC District Office
- 8(a) set aside requirements:
  - NAICS Code 541511: \$21M
  - Conformance with 8(a) support limitation set forth in business plan
  - Conformance with Business activity targets set forth in approved business plan on record with DC office

# Greater Washington DC Metropolitan Area



# Section I: Contract Clauses

- FAR 52-222-2 Overtime
- Subject to Department of Labor Wage Determination

# Section L-Proposal Requirements

- Technical Proposal
  - Oral Presentations
  - Written/Narrative
- Past Performance
- Cost/Price Proposal

# Section M

- Evaluation Criteria (Descending Order of Importance)
  - Technical
    - Oral Presentation
    - Written/ Narrative
  - Past Performance
    - Prime Contractor should have experience
    - Offsets
  - Cost

Statement of Work

Section L: Proposal  
Requirements



Section M: Evaluation  
Criteria

# Milestones

- April 22, 2003      Pre-proposal Conference
- May 15, 2003      Solicitation Closes
- June 23-27, 2003      Oral Presentations
- July 31, 2003      Award Decision

