

Pre-proposal Conference

Lake Marion Regional Water Agency

Surface Water Treatment Plant

RFP No. W912HP-04-R-0002

USACE, Charleston District

11 Jun 2004, 10:00 AM

Agenda

- **Introductions**
- **Pre-proposal Conference Objective**
- **Description of Project**
- **Rules of Pre-proposal Conference and Request For Proposal (RFP)**
- **RFP Outline**
- **Contact Information**
- **Questions**

Introductions

- **Contracting Division**
- **Program Management Division**
- **Technical Services Division**
- **Office of Counsel**
- **Nonfederal Sponsor**

Pre-proposal Conference Objective

Exchange information to improve the understanding of Government requirements and industry capabilities

Description

**Construction of Lake Marion
Regional Water Agency Surface
Water Treatment Plant with a rated
capacity of 8 MGD with capability for
expansion up to 12 MGD**

FOR MORE INFO...

**Location for specification (or other related documents)
available only on Electronic Bid Solicitation (EBS)**

<http://155.82.51.100/ebs/AdvertisedSolicitations.asp>

Rules of Pre-proposal Conference and RFP

- **Communications shall only be through the Contracting Officer**
- **Contracting Officer is the only authorized person to make changes to the RFP and resultant award**
- **Terms and Conditions remain the same except as changed by the Contracting Officer in writing via Amendment to RFP or Modification to Award**
- **All information provided only electronically, posted at EBS**

RFP Outline

Milestones

- **RFP Issued** 28 May 2004
- **Pre-Proposal Conference** 11 Jun 2004
- **Submission of Questions** 18 Jun 2004
4:00 PM
EST
- **Post Answers** 25 Jun 2004
4:00 PM
EST
- **Proposal Due** 9 Jul 2004
2:00 PM
EST
- **Estimated Award** 26 Aug 2004

RFP Outline

- **Firm Fixed Price Construction**
- **Magnitude \$10,000,000 - \$25,000,000**
- **NAICS 237110**
- **Central Contractor Registration**
www.ccr.gov in order to be eligible for award
- **EFARS Clause 52.232-5001, Continuing Contracts applicable**
- **Begin performance within 30 calendar days and complete within 530 calendar days after receiving Notice To Proceed**

RFP Outline

Section 00100 Proposal Submission

- 8 ½" X 11" Paper
- Three Ring Binder
 - Volume I, other than Technical
 - Volume II, Technical (other than Price or Cost)

FOR MORE INFO...

Location for specification (or other related documents) available only on Electronic Bid Solicitation (EBS)

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RFP Outline

- **Volume I**

- **TAB A SF 1442 and amendments signed by authorized person from company or team**
- **TAB B Section 00010 Price Schedule**
- **TAB C Section 00600 Reps and Certs**
- **TAB D Proposal Data Sheet**
- **TAB E Financial Information**

RFP Outline

- **Volume II**

- **TAB F FACTOR 1 Corporate Relevant Specialized Experience**
- **TAB G FACTOR 2 Past Performance**
- **TAB H FACTOR 3 Management Effectiveness**

RFP Outline

Failure to submit all data requested in the RFP may be cause for determining a proposal incomplete and therefore not considered for evaluation and subsequent award

RFP Outline

Evaluation Factors for award weighted in descending order of importance:

Technical Tradeoff Factors

1. Corporate Relevant Specialized Experience
2. Past Performance
3. Management Effectiveness

Non-Technical Tradeoff Factor

4. Price

RFP Outline

1. Corporate Relevant Specialized Experience

Evaluated on three relevant projects in terms of cost, complexity, design or features of this requirement in progress or completed in the past 8 years in the following elements:

- a. Construction of enhanced surface water supplied potable water treatment system 6MGD minimum
 - i. Experience with submerged ultrafiltration membrane systems more important than enhanced system without submerged ultrafiltration membrane systems
- b. Construction of complex industrial plant with final contract value of at least \$10,000,000

RFP Outline

2. Past Performance

Evaluated on three relevant projects in terms of cost, complexity, design or features of this requirement in progress or complete in the past 8 years in the following elements:

- a. Safety**
- b. Quality of Construction**
- c. Timeliness of Performance**
- d. Subcontractor and Supplier Management**
- e. Project Management**
- f. Documentation**
- g. Customer Satisfaction**

RFP Outline

Past Performance Cont.

One Past Performance Evaluation Questionnaire for each Point of Contact (POC) identified on the Project Information Sheet shall be mailed directly from the POC to CESAC-CT and arrive NOT LATER THAN 9 Jul 2004, 2:00 PM, EST.

RFP Outline

3. Management Effectiveness

Evaluate offeror's understanding and capability of successfully managing the project to completion in the following elements:

- a. Project Management Plan, Organizational Chart or Structure, and Key Personnel Resumes
- b. Project Schedule
- c. Zenon Membrane System Startup Plan

RFP Outline

3. Management Effectiveness cont.

d. In accordance with FAR 15.304 (c)(4), the extent of participation of small disadvantaged business (SDB) concerns in performance of the contract. Further, in accordance with DFARS 215.304(c)(i), the extent of participation of small business and historically black college or university and minority institution in performance of the contract.

If the apparent successful offeror fails to negotiate a subcontracting plan acceptable to the Contracting Offeror within the time limit prescribed by the Contracting Officer, the offeror will be ineligible for award.

RFP Outline

4. Price

- Will not be scored
- Is a factor in establishing the competitive range prior to discussions (if held)
- Is a factor in making the final best value determination for award

All technical factors, when combined, are approximately equal to cost or price.

RFP Outline

Basis For Award

- **Proposals must meet criteria stated in RFP in order to be eligible for award, to include technical acceptability and responsibility**
- **Government will award a contract to the responsible offeror whose technical submittal and price proposal contains the combination of those criteria described in the solicitation offering the best overall value to the Government**

RFP Outline

Basis For Award

- **Best value determined by comparative assessment of proposals against source selection criteria**
- **As technical ratings and relative advantages and disadvantages become less distinct, differences in price between proposals are of increased importance in determining the most advantageous proposal. Conversely, as differences in price become less distinct, differences in scoring and relative advantages and disadvantages between proposals are of increased importance to the determination.**

RFP Outline

Basis For Award

- **The Government reserves the right to accept other than the lowest priced offer or highest technically rated offeror. The right is also reserved to reject any and all offers. The basis of award will be a conforming offer, the price or cost of which may or may not be the lowest. If other than the lowest offer, it must be sufficiently more advantageous than the lowest offer to justify the payment of additional amounts.**

RFP Outline

Offerors are advised that employees of Santee Cooper, Moncks Corner may serve as technical advisors to the Source Selection Evaluation Board during the Source Selection Process

Contact Information

- **Electronic Bid Solicitation (location for all information)**

<http://155.82.51.100/ebs/AdvertisedSolicitations.asp>

- **Contract Specialist, Octavia Capers**

octavia.capers@usace.army.mil

- **Contracting Officer, Robert Driscoll**

robert.l.driscoll@usace.army.mil

Questions

- **Use Question Form provided
(one question per form)**
- **Submit Question Forms to
octavia.capers@usace.army.mil or fax to
843-329-2320 NO LATER THAN
18 Jun 2004**
- **All questions shall be written and will
only be answered in writing and posted
on EBS NO LATER THAN
25 Jun 2004**