

affiliation and title) shall be provided with the proposal. If any last minute substitutions are necessary, an updated list of presenters shall be provided to the Government prior to the start of the presentation. No substitutions (of presenters or observers) will be allowed between the oral presentation and the Q&A session.

- (5) The presentation will not be recorded. Neither the Navy nor the offeror will videotape or use audio or video recording devices of any kind.
- (6) The presentation shall not address cost or fee. Information submitted as part of the written portion of the proposal need not be repeated in the presentation.
- (7) The Navy will not ask questions during the Oral Presentation; however, questions will be asked during the question and answer session.
- (8) The Navy will not inform offerors of their strengths, deficiencies or weaknesses during the presentation.
- (9) An invitation to make an oral presentation does not constitute a determination that the offeror has been determined to be in the Competitive Range.
- (f) Organization and Minimum Content of the Oral Presentation – In order to facilitate evaluation, it is desired that the Oral Presentation be structured into two primary components: Technical Understanding/Capability and Management.

(1) Technical Understanding/Capability-The offeror shall demonstrate their understanding of the requirements for and technical capability to accomplish tasking under this order by providing their approach to the following scenario:

Technical Scenario - Offerors should base their Oral Presentation on a technical scenario which has been developed for this purpose. The scenario has been developed to address all major aspects of the Statement of Work and to provide real insight into the offeror's understanding and capabilities regarding contract requirements. The content of the scenario is not a current or planned task under the contract.

SLBM AND SSGN SYSTEMS

PURCHASED BY THE UNITED DEMOCRACIES (UD)

TECHNICAL SCENARIO

The discussion below provides a description of a hypothetical scenario. The scenario is designed to cover most aspects of the statement of work in the request for proposals (RFP). The offeror shall demonstrate his/her technical understanding of the statement of work by applying the various portions of the SOW to this scenario. The scenario is fictional but represents the typical level of complexity and the breadth and scope of programs supported by this proposed contract.

General

The United States (US) has entered into a treaty with the new country of the United Democracies (UD). Part of this treaty includes an agreement for the US to sell to the UD the TRIDENT II SLBM system and the SSGN strike weapon system. The UD agreed to never use these for nuclear weapons and thus will deploy them with conventional weapons only. The agreement in the treaty is structured similar to the existing US/UK Polaris Sales Agreement. The US provides the missiles and support equipment and the UD hosts the systems on their own unique submarines that are designed to have both SLBM and SSGN systems. The UD provides their own weapon package to go on the missiles.

System Description

The current US sponsors for the SLBM and SSGN systems will be the sponsors for the UD program as well. The UD sets up liaison offices at the sponsor site and at NSWCDD. The technical approach will be to strive for the maximum commonality possible between the US and UD version of the systems thus allowing reuse of a large portion of current US equipment, software, data bases and documentation. However due to the unique UD submarine platform and weapon package, some differences are required leading to UD-variants of most US products. One difference that must be accounted for is that the UD will use a unique and different transportable media for delivery of software to their submarines.

Impacts

This scenario impacts the following: (1) models and databases;(2) new working groups, sponsor-level documents and a new meeting structure;(3) new ADP equipment and a new dedicated data link; and (4) a

new approach to funding.

Oral Presentation shall address/include:

In the oral presentation, each offeror shall address its approach to the Statement of Work in support of this scenario. Offerors shall cover:

- a) The methodologies and processes they would use,
- b) Managerial aspects, such as Non-Disclosure Agreements, staffing of key and non-key personnel, etc.,
- c) The products they would produce,
- d) The resources and personnel skill areas they would employ,
- e) Their approach to use of government and contractor facilities to accomplish the work,
- f) Previous experience in similar or related work areas, and
- g) Any other information to demonstrate its ability to accomplish the tasking

Management - This Evaluation factor consists of 5 equally weighted subfactors, Management Plan; Quality Control; Transition Planning; Personnel Recruitment, Retention, and Skills Improvement; and Subcontractor Control.

Management Plan - This sub-factor is intended to address items such as the following: Overall management approach (to include approach to ensuring services remain non-personal in nature), proposed organization, corporate resources to be applied to this requirement (facilities, etc.), and understanding of and ability to comply with the contract's business management aspects such as progress reporting, invoicing and POA&M submissions.

Quality Control - This sub-factor is intended to address the offeror's proposed plan, procedures and processes to ensure the quality and timeliness of all services provided as well as contract deliverables. In addition, the overall effectiveness of these procedures will be judged by the quality of both the written, technical and cost proposals in terms of form (spelling, grammar, etc.) and responsiveness to solicitation requirements.

Transition Planning - Since this is a follow-on services contract, transition is considered very important. Of specific interest are the areas of personnel and work product quality. Offerors should address their overall transition schedule; how their management and project staff will be established; how their technical and contract administration interface with NSWCDD will be established; how they will assume responsibility for support of current programs without discontinuity of work flow or loss of integrity of the programs' current operation; and what services, support, or other items will be required from the Government to facilitate the transition.

Personnel Recruitment / Retention / Skills Improvement -

This subfactor is intended to address the offeror's personnel management program to include recruitment, retention, and training. Recruitment includes the approach to staffing buildup and management. Of particular interest is the offeror's ability to identify and provide individuals with hard-to-find skills. The offeror's ability to staff the non-Key positions is also included. Retention includes the offeror's personnel management policies and practices designed to motivate employee performance and encourage longevity with the firm. Of particular interest in this subfactor is the offeror's plans for replacing Key Personnel lost to attrition, job transfers, or for other reasons.

Subcontractor/Consultant Control - This subfactor addresses the offeror's policies and practices regarding the overall management of efforts performed by subcontractors and consultants. Of specific interest are the procedures to be followed in identifying specific work areas to be subcontracted and the length of time at the delivery order level to initiate subcontractor performance. Also of interest are the offeror's procedures for ensuring the quality of services performed and deliverables provided by subcontractors/consultants.

PRE-AWARD FACILITY SECURITY CLEARANCE

- (a) The resulting order will be placed with an offeror possessing a facility security clearance issued by the Defense Investigative Service at the required security level which is TOP SECRET. The Naval Surface Warfare Center, Dahlgren Division will initiate appropriate security clearance action for any apparent successful offeror which does not already possess such clearance. The government is not obligated to delay issuance of the order pending security clearance of any offeror.