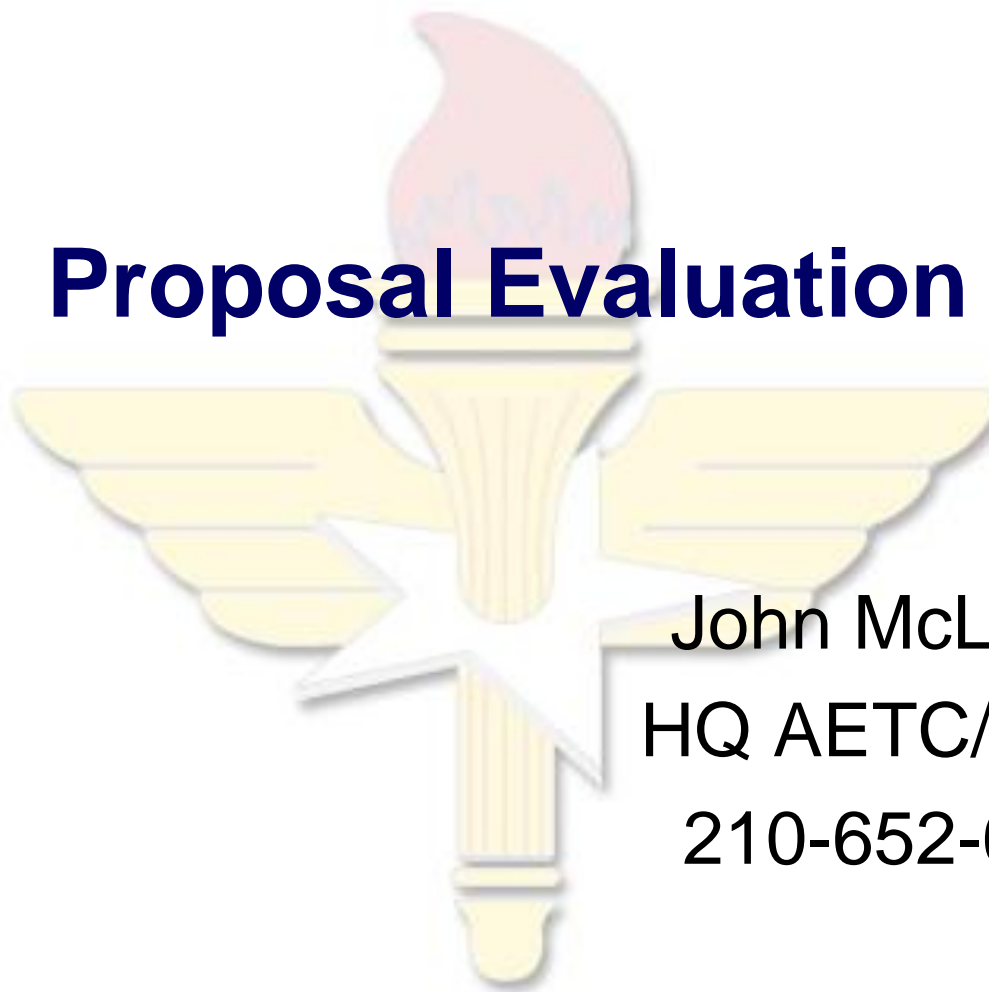




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Proposal Evaluation



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210-652-6900



Topics



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- My Background
- Your Background
- Services Contracting
 - The environment
 - Hot Topics
- Current Acquisition Strategies
- Evaluation Criteria
- Tasks of a Source Selection Evaluation Team
- Role of the PCO



New Administration



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4 Mar 09 POTUS Memo on Government Contracting -- *Directs OMB guidance for review of contracts to identify wastefulness, inefficiency, lack of need and inappropriateness of outsourcing*

8 Apr 09 Resource Management Decision (RMD) 802 -- Reduces contractor funding for DoD back to FY2000 levels





COLS for Installations: Common Level Standards (CLS)



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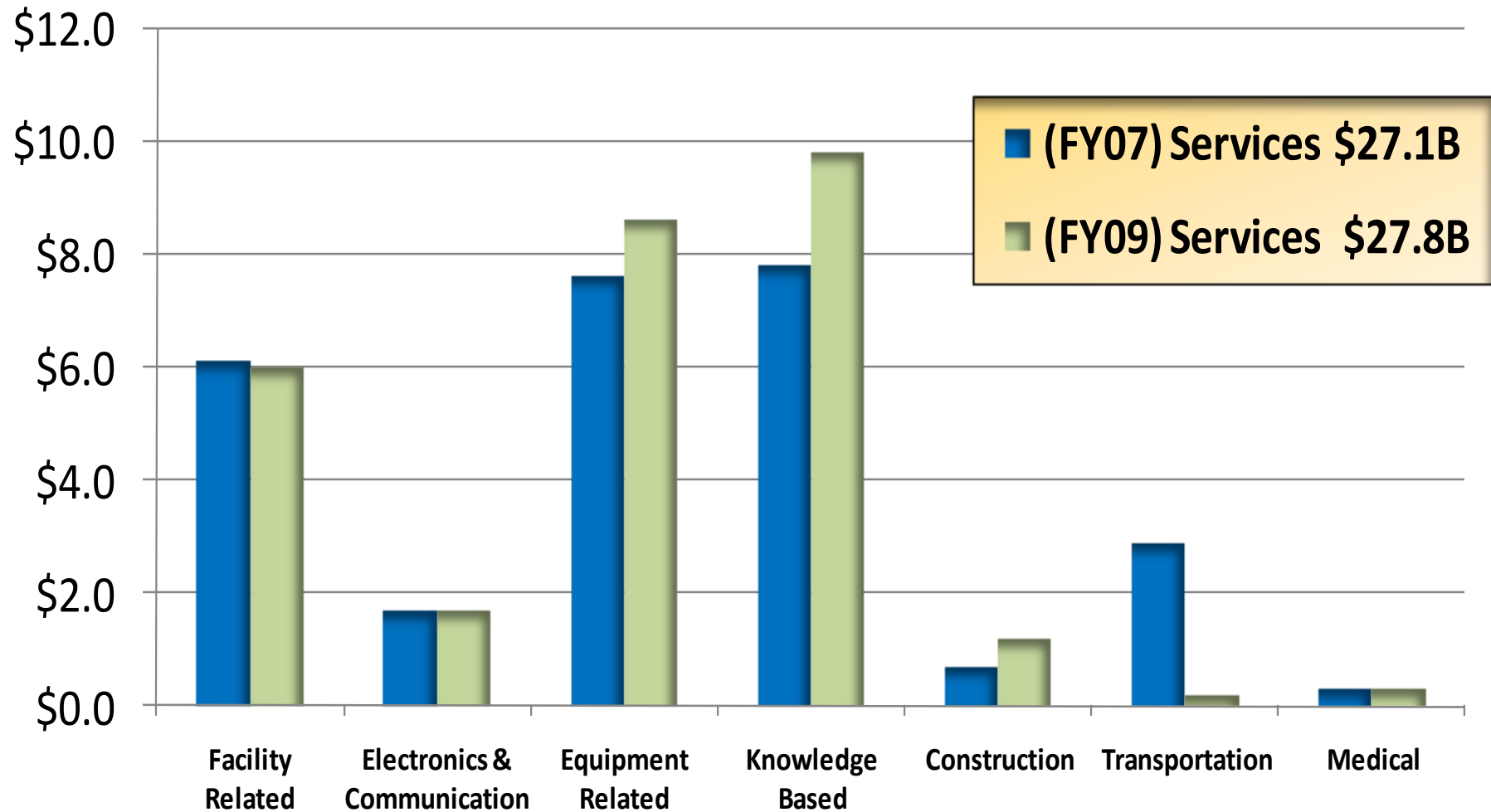
■ VCSAF:

“In the coming months the Air Force will begin to develop standards for the delivery of Installation Support (IS) services. This includes the establishment of new IS performance standards and metrics for IS services to be called Common Level Standards (CLS).”

- Consistency across installations
- Allow more accurate programming and budgeting
- AF/A7C tasked to lead the effort
- Subject matter experts will develop and implement new CLS
 - AQCA lead for Procurement OPS
- JB COLS will serve as the baseline...but will need to be adjusted



PEO/CM Portfolio Spend (FY07 & FY09)



Billions



Spend Analysis



USAF Services FY 2008 Spending By Portfolio Group

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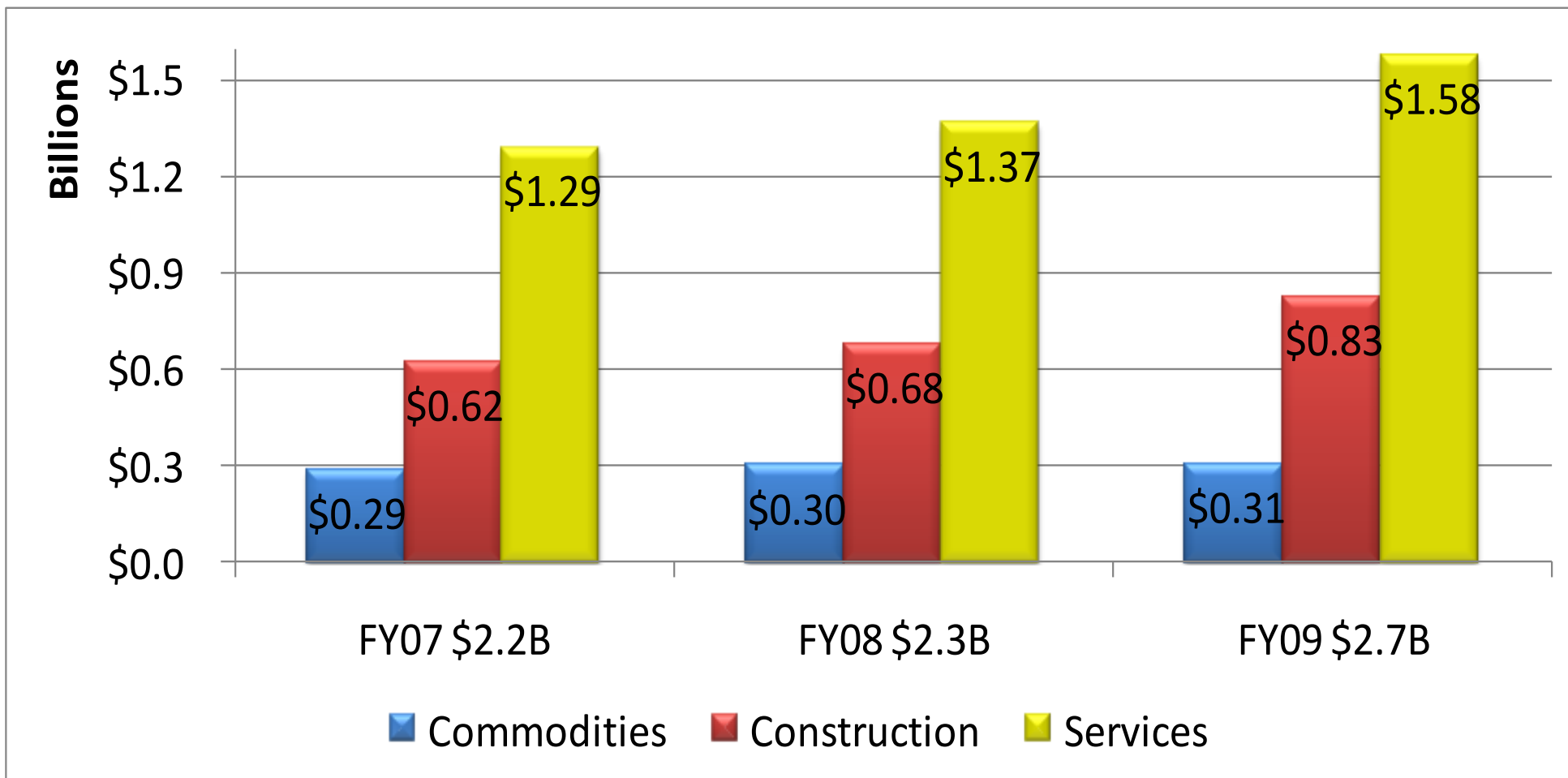
DESCRIPTION	TOTAL DOLLARS (\$K)	TOTAL ACTIONS
Research & Development	\$10,267,017	9,064
Knowledge Based Services	\$9,692,265	17,483
Equipment Related Services	\$6,820,273	5,961
Electronics & Communication Services	\$3,958,220	10,528
Medical Services	\$407,463	1,857
Transportation Services	\$188,154	973
Facility Related Services	\$6,419,434	22,045
Construction Services	\$1,457,859	1,987
<i>Total</i>	\$39,210,595	69,898



AETC Dollars by Category



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FY10 current spending \$1.1B.



Current Acquisition Strategies



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- Firm Fixed Price
 - Award Fee and Incentive Fee Contracts discouraged
 - Contract Length – 5-year Max
 - Simplify contracts/ break up multi-function contracts (?)
- Past Performance/Price Tradeoff
 - Technical Submission is pass/fail
 - Past Performance an integration of recent, relevant contracts



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Past Performance/ Price Tradeoff



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BASIS FOR CONTRACT AWARD: This is a competitive best value source selection in which competing offerors' past performance history will be evaluated on a basis *significantly more important than* cost or price considerations.

- Tyndall Trainer Maintenance
- Sheppard Acft Maintenance
- Laughlin Base Operating Support
- Air Combat Training Systems
- Tyndall LRS
- Sheppard Trainer Maintenance
- Kirtland Helicopter Maintenance
- Fairchild Helicopter Maintenance



Evaluations of Proposals



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- Technical Will be Pass/Fail
 - Structure your proposal using the Evaluation Criteria as a Guide
 - Expect to show us your equipment/vehicles
 - Explain how you will mobilize and be ready on performance day
- Price
 - We can't ask for cost and pricing data on competitive contracts
 - We do not want you to underbid



Evaluations of Proposals



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- Past Performance Volume
 - Past Perf Info Sheets and Questionnaires
 - CPARS
 - Phone interviews
- What to include