

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT			1. CONTRACT ID CODE	PAGE OF PAGES	
			J	1	44
2. AMENDMENT/MODIFICATION NO. 0001	3. EFFECTIVE DATE 13-Jul-2016	4. REQUISITION/PURCHASE REQ. NO.		5. PROJECT NO.(If applicable)	
6. ISSUED BY COMMANDER, SPACE AND NAVAL WARFARE SYSTEMS COMMAND 02 CONTRACTS 4301 PACIFIC HIGHWAY SAN DIEGO CA 92110-3127	CODE N00039	7. ADMINISTERED BY (If other than item 6)		CODE	
		See Item 6			
8. NAME AND ADDRESS OF CONTRACTOR (No., Street, County, State and Zip Code)			X	9A. AMENDMENT OF SOLICITATION NO. N00039-16-R-0006	
			X	9B. DATED (SEE ITEM 11) 27-Jun-2016	
				10A. MOD. OF CONTRACT/ORDER NO.	
				10B. DATED (SEE ITEM 13)	
CODE			FACILITY CODE		
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS					
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offer <input type="checkbox"/> is extended, <input checked="" type="checkbox"/> is not extended. <p>Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended by one of the following methods: (a) By completing Items 8 and 15, and returning <u>1</u> copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.</p>					
12. ACCOUNTING AND APPROPRIATION DATA (If required)					
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS. IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.					
A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.					
B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(B).					
C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:					
D. OTHER (Specify type of modification and authority)					
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the issuing office.					
14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)					
<p>The purpose of Amendment 0001 is to accomplish the following:</p> <ol style="list-style-type: none"> 1. Replace Section L, Volume 1, Part A "Cover letter" with "Executive Summary" 2. Remove "TECHNICAL ANALYSIS ON SCENARIOS 2 AND 4" and replace with "TECHNICAL ANALYSIS ON SCENARIOS 2 AND 3 under Section M, section COST PRICE FACTOR . 3. Update CLIN structure description for the X86 Server Services: CLINs 0011, 1010 and 2010. 4. Update CLIN structure description for Network: CLINs 0003, 1002 and 2002. 5. Update CLIN structure description for SAN Switching Services: CLINs 0006, 1005 and 2005. 6. Section J has been updated to reflect updates to Attachments 1 and 7. Attachments 1 and 7 were updated to reflect the CLIN descriptions updates for SAN Switching Services, X86 Server Services, and Network. 7. Added language to Section L to provide clarification to the graphic requirements. 					
Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.					
15A. NAME AND TITLE OF SIGNER (Type or print)			16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)		
			TEL: _____ EMAIL: _____		
15B. CONTRACTOR/OFFEROR	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA		16C. DATE SIGNED	
_____ (Signature of person authorized to sign)		BY _____ (Signature of Contracting Officer)		13-Jul-2016	

SECTION SF 30 BLOCK 14 CONTINUATION PAGE

The following items are applicable to this modification:

SECTION SF 1449 - CONTINUATION SHEET

SUPPLIES OR SERVICES AND PRICES

CLIN 0003

The CLIN extended description has changed from:

ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

NET1; Enterprise Director Class Switch Ethernet; Port

NET2; Dir Class port blades 100Basex 48 port blades 10/100/1000; Blade

NET3; Mid-Tier 48 Port 10/100/1000 +4 SFP+; Switch
NET4; Entry Level 24 port 10/100/1000 + SFP+; Switch

NET5; Ethernet Router 4-10/100/1000 GbE ports; Switch

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
0003 FFP		1	Lot		
<p>Network</p> <p>ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>NET1; Enterprise Director Class Switch Ethernet; Port</p> <p>NET2; Enterprise Director Class port blades 100Basex 48 port blades 10/100 and 1/10GbE; Blade</p> <p>NET3; Mid-Tier 48 Port 10/100 and 1/10GbE + 48 SFP+; Switch</p> <p>NET4; Entry Level 24 port 10/100 and 1/10GbE + SFP+; Switch</p> <p>NET5; Ethernet Router 4-10/100/ and 1/10GbE ports; Switch</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p>					

	FOB: Destination

CLIN 0006

The CLIN extended description has changed from:

ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

SAN1; SAN Director Chassis with Redundant power supplies and capable of supporting 4 or more Blades; Chassis

SAN2; Hardware and/or software required to connect 4 or more SAN Director Chasses into a single network fabric; LINK

SAN3; Printed Circuit boards with 48 or more SAN ports for installation in SAN Director Chasses capable of port speeds up to 8Gbps; and support 64 port 8 Gpbs, 48 port 16 Gpbs; Blade

SAN4; Storage Area Network Port on a Blade installed in a SAN Director; Port

SAN5; Storage Area Network Management Software used for managing and monitoring Storage Area Networking devices (Directors, SAN Switches, et.al.); Instance

SAN6; Storage Area Network device with fixed number of SAN ports capable of speeds up to 16 Gbps; Port

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
0006 FFP		1	Lot		
	<p>SAN Switching Services</p> <p>ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>SAN1; SAN Director Chassis with Redundant power supplies and capable of supporting 4 or more Blades; Chassis</p> <p>SAN2; Hardware and/or software required to connect 4 or more SAN Director Chasses into a single network fabric; LINK</p> <p>SAN3; Printed Circuit boards with 48 or more SAN ports for installation in SAN Director Chasses capable of port speeds of at least 8Gbps; and support 64 port 8 Gpbs, 48 port 16 Gpbs; Blade</p> <p>SAN4; Storage Area Network Port on a Blade installed in a SAN Director; Port</p> <p>SAN5; Storage Area Network Management Software used for managing and monitoring Storage Area Networking devices (Directors, SAN Switches, et.al.); Instance</p> <p>SAN6; Storage Area Network device with fixed number of SAN ports capable of speeds up to 16 Gbps; Port</p>				

	<p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>
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CLIN 0011

The CLIN extended description has changed from:

TIER; ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

SMALL; X86S; Configuration: 1) 2 x 4 core CPUs; 2) 16 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

MEDIUM; X86M; Configuration: 1) 2 x 6 core CPUs; 2) 32 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

LARGE; X86L; Configuration: 1) 2 x 10 core CPUs; 2) 64 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

ENTERPRISE; X86E; Configuration: 1) 4 x 10 core CPUs; 2) 128 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
0011 FFP		1	Lot		
	<p>X86 Server Services</p> <p>TIER; ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>Small; X86S; Configuration: 1) 2 x 8 core CPUs; 2) 16 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Medium; X86M; Configuration: 1) 2 x 8 core CPUs; 2) 32 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in</p>				

	<p>addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Large; X86L; Configuration: 1) 2 x 10 core CPUs; 2) 512 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Enterprise; X86E; Configuration: 1) 4 x 18 core CPUs; 2) 1 TB of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>
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CLIN 1002

The CLIN extended description has changed from:

ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

NET1; Enterprise Director Class Switch Ethernet; Port

NET2; Dir Class port blades 100Basex 48 port blades 10/100/1000; Blade

NET3; Mid-Tier 48 Port 10/100/1000 +4 SFP+; Switch

NET4; Entry Level 24 port 10/100/1000 + SFP+; Switch

NET5; Ethernet Router 4-10/100/1000 GbE ports; Switch

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
1002 FFP		1	Lot		
OPTION	<p>Network</p> <p>ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>NET1; Enterprise Director Class Switch Ethernet; Port</p> <p>NET2; Enterprise Director Class port blades 100BaseX 48 port blades 10/100 and 1/10GbE; Blade</p> <p>NET3; Mid-Tier 48 Port 10/100 and 1/10GbE + 48 SFP+; Switch</p> <p>NET4; Entry Level 24 port 10/100 and 1/10GbE + SFP+; Switch</p> <p>NET5; Ethernet Router 4-10/100/ and 1/10GbE ports; Switch</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>				

CLIN 1005

The CLIN extended description has changed from:

ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

SAN1; SAN Director Chassis with Redundant power supplies and capable of supporting 4 or more Blades; Chassis

SAN2; Hardware and/or software required to connect 4 or more SAN Director Chasses into a single network fabric; LINK

SAN3; Printed Circuit boards with 48 or more SAN ports for installation in SAN Director Chasses capable of port speeds up to 8Gbps; and support 64 port 8 Gpbs, 48 port 16Gpbs; Blade

SAN4; Storage Area Network Port on a Blade installed in a SAN Director; Port

SAN5; Storage Area Network Management Software used for managing and monitoring Storage Area Networking devices (Directors, SAN Switches, et.al.); Instance

SAN6; Storage Area Network device with fixed number of SAN ports capable of speeds up to 16 Gbps; Port

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
1005 FFP		1	Lot		
<p>SAN Switching Services</p> <p>ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>SAN1; SAN Director Chassis with Redundant power supplies and capable of supporting 4 or more Blades; Chassis</p> <p>SAN2; Hardware and/or software required to connect 4 or more SAN Director Chasses into a single network fabric; LINK</p> <p>SAN3; Printed Circuit boards with 48 or more SAN ports for installation in SAN Director Chasses capable of port speeds of at least 8Gbps; and support 64 port 8 Gpbs, 48 port 16 Gpbs; Blade</p> <p>SAN4; Storage Area Network Port on a Blade installed in a SAN Director; Port</p> <p>SAN5; Storage Area Network Management Software used for managing and monitoring Storage Area Networking devices (Directors, SAN Switches, et.al.); Instance</p> <p>SAN6; Storage Area Network device with fixed number of SAN ports capable of speeds up to 16 Gbps; Port</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>					

CLIN 1010

The CLIN extended description has changed from:

TIER; ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

SMALL; X86S; Configuration: 1) 2 x 4 core CPUs; 2) 16 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

MEDIUM; X86M; Configuration: 1) 2 x 6 core CPUs; 2) 32 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

LARGE; X86L; Configuration: 1) 2 x 10 core CPUs; 2) 64 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for

connecting to SAN/NAS storage systems; Each

ENTERPRISE; X86E; Configuration: 1) 4 x 10 core CPUs; 2) 128 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
1010 FFP		1	Lot		
OPTION	<p>X86 Server Services</p> <p>TIER; ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>Small; X86S; Configuration: 1) 2 x 8 core CPUs; 2) 16 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Medium; X86M; Configuration: 1) 2 x 8 core CPUs; 2) 32 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Large; X86L; Configuration: 1) 2 x 10 core CPUs; 2) 512 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Enterprise; X86E; Configuration: 1) 4 x 18 core CPUs; 2) 1 TB of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>				

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CLIN 2002

The CLIN extended description has changed from:

ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

NET1; Enterprise Director Class Switch Ethernet; Port

NET2; Dir Class port blades 100Basex 48 port blades 10/100/1000; Blade

NET3; Mid-Tier 48 Port 10/100/1000 +4 SFP+; Switch

NET4; Entry Level 24 port 10/100/1000 + SFP+; Switch
NET5; Ethernet Router 4-10/100/1000 GbE ports; Switch

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
2002 FFP		1	Lot		
OPTION	<p>Network</p> <p>ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>NET1; Enterprise Director Class Switch Ethernet; Port</p> <p>NET2; Enterprise Director Class port blades 100Basex 48 port blades 10/100 and 1/10GbE; Blade</p> <p>NET3; Mid-Tier 48 Port 10/100 and 1/10GbE + 48 SFP+; Switch</p> <p>NET4; Entry Level 24 port 10/100 and 1/10GbE + SFP+; Switch</p> <p>NET5; Ethernet Router 4-10/100/ and 1/10GbE ports; Switch</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>				

CLIN 2005

The CLIN extended description has changed from:

ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

SAN1; SAN Director Chassis with Redundant power supplies and capable of supporting 4 or more Blades; Chassis

SAN2; Hardware and/or software required to connect 4 or more SAN Director Chasses into a single network fabric;
LINK

SAN3; Printed Circuit boards with 48 or more SAN ports for installation in SAN Director Chasses capable of port speeds up to 8Gbps; and support for 64 port 8 Gpbs, 48 port 16 Gpbs; Blade

SAN4; Storage Area Network Port on a Blade installed in a SAN Director; Port

SAN5; Storage Area Network Management Software used for managing and monitoring Storage Area Networking devices (Directors, SAN Switches, et.al.); Instance

SAN6; Storage Area Network device with fixed number of SAN ports capable of speeds up to 16 Gbps; Port

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
2005 FFP		1	Lot		
<p>SAN Switching Services</p> <p>ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>SAN1; SAN Director Chassis with Redundant power supplies and capable of supporting 4 or more Blades; Chassis</p> <p>SAN2; Hardware and/or software required to connect 4 or more SAN Director Chasses into a single network fabric; LINK</p> <p>SAN3; Printed Circuit boards with 48 or more SAN ports for installation in SAN Director Chasses capable of port speeds of at least 8Gbps; and support 64 port 8 Gpbs, 48 port 16 Gpbs; Blade</p> <p>SAN4; Storage Area Network Port on a Blade installed in a SAN Director; Port</p> <p>SAN5; Storage Area Network Management Software used for managing and monitoring Storage Area Networking devices (Directors, SAN Switches, et.al.); Instance</p> <p>SAN6; Storage Area Network device with fixed number of SAN ports capable of speeds up to 16 Gbps; Port</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>					

CLIN 2010

The CLIN extended description has changed from:

TIER; ELEMENT ID; DESCRIPTION; UNIT OF ISSUE

SMALL; X86S; Configuration: 1) 2 x 4 core CPUs; 2) 16 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

MEDIUM; X86M; Configuration: 1) 2 x 6 core CPUs; 2) 32 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

LARGE; X86L; Configuration: 1) 2 x 10 core CPUs; 2) 64 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

ENTERPRISE; X86E; Configuration: 1) 4 x 10 core CPUs; 2) 128 gigabytes of memory; 3) 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 4) 1 x Dual port 8 Gb fiber channel Host Bus Adapter (HBA), OR 1 x Dual port 10GBE NIC, for connecting to SAN/NAS storage systems; Each

*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".

To:

ITEM NO	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE	AMOUNT
2010 FFP		1	Lot		
OPTION	<p>X86 Server Services</p> <p>TIER; ELEMENT ID; DESCRIPTION; UNIT OF ISSUE</p> <p>Small; X86S; Configuration: 1) 2 x 8 core CPUs; 2) 16 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Medium; X86M; Configuration: 1) 2 x 8 core CPUs; 2) 32 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Large; X86L; Configuration: 1) 2 x 10 core CPUs; 2) 512 gigabytes of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in</p>				

	<p>addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>Enterprise; X86E; Configuration: 1) 4 x 18 core CPUs; 2) 1 TB of memory; 3) Minimum 64GB mirrored SSD for booting and hosting virtualization software; 4) Minimum 1 x Quad port gigabit Ethernet PCIe NIC card, in addition to on-board Ethernet ports on the server model, for network connectivity and remote management; 5) Minimum 1 x Dual port 8 Gb fibre channel Host Bus Adapter (HBA), OR 1 x Dual port minimum 10GBE NIC, for connecting to SAN/NAS storage systems; and 6) Minimum connections for each blade and/or rack server network interfaces to support three physically isolated network fabrics (Storage, Management, and Public); Each</p> <p>*The quantity for each service required (identified by Element ID above) will be identified at the Delivery Order level. The Unit Price is based on "\$/Unit of Issue/Day".</p> <p>FOB: Destination</p>
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The following have been modified:

SECTION J – LIST OF DOCUMENTS, EXHIBITS, AND OTHER ATTACHMENTS

List of Attachments:

ATTACHMENT/ DESCRIPTION DATE EXHIBIT NO.

Attachment No. 1 Performance Work Statement **dated 13 July 2016**
Attachment No. 2 DD Form 1423, Contract Data Requirements List (CDRLs) A001 - A014 dated 14 June 2016
Attachment No. 3 Quality Assurance Surveillance Plan dated 14 June 2016
Attachment No. 4 Contract Security Classification, DRAFT Form DD254 dated 27 October 2015

SOLICITATION ATTACHMENTS

Attachment No. 5 Relevant Experience Form
Attachment No. 6 Past Performance Questionnaire
Attachment No. 7 Pricing Models for CaaS and Engineering Services **(dated 12 July 2016)**
Attachment No. 8 Pricing Models for Scenarios 2 and 3
Attachment No. 9 Corporate Non-Disclosure Agreement
Attachment No. 10 Employee Non-Disclosure Agreement

SECTION L – INSTRUCTIONS, CONDITIONS, AND NOTICES TO BIDDERS

L-1 OFFEROR QUESTIONS REGARDING REQUEST FOR PROPOSAL

Offerors may submit questions and request clarifications related to any aspect of this RFP. All questions shall only be provided in written form via email to Ms. Kim Harvill at kim.harvill@navy.mil; LCDR Suquon Combs at suquon.combs@navy.mil, and Ms. Maggie Uriostigue at maggie.uriostigue@navy.mil. The Government will make available to all offerors all questions and requests for clarifications and any Government responses to such questions and requests for clarifications; therefore, offerors are instructed not to submit questions of a proprietary nature. The Government intends on posting periodic batch responses to questions. The Government may not respond to questions and requests for clarifications submitted later than **06 July 2016**.

L-2 ESTIMATED EFFECTIVE AWARD DATE

For Bidding/Proposal purposes, the estimated effective date of contract award is **05 December 2016**.

L-3 SUBMISSION OF ELECTRONIC PROPOSALS

(a) Offerors shall submit their proposals electronically to SPAWAR under the instructions contained in this provision. Offerors shall submit their signed proposals as “PDF” documents and in their native document format. Electronic copies shall be submitted via the SPAWAR E-Commerce Central (SPAWAR E-CC). Offerors submitting electronic proposals (e-Proposals) shall register in the SPAWAR E-CC and select their own password in order to submit a proposal. Offerors are required to read the “Submitting a Proposal?” web page found in the SPAWAR E-CC. For information about “e-Proposal” submission, please visit the SPAWAR E-CC. The URL for the SPAWAR E-Commerce Central is <https://e-commerce.sscno.nmci.navy.mil>.

(b) Each electronic file shall also be clearly marked to show the proposal volume number, solicitation number and offeror’s name. E-Proposal files shall not contain classified data. The offeror’s e-proposal shall be in accordance with the requirements set forth below:

- (1) Adobe Acrobat version 4.01 or greater shall be used to create the “PDF” files.
- (2) The proposal submission files may be compressed (zipped) into one (1) ZIP file entitled “PROPOSAL.ZIP” using WinZip version 6.3 or greater.
- (3) Cost or Pricing Type Data: All information relating to cost and pricing type data shall be included only in the section of the proposal designated by the Contracting Officer as the Cost Proposal. Under no circumstances shall cost and pricing type data be included elsewhere in the proposal. Paragraph cross-referencing between Cost Proposal paragraphs and technical/management proposal paragraphs is requested to provide clarity. The cost/price proposal outlining the proposed prices for each of the Contract Line Item Number (CLIN) / Sub-Contract Line Item Number (SLIN) shall be submitted in MS Excel, Version 2000 or newer. All the formulas shall be accessible and shall not be protected.

(c) Bids and proposals submitted electronically will be considered “late” unless the bidder or offeror completes the entire transmission of the bid or proposal prior to the due date and time for receipt of bids or proposals. This paragraph (c) supplements the submission, modification and withdrawal of bids and proposals coverage in the FAR 52.212-1 “Instructions to Offerors--Commercial Items”.

L-4 TYPE OF CONTRACT

The Government contemplates award of one (1) (single award) Indefinite Delivery / Indefinite Quantity (IDIQ) contract with Firm Fixed Price (FFP) Contract Line Item Numbers (CLINs) with a seven (7) year period of performance, if all options are exercised. This contract shall include one 5-year Base Period and two 1-year Option Periods.

L-5 AWARD BASED UPON INITIAL OFFERS

The Government intends to evaluate proposals and award a contract without discussions with offerors. Therefore, the offeror’s initial proposal should contain the offeror’s best terms from a cost or price and technical standpoint. The Government reserves the right to conduct discussions if the Contracting Officer later determines discussions to be necessary. The Government also reserves the right to request other than certified cost or pricing data in accordance with 52.215-20 Alt IV.

L-6 PROPOSAL REQUIREMENTS

(a) GENERAL PROPOSAL REQUIREMENTS

Responses to the requirements for each of the evaluation factors are necessary to enable the Government to evaluate the offeror's understanding of, and capability to accomplish, the stated requirements. The offeror’s proposal must provide sufficient detail to substantiate the validity of all stated claims. Proposals shall be submitted in accordance with the instructions contained herein. Non-conformance may cause rejection, or downscoring, of the proposal. An offeror's proposal is presumed to represent the best effort in response to the solicitation. Proposals shall be clear, concise and complete. Sufficient supporting information shall be provided to allow the Government to evaluate the offeror's proposed approach. Statements such as “the offeror understands and complies” with the requirements or paraphrasing the requirements in the RFP is considered inadequate. Responses such as: "Standard procedures will be employed" and "well known techniques will be used" are also considered inadequate.

(b) PROPOSAL FORMAT REQUIREMENTS

Offerors shall submit their proposal documents via SPAWAR E-CC as “PDF” documents **and** in their native document format whether in Microsoft Word as .doc or Microsoft Excel as .xls.

Alternate Presentation Styles. Diagrams, tables, matrices, and other presentation styles are acceptable substitutes for text when data can be made more readable using these styles.

Title Page or Identifier. The document shall include a title page containing, as applicable: document number; volume number; version/revision indicator; security markings; date; document title; name and address of the preparing organization; and distribution statement.

Table of Contents. The document shall contain a table of contents providing the title and page number of each titled paragraph, figure, table, and appendix. This TOC will not be included in the page count limitation.

Page Numbering/Labeling. Each page shall contain a unique page number and display the document number, including version, volume, and date, as applicable.

(c) TIME AND DATE FOR RECEIPT OF PROPOSALS

The time and date for receipt of proposals is **2:00 PM, Pacific Daylight Time (PDT), Wednesday, 10 August 2016**. Submissions are subject to the late proposal provisions of FAR 52.212-1, Instructions to Offerors- Commercial Acquisition. All times are local time in San Diego, California. Offerors are requested to include a statement that their proposal is valid for **180 days** after date of submission.

(d) PROPOSAL REQUIREMENTS

The offeror's proposal shall consist of three (3) separate Volumes as follows:

VOLUME	PAGE LIMIT
I. TECHNICAL PROPOSAL	
A. 1. Executive Summary	3 pages
2. Cross Reference Matrix	No page limit
B. Factor 1 – Technical Capability and Approach	30 pages for text and charts*
Factor 2 – Management Capability and Approach	15 pages for text and charts
Factor 3 – Past Performance	No page limit
Factor 4 – Small Business Subcontracting	No page limit
II. COST/PRICE PROPOSAL	No page limit
III. CONTRACT DOCUMENTS	
1. Cover Letter with Assumptions/Exceptions to RFP	3 pages
2. Completed and signed Standard Form (SF) 1449	1 page

*Note: Page limits are in addition to the fill-ins required under Attachment No. 8 for Scenarios 2 and 3 pricing.

VOLUME I: TECHNICAL PROPOSAL PAGE LIMIT

A.

- | | |
|----------------------------------|---------------|
| 1. Executive Summary | 3 pages |
| 2. Cross Reference Matrix | No page limit |

B. Evaluation Factors 1 through 4, with relevant SubFactors:**Factor 1: Technical Capability and Approach** 30 pages for text and charts*

- SubFactor 1.1 – Storage Solutions and Capabilities
- SubFactor 1.2 – SAN Switching Services and Back-Up Specifications and Capabilities
- SubFactor 1.3 – Fibre Channel Services
- SubFactor 1.4 – Tape Services
- SubFactor 1.5 – Compute Services Specification and Capabilities
- SubFactor 1.6 – Core Networking Specification and Capabilities
- SubFactor 1.7 – Supported Environments Interoperability
- SubFactor 1.8 – Maintenance
- SubFactor 1.9 – Scenario 1 – On Premise Computing Infrastructure Installation
- SubFactor 1.10 – Scenario 2 – Ad Hoc Changes, Equipment Moves within the Same Building
- SubFactor 1.11 – Scenario 3 – Ad Hoc changes, Equipment Moves to a Different Building

*Note: Page limits are in addition to the fill-ins required under Attachment No. 8 for Scenarios 2 and 3 pricing.

Factor 2: Management Capability and Approach 15 pages for text and charts

- SubFactor 2.1 – Performance and Availability
- SubFactor 2.2 – Provisioning, Management, and Reporting Infrastructure
- SubFactor 2.3 – Delivery, Installation and Configuration Support
- SubFactor 2.4 – Ordering / Payment Process; Acceptance; Moving; Invoice Creation and Billing Cycle
- SubFactor 2.5 – Information Assurance for Contractor Personnel
- SubFactor 2.6 – Transition Strategy
- SubFactor 2.7 – Service Level Agreement

Factor 3: Past Performance No page limit**Factor 4: Small Business Subcontracting** No page limit

- SubFactor 4.1 – Subcontracting Requirements
- SubFactor 4.2 – Historical Achievement of Small Business Subcontracting Goals and Timely Payment of Subcontractors

VOLUME II:	COST/PRICE PROPOSAL	PAGE LIMIT
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- | | | |
|--|--|---------------|
| 1. Completed Section B | | No page limit |
| 2. Completed Attachments No. 7 and 8 | | No page limit |
| (The Government will review the cost/pricing information pertaining to the requirement from Volume II only.) | | |

3. Completed CDRL Pricing Table below

No page limit

CDRL PRICING TABLE: The CDRLs identified below are the Not Separately Priced (NSP) CDRLs that have been included in the target FFP CLINs noted on the CDRLs. The associated pricing is requested for understanding of the associated data deliverables reflected in the target CLIN for Government information only.

TO BE FILLED IN BY OFFEROR (IN \$)

CDRL #	BASE PERIOD (MONTH 01- 12)	BASE PERIOD (MONTH 13-24)	BASE PERIOD (MONTH 25 – 36)	BASE PERIOD (MONTH 37 – 48)	BASE PERIOD (MONTH 49 – 60)	OPTION YEAR 1	OPTION YEAR 2
A001							
A002							
A003							
A004							
A005							
A006							
A007							
A008							
A009							
A010							
A011							
A012							
A013							
A014							

(The Government will review the cost/pricing information pertaining to the above CDRLs under the Cost/Price volume as information only.)

VOLUME III: CONTRACT INFORMATION PAGE LIMIT

- | | |
|---|---------------|
| 1. Cover Letter with Assumptions / Exceptions to the RFP | 3 pages |
| 2. Completed and signed Standard Form (SF) 1449 | 1 page |
| 3. Completed and signed Section K Representations and Certifications | No page limit |
| 4. Defense Investigative Service Office and POC | No page limit |
| 5. DCAA and DCMA POCs and Contact for Prime and Each Sub | No page limit |
| 6. Prime Contractor’s cognizant SBA District and/or Regional Office(s), with the name, phone number, and email address of a SBA point of contact who is familiar with their company | |
| 7. Completed DD Form 254 | No page limit |
| 8. Contractor Responsibility Data | No page limit |
| 9. Fill-ins completed through the entire RFP document | No page limit |

10. EEO Compliance Status / Evidence VETS 4212 No page limit
11. Most current Forward Pricing Rate Agreement or DCAA audit report No page limit

PAGE/FORMAT: All pages (excluding charts) shall be prepared using Times New Roman 12-point font, single spacing, single-sided, 8 ½” x11” sized paper. For charts only, fold-outs using 11” X 17” sized paper are allowed and shall be counted as one page. **Offerors should assume the Government evaluators will be reviewing all submittals in a black and white format; therefore, offerors are responsible for ensuring the legibility of all tables, charts, etc., when printed/copied using black and white printers/copiers.**

VOLUME I: REQUIREMENTS FOR TECHNICAL PROPOSAL

General Considerations: The general considerations set forth below shall be followed in the preparation of proposals.

1. The offeror shall submit a technical proposal to enable the Government to make a thorough evaluation and arrive at a sound determination regarding the extent to which the proposed technical approach and equipment will meet the requirements of the RFP.
2. The proposal shall present sufficient information to allow the Government to assess risks associated with the offeror's transition into providing the Capacity as a Service on this procurement.
3. The proposal shall clearly demonstrate the offeror's understanding of the PWS requirements as well as the requirements of this solicitation and their interrelationships. The proposal shall demonstrate the offeror's familiarity with the detailed aspects of the problems involved and shall clearly demonstrate that the offeror's understanding of the requirements. For any exception to the requirements, the offeror shall discuss the reasons for non-compliance, including the associated risks for not meeting the requirements and alternate approach and associated limitations.
4. The offeror's proposal shall be sufficiently detailed to allow the Government to evaluate the offeror's technical proposal in accordance with the evaluation factors. Wherever relevant, the Offeror is encouraged to use cross-references to the applicable sections of the proposal.
5. The proposal shall clearly demonstrate the offeror's understanding of the technical and management limitations in the proposed approach and shall state considerations given to alternative approaches.
6. No cost or pricing information shall be included in the technical proposal. Offers which do not present sufficient information to permit complete technical evaluation by the Government may be rejected. If proposal submissions contain assumptions and exceptions, the Government reserves the right to reject the proposal at its discretion.
7. Proprietary data contained in the proposal shall be specifically identified.

VOLUME I, PART A - EXECUTIVE SUMMARY

The Executive Summary shall contain a summary of the offeror's proposal (excluding all cost information). The summary shall provide a concise statement of the purpose, objectives, and basic

problems of the effort. The summary shall demonstrate the offeror's overall concept of the work being proposed and plans for accomplishing the objectives and requirements set forth in the Performance Work Statement. This summary should be complete, stand on its own, and provide an understanding of the proposal to those reading only the summary. The intent of this section is to provide an overview of the offeror's proposal, highlighting salient features in the areas of technical approach and management.

The proposal shall be accompanied by a cover letter prepared on the company's letterhead and signed by an officer or individual authorized to commit the company to the work proposed. The cover letter shall identify all enclosures being transmitted as part of the proposal. A copy of the letter shall precede the title page of Volume I of the proposal.

The letter shall include the following:

- a. The Company Name, Address, Point of Contact with Telephone and Fax Number, E-mail Address, Contractor and Government Entity (CAGE) code, and DUNS number.
- b. A statement that the proposal shall be valid for **180 days** from the proposal due date of **10 August 2016**.
- c. A statement acknowledging that Prime contractors shall administer FAR compliant contracts with their subcontractors and are responsible for determining the responsibility of their prospective subcontractors, per FAR 9.104.
- d. A statement specifying the extent of agreement with all terms, conditions, and provisions included in the solicitation. Any exceptions or proposed alternatives to the Terms and Conditions shall be detailed in Volume III.

In the event that any portion of this volume is written by someone other than a direct employee of the prime contractor or subcontractor submitting this proposal, or is not listed in the attached resumes to this volume, a statement to this effect shall be furnished which shall be signed by a responsible officer of the offeror. The statement shall include the individual's name, employment capacity, the name of the firm, the relationship of that firm to the offeror's, the specific portions of the Technical/Management Proposal written, and the reasons why the individual wrote or assisted in writing the affected portion.

VOLUME I, PART A shall be structured as follows:

Executive Summary, title page, table of contents, lists of figures, drawings and tables, glossary, and list of proprietary data shall be included. Consecutive page numbers shall be assigned throughout the Executive Summary.

1. **Introduction:** This section shall provide an outline summarizing the principle elements of the Executive Summary.
2. **Company Information:** This section shall provide the following information concerning the offeror's company (or other business entity):
 - a. Date of founding;
 - b. Place of incorporation (if applicable);
 - c. Principle stockholding and key corporate officers;
 - d. Parent firm (if a subsidiary);

- e. Other ownership (individual, partnership, other);
 - f. Location of home and field office;
 - g. Location and summary description of facilities; and
 - h. Type of work in which firm is engaged.
3. **Overview:** This section shall contain an overview summarizing the offeror's proposal. The overview shall clearly indicate why the contract should be awarded to the Offeror, and shall include a summary of the highlights and references to the plans and qualifications detailed in the body of the proposal.
 4. **Team Structure:** If the offeror proposes to team with other organizations for the performance of this effort, the team members shall be identified and presented, and a statement from each team member regarding commitment to participation in the program shall be provided in this section.
 5. **Cross Reference Matrix:** This section shall include a cross reference matrix between the PWS and the proposal. The cross reference matrix may be separately bound at the discretion of the offeror and is not included in the Volume I page limitations. The cross reference matrix will be used to demonstrate that the offeror has complied with and satisfied all the requirements of the solicitation.

VOLUME I, PART B – TECHNICAL/MANAGEMENT PROPOSAL:

The Technical/Management Proposal shall be specific, complete, and sufficiently detailed to enable Government personnel to determine whether or not the proposal meets the requirements of the PWS and Contract Data Requirements List (CDRL). The Technical/Management Proposal shall clearly demonstrate that the offeror has a thorough understanding of the requirements and shall provide a detailed explanation of any assumptions or exceptions to the PWS or data requirements, including paragraph or CDRL number. The offeror shall state if no exceptions are taken.

Offerors are cautioned that failure to submit the requested information set forth in the Proposal General Requirements section or to provide sufficient information for evaluation in the Technical/Management Proposal may result in rejection of the proposal. Offerors shall not include cost/price information in the Technical/Management volume.

The Technical/Management Proposal shall be prepared in the following manner:

1. The proposed technical approach shall be specific, complete, and sufficiently detailed to enable Government personnel to determine the extent to which the proposal meets the requirements of the PWS and Contract Data Requirements List (CDRL). The proposed approach shall clearly demonstrate the offeror's understanding of the requirements, including problems inherent in providing Capacity as a Service, as outlined in the PWS. Statements that the offeror understands or "will comply" with the PWS, or that simply paraphrase the PWS or parts thereof, are inadequate. Similarly, phrases such as "standard procedures will be employed" or "well-known techniques will be used" are inadequate.
2. In this section, the offeror shall describe how the Capacity as a Service will be provided and how the overall efforts proposed will be efficiently and cost effectively integrated and managed. The proposed technical approach shall be specific, complete, and

sufficiently detailed to clearly describe the capabilities and resources which will be applied to the tasks assigned under this contract. The proposed approach shall clearly demonstrate how the offeror will comply with each PWS task, including a complete, detailed explanation of the techniques, disciplines, division of labor, responsibilities and procedures to be applied and how the offeror will meet the Navy's objectives in an economical, timely, and effective manner.

Additionally, offerors shall address the following items:

FACTOR 1: TECHNICAL CAPABILITY AND APPROACH

SUBFACTOR 1.1: STORAGE SOLUTIONS AND CAPABILITIES

In accordance with PWS Section 6.5, Storage Solutions and Capabilities, the offeror shall demonstrate knowledge of each class of storage and components to determine compliance with the performance requirements detailed in the PWS, and describe the approach toward meeting the requirements. The offeror shall describe the specific technologies, along with their specifications, proposed for each class of storage solution equipment to be installed in a Government facility, as follows:

- Enterprise class storage solutions;
- Mid-range class storage solutions; and
- Network attached storage (NAS) solutions.

Additionally, the offeror shall demonstrate how the proposed solutions support data de-duplication capabilities that are scalable and minimize downtime.

SUBFACTOR 1.2: SAN SWITCHING SERVICES AND BACK-UP SPECIFICATIONS AND CAPABILITIES

In accordance with PWS Section 6.6, SAN Switching Services, the offeror shall demonstrate knowledge of the SAN Switching Services requirements to determine compliance using the proposed approach and solutions. The offeror shall describe the specific technologies proposed, along with their specifications, in order to provide solutions for storage data protection, recovery backup, and archiving. The offeror's solution shall include a complete multi-site back-up solution (PWS 6.6.3).

SUBFACTOR 1.3: FIBRE CHANNEL SERVICES

In accordance with PWS Section 6.7, Fibre Channel Services, the offeror shall demonstrate knowledge of the Fibre Channel Services requirements to determine compliance using the proposed approach and solutions. The offeror shall describe the specific technologies proposed to allow for the extension of Storage Area Networks over distance.

SUBFACTOR 1.4: TAPE SERVICES

In accordance with PWS Section 6.8, Tape Services, the offeror shall demonstrate knowledge of each class of Tape Services to determine compliance with the requirements detailed in the PWS, and describe the approach toward meeting the requirements. The offeror shall describe the specific technologies proposed, along with their specifications, in the solutions for each class of solution equipment to be installed in a Government facility. The 3 classes of Tape Services are as follows:

- Enterprise;
- Mid-Tier; and
- Entry Level

SUBFACTOR 1.5: COMPUTE SERVICES SPECIFICATION AND CAPABILITIES

In accordance with PWS Section 6.9, Compute Services, the offeror shall demonstrate knowledge of each class of Compute Services and their components to determine compliance with the performance requirements detailed in the PWS, and describe the approach toward meeting the requirements. The offeror shall describe the specific technologies, along with their specifications, proposed in the solutions for each class of Compute Services equipment to be installed in a Government facility, as follows:

- Small Capacity;
- Medium Capacity;
- Large Capacity; and
- Enterprise Capacity

SUBFACTOR 1.6: CORE NETWORKING SPECIFICATION AND CAPABILITIES

In accordance with PWS Section 6.10, Network Services, the offeror shall demonstrate knowledge of the requirements to determine compliance with the performance requirements detailed in the PWS. The offeror shall describe the specifications for all networking equipment provided on a capacity basis. The offerings shall include tiered options for deployment of both internet protocol (IP) and fibre channel (FC) network backbone. The offeror shall also describe the process and the offeror's policy that facilitate the retention of all storage devices and media by the Government prior to any device being taken off Government premises.

SUBFACTOR 1.7: SUPPORTED ENVIRONMENTS INTEROPERABILITY

In accordance with PWS Section 6.11, Supported Environments Interoperability, the offeror shall demonstrate knowledge of the requirements to determine compliance with the performance requirements detailed in the PWS. The offeror shall describe how the proposed solution will be compatible and interoperable with current Government infrastructure while ensuring that the current Government systems are capable of connecting with the Contractor provided storage. The offeror shall describe how the proposed system will ensure interoperability and support for IPv4 and IPv6 and describe how the proposed infrastructure components are capable of remote notification of failures or impending failures to the Government and the Contractor.

SUBFACTOR 1.8: MAINTENANCE

In accordance with PWS Section 6.13, Maintenance, the offeror shall demonstrate knowledge of the requirements to determine compliance with the performance requirements detailed in the PWS, and describe the approach toward and procedures planned toward meeting the requirements for Preventative, Predictive and Remedial Maintenance as well as Remote Diagnostics on all equipment proposed while ensuring that the solution delivers a minimum of 99.999% performance availability for Enterprise class storage and 99.95% for all other orderable systems. The offeror shall describe in detail the strategies for the various maintenance requirements, including 24x7x365 problem escalation/resolution support, staffing availability for after hours, weekends, and holidays and for situations such as having a field engineer available on-site during a facility power upgrade, power failure, or equipment move within a facility. The offeror shall include details for Call Center availability hours and trouble ticket resolution process, procedures, and timelines.

SUBFACTOR 1.9: SCENARIO 1 – ON PREMISE COMPUTING INFRASTRUCTURE INSTALLATION

You are tasked to install computing infrastructure that will support a multi-tenant virtual environment in a Government facility with up to a Secret classification. The infrastructure will include SAN storage, x86 based compute, and necessary network interconnects. The hypothetical infrastructure will include 32 compute nodes, approximately 500 TB of enterprise class storage, and all required networking and appliances. The hypothetical infrastructure should be made ready for use such that the Government can install a hypervisor and virtual machines deployed.

1. Describe the offeror's approach to managing the technical risks associated with deploying on-premise computing infrastructure within a secured Government facility. The offeror shall demonstrate the capability to develop DoD and agency compliant architectures and deploy infrastructure based upon that architecture. Provide a notional schedule that ensures compliance with SLA requirements. The schedule should include taskings that directly relate to the necessary steps and activities shown in your description.
2. Describe the offeror's approach to managing the administrative risks associated with deploying on-premise computing infrastructure in a secured Government facility. Identify the processes, procedures, guidelines, and training that will be used to ensure the service can be delivered and maintained on a Government controlled site.

SUBFACTOR 1.10: SCENARIO 2 – AD HOC CHANGES, EQUIPMENT MOVES WITHIN THE SAME BUILDING

Following the Implementation Phase (Scenario 1 above) of the delivery, the offeror will be tasked with maintaining and executing ad-hoc changes. In this scenario, you are tasked to move four racks of equipment consisting of compute, storage, and network distribution. The move will take place within the same building. Functionality should remain unchanged.

1. Describe the activities involved in infrastructure relocation, including the initial technical assessment, labor requirements, Firm Fixed Price (FFP) estimate, and execution. The description should detail the necessary steps to complete the move and include examples of associated costs estimates used to build the firm fixed price proposal for the effort. Provide a notional schedule that ensures compliance with the SLA and minimal disruption. The schedule should include taskings that directly relate to necessary steps and activities shown in your description.
2. The offeror shall use the Labor Categories shown in Attachment 5 of the PWS to develop a FFP quote. The quote shall be included in the Pricing Model provided under Attachment No. 8 of the RFP. The FFP quote shall include the Labor Categories required, number of hours per Labor Category, extended price for Labor, and any other material requirements and associated costs/prices. The offeror shall explain how the estimates are derived for the final proposed FFP for the effort. If additional Labor Categories are required, the offeror shall include the job description, qualifications, and experience.

SUBFACTOR 1.11: SCENARIO 3 – AD HOC CHANGES, EQUIPMENT MOVES TO A DIFFERENT BUILDING (ON THE SAME CAMPUS)

Following the Implementation Phase (Scenario 1 above) of the delivery, the offeror will be tasked with maintaining and executing ad-hoc changes. In this scenario you are tasked to move four racks of equipment consisting of compute, storage, and network distribution. You are tasked with moving the equipment from one building to a different building on the same campus. Functionality should remain unchanged.

1. Describe the activities involved in infrastructure relocation, including the initial technical assessment, labor requirements, FFP estimate, and execution. The description should detail the necessary steps to complete the move and include examples of associated costs estimates used to build the firm fixed price proposal for the effort. Provide a notional schedule that ensures compliance with the SLA and minimal disruption. The schedule should include taskings that directly relate to necessary steps and activities shown in your description.
2. The offeror shall use the Labor Categories shown in Attachment 5 of the PWS to develop a FFP quote. The quote shall be included in the Pricing Model provided under Attachment No. 8 of the RFP. The quote shall include the Labor Categories required, number of hours per Labor Category, extended price for Labor, and any other material requirements and associated costs/prices. The offeror shall explain how the estimates are derived for the final proposed Firm Fixed Price for the effort. If additional Labor Categories are required, the offeror shall include the job description, qualifications, and experience.

FACTOR 2: MANAGEMENT CAPABILITY AND APPROACH

SUBFACTOR 2.1: PERFORMANCE AND AVAILABILITY

In accordance with PWS Section 6.14, Performance and Availability, the offeror shall demonstrate knowledge of the requirements to determine compliance with the performance requirements detailed in the Service Level Agreements (SLAs) located in the PWS, Section 14. The offeror shall describe the approach toward meeting the requirements for providing utility service with the ability to increase and decrease capacity, as required. Billing must reflect increases and decreases, without cancellation costs for capacity cancellation or reduction. Include detail on the offeror's plans to provide problem escalation/resolution support and include information about whom and their authority at each level in the process support chain.

SUBFACTOR 2.2: PROVISIONING, MANAGEMENT, AND REPORTING STRUCTURE

In accordance with PWS Section 6.12, Provisioning, Management, and Reporting Infrastructure, the offeror shall demonstrate knowledge of provisioning, management, and reporting as it relates to the performance requirements detailed in the SLAs. The offeror shall also describe the approach toward meeting the requirements. The offeror shall detail the proposed centralized management solution to enable the Government to manage the CaaS solution and generate customizable reporting of infrastructure performance. The offeror shall describe how this solution is scalable and customizable to enable the Government to have command and control over the Contractor-provided assets.

SUBFACTOR 2.3: DELIVERY, INSTALLATION AND CONFIGURATION SUPPORT

In accordance with PWS Section 6.15, Delivery, Installation and Configuration Support, the offeror shall describe how the offeror plans to acquire, install, uninstall, and transport the necessary hardware and software to support the proposed infrastructure associated with the contract while meeting the performance requirements described in the PWS. The offeror shall describe the methodology for providing Government personnel with access to technical documentation and in-depth training for all CaaS solutions provided in the Contractor's offerings and utility pricing.

SUBFACTOR 2.4: ORDERING/PAYMENT PROCESS; ACCEPTANCE; MOVING; INVOICE CREATION AND BILLING CYCLE

In accordance with PWS Sections 6.16 – 6.19, the offeror shall describe the proposed Order Management System in order to demonstrate knowledge of the performance requirements and SPAWAR security guidelines. The offeror shall include sample reports and screenshots from the offeror's current Order Management System.

SUBFACTOR 2.5: INFORMATION ASSURANCE FOR CONTRACTOR PERSONNEL

In accordance with PWS Section 7.0, Information Assurance for Contractor Personnel and DoD 8570.01-M Change 4, the offeror shall describe the proposed personnel staffing plan to ensure availability of certified personnel within 21 working days of contract award. Offerors with pre-qualified personnel at the start of contract will be evaluated as lower risk.

SUBFACTOR 2.6: TRANSITION STRATEGY

In accordance with PWS Section 8.0, Transition Strategy, the offeror shall describe the proposed processes to effectively on-board and off-board the proposed solutions at the time of contract award and at the conclusion of the contract. Describe the offeror's approach to facilitate appropriate transition and transfer of data to the Government upon completion of this contract.

SUBFACTOR 2.7: SERVICE LEVEL AGREEMENT

In accordance with PWS Section 14.0, Service Level Agreement, the offeror shall describe the proposed processes to effectively meet the performance requirements. The offeror shall itemize each individual "SLA Delivery" requirement and discuss in detail how the "Performance Measurement" for each requirement will be met. The offeror shall also include information/examples of the offeror's success supporting the stringent uptime in the commercial and/or public sector.

FACTOR 3: PAST PERFORMANCE

Past performance is a measure of the degree to which an offeror satisfied its customers in the past and complied with the statement of work (SOW) or performance work statement (PWS); contract/task order schedule; and contracted terms and conditions, including small business subcontracting goals. The past performance evaluation, for performance confidence assessment, considers each offeror's demonstrated recent and relevant record of performance in supplying quality products and services that meet the contract's requirements.

Offerors shall complete and submit up to three (3) Relevant Experience Forms (**Attachment No. 5**) for contracts/orders performed within the past three (3) years that demonstrate the quality, recency, and relevancy of the offeror's corporate experience. Offerors shall submit information on contracts considered most relevant in demonstrating the offeror's ability to perform the proposed effort. Offerors are required to explain those aspects of the contracts/tasks that are deemed relevant to the proposed effort, and to identify the specific Technical and Management factors, the proposed efforts relate. Direct experience with Department of Defense will be considered more favorably than non-DoD experience.

This information is required on the offeror/Prime, teaming partners, and/or joint venture partners and subcontractors proposed to perform at least 40% of the proposed effort based on the total proposed price, or perform aspects of the effort the offeror considers relevant to overall successful performance.

Offerors shall include rationale supporting assertions of relevance. Note that the Government generally will not consider performance on an effort that concluded more than 3 years prior to the issuance date of this solicitation.

If available, offerors shall attach the most recent CPARS evaluations, covering the past 3 years, for each Relevant Experience identified.

If CPARS evaluations are unavailable, offerors shall submit one Past Performance Questionnaire (PPQ), provided as **Attachment No. 6**, to each of the customers cited on the Relevant Experience Form, ensuring that the reference's contact information is accurate. The offeror shall request that the customer / individual who was responsible for Government oversight of the work experience detailed complete the PPQ form and send the completed form as an email attachment to kim.harvill@navy.mil, suquon.combs@navy.mil; and maggie.uriostigue@navy.mil. The completed PPQ should be received by the Government not later than the proposal due date and time. However, the Government may consider past performance information received after this date and time. The Government reserves the right to limit the number of references it decides to contact and to contact references other than those provided by the offeror. The Government does not assume the duty to search for information to cure problems identified in the past performance information provided by the offeror. The burden of providing thorough and complete past performance information remains with the offeror.

Recency, Relevancy, Quality, and Performance Confidence Assessment rating/assessment definitions are contained in Section M. Past performance information from the Prime and subcontractor(s) may be submitted.

FACTOR 4: SMALL BUSINESS SUBCONTRACTING

SUBFACTOR 4.1: SUBCONTRACTING REQUIREMENTS

Large Business offerors shall discuss their approach to ensuring that at least 34.5% of the subcontracted amount of their proposal represents awards to Small Business Concerns consistent with the following desired SPAWAR Subcontracting Goals:

TYPE	SPAWAR GOALS
Small Business	34.5%
HubZone Small Business	3.0%
Veteran Owned Small Business	3.0%
Service-Disabled Veteran-Owned Small Business	3.0%
Small Disadvantaged Business	5.0%
Women-Owned Small Business	5.0%

Large Business offerors shall describe their rationale, commitment, and approach to providing meaningful participation by each proposed Small Business subcontractor. Provide the applicable CAGE Code for each proposed Small Business subcontractor to be used for verification of their Small Business size and socio-economic category. If the Small Business subcontracting goals outlined above could not be met, offerors shall explain why, propose goals, and explain how the proposed goals are achievable.

SUBFACTOR 4.2: HISTORICAL ACHIEVEMENT OF SMALL BUSINESS SUBCONTRACTING GOALS AND TIMELY PAYMENT OF SUBCONTRACTORS

Large Business offerors shall describe the extent to which their company has previously met small business subcontracting goals on other contracts/orders **and** the extent to which the offeror

timely paid its small business subcontractors. Where available, the two (2) most recently filed Individual Subcontractor Reports (ISRs), for each Prime contract listed in Factor 3, Past Performance, shall be submitted. If ISRs are unavailable, offerors may submit other documentation to establish their record of Small Business goal achievement. If, historically, the offeror has not met/exceeded small business goals, the offeror shall provide a detailed explanation addressing what actions were taken on previous efforts and what efforts will be taken to meet the goals on this effort. NOTE: ISRs for proposed subcontractors listed as Past Performance references in Factor 3 are not required.

The Government may consult various sources, including CPARS Assessments, PPQs, the Past Performance Information Retrieval System (PPIRS) and Electronic Subcontracting Reporting Systems (eSRS) databases, or any other relevant sources deemed appropriate to verify proposal statements. The evaluation of an offeror's history of meeting Small Business subcontracting goals on prior contract/orders will not also be evaluated under above Past Performance factor.

VOLUME II: REQUIREMENTS FOR COST/PRICE PROPOSAL

The Cost/Price Volume will consist of the Government-provided Attachment No. 7 (Pricing Models for CaaS Items and Engineering Services) and Attachment No. 8 (Pricing Models for Scenarios 2 and 3) in Section B which shall be utilized by the offerors for pricing their proposals.

Within Section B **Attachment No. 7** (Pricing Models for CaaS Items and Engineering Services), offerors shall provide daily unit prices (\$/Unit of Measure/Day, unless otherwise noted) for all CaaS Item Services, for all contract years, for all CLINs in the worksheet tab entitled "CaaS Price Model – Entry Point" and shall provide fully burdened hourly unit prices by Labor Category for Engineering Services in the worksheet tab entitled "Eng Serv Model – Entry Point".

Within Section B, Attachment No. 8 (Pricing Models for Scenarios 2 and 3), offerors shall provide the proposed Labor Categories, Quantities, Unit Prices and Total Extended Prices for Scenarios 2 and 3 required under Factor 1, Subfactors 1.10, and 1.11. Offerors shall also include all incidental costs required to accomplish the tasks identified in the scenarios to derive a proposed FFP for each task.

The proposed daily unit prices for CaaS items will be multiplied by the Government provided quantities to arrive at a Total Evaluated Price on the model's "Summary" tab. Unit pricing for all CaaS items, as proposed, will be included in the contract award.

The proposed fully loaded hourly rates for the Labor Categories under Engineering Services will be used as the foundation for negotiating a FFP for specific Engineering Services tasks, as required, at the Delivery Order level. These rates will be included in the contract award.

Offerors shall prepare Volume II as follows:

- | | |
|--|----------|
| 1. Completed Section B – with filled in extended prices | No Limit |
| 2. Completed Attachments 7 – completed all worksheets
for CaaS Pricing Model and Engineering Services Model | No Limit |

- | | |
|--|----------|
| 3. Completed Attachment No. 8 – completed worksheets
for Scenario 2 (SubFactor 1.10), and Scenario 3 (SubFactor 1.11) | No Limit |
| 4. Offeror’s Catalog/Published Price Sheet(s) | No Limit |

Note: The Government reserves the right to request additional information, if necessary, in accordance with FAR 15.403-3(b) and (c).

5. For the labor categories associated with Engineering Services, the offeror shall detail pricing on an hourly basis by labor category, fully burdened with sufficient details to enable determination of fair and reasonable pricing for the rates (i.e., direct labor, direct labor escalation, indirect costs, and profit). These fully burdened rates will be utilized as the basis for negotiating the FFP for the various Engineering Services tasks at the Delivery Order level. The labor categories are included in the PWS. If other additional Labor Categories are required, the offeror shall include the job description, qualifications, and experience.

Offerors shall not include additional technical data in Attachments 7 and 8. Technical data shall only be included in Volume I.

VOLUME III: REQUIREMENTS FOR CONTRACT INFORMATION

The offeror shall include the following within Volume III:

1. Cover Letter with Assumptions / Exceptions to the RFP
2. Completed and signed SF 1449;
3. Completed and signed Section K Representations and Certifications
4. Defense Investigative Service Office and POC
5. DCAA and DCMA Points of Contact for Prime and Each Sub
6. Prime Contractor’s cognizant SBA District and/or Regional Office(s), with the name, phone number, and email address of a SBA point of contact who is familiar with their company
7. Completed DD Form 254
8. Contractor Responsibility Data
9. Fill-ins completed throughout the entire RFP document
10. Evidence of EEO Compliance and Compliance with VETS 4212
11. Most current Forward Pricing Rate Agreement (FPRA) or DCAA audit report, if available

(1) Proposal Cover Letter with any exceptions to the RFP. The proposal shall be accompanied by a letter of transmittal prepared on the offeror’s letterhead stationery and signed by an individual authorized to bind the company to the proposal. The cover letter shall identify all enclosures being transmitted as part of the proposal as well as state that proposal shall be valid for 180 days from the proposal due date. The letter shall reference the RFP number and acknowledge that it transmits an offer in response to the RFP. The letter shall also include the name, address, telephone, facsimile number, and email address of the offeror, DUNS, and CAGE code. The offeror shall indicate in the cover letter that the proposal is in compliance with each requirement of the RFP. Any exceptions taken to the

requirements of the RFP or additional considerations shall be listed in the cover letter. The letter must provide the offeror's point of contact for questions or clarifications regarding the proposal. Also, include the name, title, and signature of person authorized to sign the proposal.

(2) Completed and signed SF 1449 with acknowledgement of all amendments. The SF 1449 is used to solicit written offers which, when accepted in writing by the Government, will create a binding contract without further action. Amendments, if any, shall be signed and returned to the Government. Amendments will be incorporated into any contract awarded.

(3) Completed and signed Section K Representation and Certifications. All Section K provisions are to be filled in. The Representations and Certifications, and ORCA, if applicable, will be incorporated and made a part of the awarded contract by reference.

(4) Defense Investigative Service Office and Point of Contact

(5) The DCAA and DCMA branch offices responsible for auditing the company (i.e., the office where the company's financial records are kept) for Prime and Each Subcontractor. Include the name, telephone number, and email address of a DCAA/DCMA point of contact that is familiar with the company.

(6) Prime's cognizant SBA District and/or Regional Office(s) with names, phone number, and email address of a SBA point of contact who is familiar with their company

(7) Completed DD Form 254

(8) Contractor Responsibility Data. Offeror shall submit the following information as part of their proposal: information regarding the general financial condition of the offeror's firm and specific plans for financing the proposed contract, including the latest available financial statements. If offerors are currently being audited, or have been audited by the Defense Contract Audit Agency (DCAA), they shall provide the address, current telephone number, and current point of contact for the cognizant DCAA and the cognizant Defense Contract Management Agency (DCMA) office.

(9) Fill-ins completed through the entire RFP document.

(10) Evidence of EEO compliance, and Compliance with VETS 4212. Evidence of EEO Compliance could include correspondence from EEO that corroborates corporate compliance with EEO approval requirements. Compliance with VETS 4212 is reflected in the company being listed on the VETS 4212 website as an approved company, as applicable.

(11) Copies of the most current Forward Pricing Rate Agreement (FPRA) or DCAA audit report for the offeror's Labor and Indirect Rates, shall be attached, if available.

SECTION M

M-1 EVALUATION OF OPTIONS

The Government will evaluate offers for award purposes by adding the total price for all CLINs. Evaluation of options will not obligate the Government to exercise the option(s). In that all options will be evaluated prior to award of the order, in the event the Government exercises its rights to extend the order by up to six (6) additional months, such extension will be considered to have been evaluated in accordance with Clause B-5, Pricing for Option Extension Period” under FAR Clause 52.217-8.

M-2 EVALUATION CRITERIA AND BASIS FOR AWARD (BEST VALUE TRADE OFF)

BEST VALUE TRADE-OFF

A single award resulting from this solicitation will be awarded to that responsible offeror whose offer conforming to the solicitation, is determined to provide the “best value” to the Government. Such offer may not necessarily be the proposal offering the lowest cost/price or receiving the highest technical rating.

M-3 EVALUATION CRITERIA AND BASIS FOR AWARD

The Government intends to evaluate proposals and award a contract on the basis of initial proposals without conducting discussions with offerors (excluding clarifications as described in FAR 15.306(a)). Therefore, the offeror’s initial proposal should contain the offeror’s best terms from a cost or price and technical standpoint. The Government reserves the right to conduct discussions if the PCO determines discussions are necessary. If the PCO determines that the number of proposals that would otherwise be in the competitive range exceeds the number at which an efficient competition can be conducted, the PCO may limit the number of proposals in the competitive range to the greatest number that will permit an efficient competition among the most highly rated proposals.

Proposals will be evaluated in accordance with the criteria listed below. Factor 1 is more important than Factor 2. Factor 2 is more important than Factor 3. Factors 3 and 4 are equally important. Subfactors under Factors 1 and 2 are equally weighted. The technical (non-cost/price) factors, when combined, are more important than cost/price.

Factor 1 – Technical Capability and Approach

Factor 2 – Management Capability and Approach

Factor 3 – Past Performance

Factor 4 – Small Business Subcontracting

The subfactor ratings will be rolled up into an overall rating for each of the Factors. Any proposal that receives one or more “Unacceptable” ratings may be excluded from award consideration.

The importance of cost/price as an evaluation factor will increase with the degree of equality of the proposals in relation to the remaining evaluation factors. When the offerors within the competitive range are considered essentially equal in terms of technical merits, or when cost is so significantly high as to diminish the value of the technical superiority to the Government, cost/price may become the determining factor for award. In summary, cost/price and technical/risks trade-offs will be made, and the extent to which one may be sacrificed for the other is governed only by the tests of rationality and consistency with the established evaluation factors.

M-4 DEFINITIONS OF TERMINOLOGIES USED

Deficiency - is a material failure of a proposal to meet a Government requirement or a combination of significant weaknesses in a proposal that increases the risk of unsuccessful contract performance to an unacceptable level. See FAR 15.001.

Risk - as it pertains to source selection, is the potential for unsuccessful contract performance. The consideration of risk assesses the degree to which an offeror’s proposed approach to achieving the technical factor or subfactor may involve risk of disruption of schedule, increased cost or degradation of performance, the need for increased Government oversight, and the likelihood of unsuccessful contract performance.

Significant Weakness - in the proposal is a flaw that appreciably increases the risk of unsuccessful contract performance. See FAR 15.001.

Strength - is an aspect of an offeror's proposal that has merit or exceeds specified performance or capability requirements in a way that will be advantageous to the Government during contract performance.

Weakness - means a flaw in the proposal that increases the risk of unsuccessful contract performance. See FAR 15.001.

M-5 EVALUATION PROCESS

EVALUATION RATINGS:

Since it is impossible to anticipate the nature of each offeror’s proposal in advance or to describe the myriad qualities and considerations that could result in one of the below-meanings for ratings, these definitions should be looked upon as examples of typical characteristics of that rating, and will be used as a guide or reference rather than a rigid measure to be followed word-

for-word. Evaluators will be instructed to select the rating/definition that most closely fits the value or desirability of the offeror's proposed performance.

Factors 1 and 2: Each factor and subfactor will receive a **Technical Rating** as well as a **Risk Rating**. The offeror's technical solution for Factor 1 (and associated subfactors) and Factor 2 (and associated subfactors) will be rated separately from the risk associated with its technical approach.

TECHNICAL RATING, Factor 1 (Technical Capability and Approach) and Factor 2 (Management Capability and Approach): The technical rating evaluates the quality of the offeror's technical solution for meeting the Government's requirement. Technical evaluations shall utilize the ratings listed in Table 1 below. Each Technical and Management subfactor will receive one of the ratings described below.

The ratings focus on strengths, deficiencies, and uncertainties of the Offeror's proposal. The ratings depict how well the offeror's proposal meets the technical and management subfactor requirements. Subfactor ratings will be rolled up into an overall rating for the Technical and Management factors.

Table 1. Technical Ratings		
Color Rating	Adjectival Rating	Description
Blue	Outstanding	Proposal indicates an exceptional approach and understanding of the requirements and contains multiple strengths.
Purple	Good	Proposal indicates a thorough approach and understanding of the requirements and contains at least one strength.
Green	Acceptable	Proposal indicates an adequate approach and understanding of the requirements.
Yellow	Marginal	Proposal has not demonstrated an adequate approach and understanding of the requirements.
Red	Unacceptable	Proposal does not meet requirements of the solicitation, and thus, contains one or more deficiencies and is unawardable.

TECHNICAL RISK RATING, Factor 1 (Technical Capability and Approach) and Factor 2 (Management Capability and Approach): The evaluation of technical risk focuses on the identification of weakness(es), considers potential for disruption of schedule, increased costs, degradation of performance, the need for increased Government oversight, and/or the likelihood of unsuccessful contract performance. Each Technical and Management subfactor will receive one of the technical risk ratings described in Table 2 below. Subfactor ratings will be rolled up into an overall rating for the Technical and Management factors.

Table 2. Technical Risk Ratings
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Adjectival Rating	Description
Low	Proposal may contain weakness(es) which have little potential to cause disruption of schedule, increased cost or degradation of performance. Normal contractor effort and normal Government monitoring will likely be able to overcome any difficulties.
Moderate	Proposal contains a significant weakness or combination of weaknesses which may potentially cause disruption of schedule, increased cost or degradation of performance. Special contractor emphasis and close Government monitoring will likely be able to overcome difficulties.
High	Proposal contains a significant weakness or combination of weaknesses which is likely to cause significant disruption of schedule, increased cost or degradation of performance. Is unlikely to overcome any difficulties, even with special contractor emphasis and close Government monitoring.
Unacceptable	Proposal contains a material failure or a combination of significant weaknesses that increases the risk of unsuccessful performance to an unacceptable level.

Factor 3 (Past Performance): There are three aspects to the past performance evaluation: Recency, Relevancy, and Quality. One overall Performance Confidence Assessment rating will be assigned per the criteria in Table 4, based on evaluation of the offeror's past performance per the criteria in Table 3 and identified below.

Recency: The Government will evaluate the recency of the offeror's past performance, with on-going performance rated most highly. Performance within the past 3 years will be considered recent; performance within 3-5 years will be considered somewhat recent; and that older than 5 years not recent.

Relevance: The Government will evaluate how relevant the recent effort accomplished by the offeror is to the effort to be acquired through source selection. Common aspects of relevancy include, but are not limited to, the following: similarity of product/service/support, complexity, dollar value, contract type, use of key personnel (for services), and extent of subcontracting/teaming. There are four levels of relevancy as shown in Table 3. Past Performance of greater relevancy will typically be a stronger predictor of future success and have more influence on the past performance confidence assessment than Past Performance of lesser relevance.

Quality: The quality assessment is derived from the Past Performance Questionnaire / CPARS ratings, and any supplemental investigation of recent, relevant work that may be conducted by the evaluation team. The Government will review all Past Performance information collected and determine the quality of the offeror's performance, general trends, and usefulness of the information and incorporate these into the Performance Confidence Assessment.

Table 3. Past Performance Evaluation for Relevancy	
Rating	Description
Very Relevant	Present/past performance effort involved essentially the same scope and magnitude of effort and complexities this solicitation requires.
Relevant	Present/past performance effort involved similar scope and magnitude of effort and complexities this solicitation requires.
Somewhat Relevant	Present/past performance effort involved some of the scope and magnitude of effort and complexities this solicitation requires.
Not Relevant	Present/past performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires.

Table 4. Performance Confidence Assessments	
Rating	Description
Substantial Confidence	Based on the offeror's recent/relevant performance record, the Government has a high expectation that the offeror will successfully perform the required effort.
Satisfactory Confidence	Based on the offeror's recent/relevant performance record, the Government has a reasonable expectation that the offeror will successfully perform the required effort.
Neutral Confidence	No recent/relevant performance record is available or the offeror's performance record is so sparse that no meaningful confidence assessment rating can be reasonably assigned. The offeror may not be evaluated favorably or unfavorably on the factor of past performance.
Limited Confidence	Based on the offeror's recent/relevant performance record, the Government has a low expectation that the offeror will successfully perform the required effort.
No Confidence	Based on the offeror's recent/relevant performance record, the Government has no expectation that the offeror will be able to successfully perform the required effort.

Factor 4 (Small Business Subcontracting) will be evaluated per the criteria in Table 5 below. The two subfactor ratings in Factor 4 will be rolled up into an overall rating.

Table 5. Combined Technical/Risk Ratings	
Rating	Description
Outstanding	Proposal indicates an exceptional approach and understanding of the small business objectives.

Good	Proposal indicates a thorough approach and understanding of the small business objectives.
Acceptable	Proposal indicates an adequate approach and understanding of small business objectives.
Marginal	Proposal has not demonstrated an adequate approach and understanding of the small business objectives.
Unacceptable	Proposal does not meet small business objectives.

Section L-6 Volume I contains a description of the information to be submitted, which will be evaluated under the criteria listed below.

FACTOR 1: TECHNICAL CAPABILITY AND APPROACH

SUBFACTOR 1.1: STORAGE SOLUTIONS AND CAPABILITIES

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Ensures a solution with 99.999% availability for Enterprise class storage (exclusive of scheduled maintenance requirements) and 99.95% availability for other orderable systems.
- Demonstrates capabilities to scale up and down, including the ability to reconfigure without service disruption.
- Demonstrates the capability to function in a multi-tenancy environment.
- Meets the technical specifications and requirements listed in the PWS.
- Demonstrates data de-duplication capabilities that support replication and scalability.

SUBFACTOR 1.2: SAN SWITCHING SERVICES AND BACK-UP SPECIFICATIONS AND CAPABILITIES

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Meets the technical specifications and requirements listed in the PWS for SAN Switching Services and Back-up Specifications and Capabilities.
- Demonstrates the ability to provide a complete multi-site back-up capability.

SUBFACTOR 1.3: FIBRE CHANNEL SERVICES

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Allows for the extension of Storage Area Networks over distance.

SUBFACTOR 1.4: TAPE SERVICES

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Includes any hardware and software required to meet the requirements for each of the 3 classes of Tape Services.

SUBFACTOR 1.5: COMPUTE SERVICES SPECIFICATION AND CAPABILITIES

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Meets the technical specifications proposed by the offeror according to the requirements listed in the PWS.

SUBFACTOR 1.6: CORE NETWORKING SPECIFICATION AND CAPABILITIES

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Ensures 100% retention of storage devices and media by the Government.
- Meets the technical specifications and requirements listed in the PWS.

SUBFACTOR 1.7: SUPPORTED ENVIRONMENTS INTEROPERABILITY

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements, including compatibility and interoperability with current Government systems.
- Demonstrates compatibility with existing Government infrastructure, network security, and Information Assurance, including the extent to which the plan is feasible, workable, and produces end results achievable in a timely manner.
- Demonstrates interoperability and support for Ipv4 and Ipv6.
- Demonstrates capability for remote notification of failures.

SUBFACTOR 1.8: MAINTENANCE

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Demonstrates viability to ensure performance compliance for Preventative Maintenance requirements.

- Demonstrates viability to ensure performance compliance for Predictive Maintenance requirements and to use predictive analytics to minimize downtime.
- Demonstrates viability to ensure performance compliance for Remedial Maintenance requirements.
- Demonstrates viability to ensure performance compliance for Remote Diagnostics requirements.
- Demonstrates viability to ensure a minimum of 99.999% performance availability for Enterprise class storage and 99.95% for all other orderable systems.
- Demonstrates viability to ensure the requirements for 24x7x365 problem escalation/resolution support for all proposed hardware, software, and any other components proposed to sustain CaaS are met, to ensure the overarching up-time requirements.
- Demonstrates viability to provide support after hours, weekends, and holidays.

SUBFACTOR 1.9: SCENARIO 1 – ON PREMISE COMPUTING INFRASTRUCTURE INSTALLATION

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates the capability to deploy DoD and agency compliant infrastructures.
- Demonstrates knowledge of the functional and performance requirements and includes a sound approach to managing the technical risks associated with the deployment of on-premise computing infrastructure within a secured Government facility.
- Demonstrates knowledge of the functional and performance requirements and includes a sound approach to managing the administrative risks associated with the deployment of on-premise computing infrastructure within a secured Government facility.
- Demonstrates viability and timeliness of the offeror's plan to execute the deployment.

SUBFACTOR 1.10: SCENARIO 2 – AD HOC CHANGES, EQUIPMENT MOVES WITHIN THE SAME BUILDING

The Government will evaluate the extent to which the offeror's proposed approach demonstrates viability and timeliness of the offeror's plan to execute the ad hoc move without affecting functionality. A Technical Analysis will also be performed to examine the need for and reasonableness of the proposed resources, assuming reasonable economy and efficiency. The type and quantities of material proposed and the need for the types and quantities of labor hours and labor mix will be included in the analysis.

SUBFACTOR 1.11: SCENARIO 3 – AD HOC CHANGES, EQUIPMENT MOVES TO A DIFFERENT BUILDING (ON THE SAME CAMPUS)

The Government will evaluate the extent to which the offeror's proposed approach demonstrates viability and timeliness of the offeror's plan to execute the ad hoc move without affecting functionality. A Technical Analysis will also be performed to examine the need for and reasonableness of the proposed resources, assuming reasonable economy and efficiency. The

type and quantities of material proposed and the need for the types and quantities of labor hours and labor mix will be included in the analysis.

FACTOR 2: MANAGEMENT CAPABILITY AND APPROACH

SUBFACTOR 2.1: PERFORMANCE AND AVAILABILITY

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for ensuring the proposed solutions meet the requirements for capacity increases and decreases.
- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach for problem escalation/resolution support process.
- Demonstrates knowledge of the functional and performance requirements and includes a sound technical approach to support both unclassified and classified environments.

SUBFACTOR 2.2: PROVISIONING, MANAGEMENT, AND REPORTING INFRASTRUCTURE

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates knowledge of the functional and performance management and includes a sound technical approach for ensuring the proposed solutions meet the requirements.
- Demonstrates the capability to manage the assets provided under this CaaS solution and generate customizable, detailed reporting of infrastructure performance for all aspects of the CaaS environment.
- Demonstrates knowledge of the functional and performance management and includes a sound technical approach for configuration and provisioning of the solution in order to enable the Government to have command and control of the assets.

SUBFACTOR 2.3: DELIVERY, INSTALLATION AND CONFIGURATION SUPPORT

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates a thorough and robust plan for the acquisition, installation, un-installation, and transport of hardware and software to meet the performance requirements of this contract.
- Is feasible, with minimal technical and schedule risks to ensure successful provisioning in a timely manner. The Government will evaluate the time required for provisioning, installed and configured, while maintaining the required availability percentage.
- Demonstrates a user-friendly and robust process for Government personnel to access technical documentation for all CaaS services provided by the offeror.
- Demonstrates a flexible and thorough plan to provide in-depth training to the Government on its technical solutions for all CaaS services provided.

SUBFACTOR 2.4: ORDERING/PAYMENT PROCESS; ACCEPTANCE; MOVING; INVOICE CREATION AND BILLING CYCLE

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates a thorough and robust plan to address overall Order Management System for ordering and payment process, for acceptance, for moving; and for invoice creation to reflect orders that: (1) remained in service the entire month with no changes; (2) placed in service during the month; (3) implemented during the month that reduced or canceled services.
- Is compliant with PWS requirements and SPAWAR security guidelines.
- Is capable to generate reports, such as reports showing provisioned infrastructure and costs in real-time; reports showing metrics of cost over time per item ordered. The reporting should reflect the utility, scalable model for using CaaS.
- Provides sample billings with appropriate details and statistical billing information.
- Provides actual screenshots and output documents that demonstrate that the Order Management System is operational.

SUBFACTOR 2.5: INFORMATION ASSURANCE FOR CONTRACTOR PERSONNEL

The Government will evaluate the extent to which the offeror's proposed approach:

- Demonstrates a thorough and robust plan to have personnel available who are certified in accordance with DoD8570.01-M Change 4 within 3 months of contract award (US citizen with a minimum of a Secret clearance and an IT position sensitivity of IT-1).
- Demonstrates a thorough and robust plan to have personnel cleared at the Secret level with SSBI available at the time of contract award.

SUBFACTOR 2.6: TRANSITION STRATEGY

The Government will evaluate the extent to which the offeror's proposed approach:

- Ensures that all Government data is effectively and efficiently transferred off of the offeror's equipment before the end of the contract.
- Demonstrates a thorough and robust plan for working with the Government to affect the migration of data off of the offeror's hardware/software/equipment.

SUBFACTOR 2.7: SERVICE LEVEL AGREEMENT

The Government will evaluate the viability and associated risks with the offeror's plan for each of the requirements identified in Section 14.0.

FACTOR 3: PAST PERFORMANCE

The Government will assess the quality, recency, relevancy, and performance confidence associated with the offeror's experience in terms of scope, magnitude, and complexities of the effort.

The Government will evaluate the offeror's relevant past performance efforts to determine how well the offeror and its major subcontractors performed on recent contracts that are similar in

terms of scope, complexity, dollar value, and contract type or other comparable attributes of past performance examples. The source of information regarding past performance, the context of the data and general trends in the performance may also be considered. The Government may use data provided in the offeror's proposal and data obtained from other sources received after this date and time. Offerors are reminded that while the Government may elect to consider data obtained from other sources, the burden of providing good past performances rests with the offerors.

The Government may base its judgment about the quality offeror's past performance on: (1) records of objective measurements and subjective ratings of specified performance attributes, if available, and (2) statements of opinion about the quality of specific aspects of an offeror's performance, or about the quality of an offeror's overall performance.

The Government reserves the right to use both the information provided in the offeror's Past Performance proposal submission and information obtained from other sources available to the Government, to include, but not limited to, Contractor's Past Performance Assessment System (CPARS), the Past Performance Information Retrieval System (PPIRS), Federal Awardee Performance and Integrity Information System (FAPIIS), Electronic Subcontract Reporting System (eSRS), or other databases; interviews with program managers, contracting officers, and Fee Determining Officials; the Defense Contract Management Agency (DCMA), the Defense Contract Audit Agency (DCAA) and commercial sources.

One performance confidence assessment rating is assigned for each offeror after evaluating the offeror's past performance, focusing on performance that is quality, recent, and relevant to the contract requirements. The Government will conduct a performance confidence assessment based upon the quality of the offeror's past performance as it relates to the probability of successful accomplishment of the required effort. When assessing performance confidence, the Government will focus its inquiry on the past performance of the offeror as it relates to all solicitation requirements, such as cost, schedule, and performance, including the offeror's record of conforming to specifications and to standards of good workmanship; the contractor's adherence to contract schedules, including the administrative aspects of performance.

If an offeror submits a certification statement and the Government has no information available regarding the offeror's past performance, that offeror will receive a neutral rating (i.e., the offeror is evaluated neither favorably nor unfavorably) for past performance. If the offeror provides reference information that is not relevant and recent, the offeror will receive a neutral past performance rating for performance confidence assessment.

FACTOR 4: SMALL BUSINESS SUBCONTRACTING

SUBFACTOR 4.1: SUBCONTRACTING REQUIREMENTS

The Government will evaluate the extent to which the offeror has complied with the following Small Business subcontracting goals. If the offeror could not comply with the goals as shown below, the Government will evaluate the offeror's explanation of why they could not be met, the

offeror's proposed goals, and the extent to which the offeror's goals are realistic and achievable. The Government will evaluate the extent to which the proposed approach demonstrates meaningful participation by each subcontractor.

TYPE	SPAWAR GOALS
Small Business	34.5%
HubZone Small Business	3.0%
Veteran Owned Business	3.0%
Service-Disabled Veteran-Owned Small Business	3.0%
Small Disadvantaged Business	5.0%
Women-Owned Small Business	5.0%

SUBFACTOR 4.2: HISTORICAL ACHIEVEMENT OF SMALL BUSINESS SUBCONTRACTING GOALS AND TIMELY PAYMENT OF SUBCONTRACTORS

The Government will evaluate the extent the offeror has previously met Small Business subcontracting goals and the extent to which subcontractors have been timely paid. The Government may consult various sources, including CPARS Assessments, Past Performance Questionnaires (PPQs), the Past Performance Information Retrieval System (PPIRS), and Electronic Subcontracting Reporting Systems (eSRS) databases, or any other relevant sources deemed appropriate to verify proposal statements. If, historically, the offeror has not met small business goals, the Government will assess the offeror's explanation of what actions it took to rectify the situation, and what actions it will take to meet its proposed goals on this effort. The evaluation of an offeror's history of meeting subcontracting goals on prior contracts/orders will not also be evaluated under Factor 3 Past Performance.

OVERALL PROPOSAL RATING: An overall adjectival rating taken from Table 1 will be assigned to each offeror's overall non-cost/price proposal (Technical, Management, Past Performance, and Small Business Commitment) prior to conducting the best value trade-off evaluation.

COST/PRICE FACTOR

COST/PRICE EVALUATION:

The offeror's Firm-Fixed Price cost/price proposal will be evaluated based upon the total evaluated price proposed for the Base Period and all Option Periods for the CaaS Items (as specified in the Pricing Model in Attachment No. 7 of the RFP) plus the proposed Firm Fixed Prices for Scenarios 2 and 3. Additionally, the Government will also include in the evaluation the option pricing for an additional six-month period for CaaS items only, excluding Engineering Services.

The awarded contract shall have a MAXIMUM value of \$49.99M, if all options are exercised (excluding the value of the additional six-month period).

Offerors are advised that evaluation of the options shall not obligate the Government to exercise such options.

PRICE ANALYSIS ON CAAS ITEMS: In order to determine whether the price offered is fair and reasonable, price analysis will be performed based upon the total evaluated price proposed for each proposal for the Base Period and all Option Periods, including the option pricing for an additional six-month period, as specified in the RFP. The total estimated price for all options, including the option pricing for additional six-month period, will be evaluated by adding their prices to the total price for the Base Period to determine the Total Evaluated Price.

PRICE ANALYSIS ON SCENARIOS 2 AND 3: The pricing for Scenarios 2 and 3 will be evaluated as a part of Price Analysis to establish price fairness and reasonableness.

TECHNICAL ANALYSIS ON SCENARIOS 2 AND 3: A Technical Analysis will also be performed on the proposed types and quantities of materials, labor, processes, and any associated factors set forth in the offeror's proposal in order to determine the need for and reasonableness of the proposed resources (e.g., labor mix, labor hours, types and quantities of materials), assuming reasonable economy and efficiency. Any other data that may be pertinent to an assessment of the offeror's ability to accomplish the technical requirements or to the price analysis of the service will be included in the analysis.

TOTAL EVALUATED PRICE OF THE PROPOSAL = TOTAL EVALUATED PRICE FOR CAAS ITEMS + OPTION PRICING FOR AN ADDITIONAL SIX-MONTH PERIOD FOR CAAS ITEMS + TOTAL PROPOSED PRICES FOR SCENARIOS 2 AND 3.

The evaluated total price of the proposal will be compared against all offers received to determine reasonableness. Please note that in order for a price to be complete, all solicitation requirements must be priced, figures correctly calculated, and costs presented in the Government-provided Pricing Models. The offeror shall provide a description of the details of each product proposed.

The Government will be using any of the techniques described in FAR 15.404-1, such as comparing the proposed total prices of offers received in response to this solicitation to one another to establish **price reasonableness**. Price reasonableness will be determined primarily by competition. Proposed prices may not be accepted by the Government at face value.

The Government may determine that a proposal is unacceptable if the prices proposed are materially unbalanced between line items or subline items. Unbalanced pricing exists when, despite an acceptable total evaluated price, the price of one or more unit price or contract line items is significantly overstated or understated as indicated by the application of pricing techniques. A proposal may be rejected if the Contracting Officer determines that the lack of balance poses an unacceptable risk to the Government.

Finally, a review of the offeror's proposed pricing, ground rules and assumptions, and any discounting offered, may be performed to support the Government's price reasonableness determination.

Pricing provided in the Cost/Price Volume NSP CDRL pricing table is for Government Information Only and will be reviewed by the Government to obtain an understanding and awareness of the price of the FFP data deliverables contracted.

The proposed utility pricing for the CaaS services and the fully burdened rates for the Labor Categories proposed will be incorporated into Section B of the contract upon contract award and used for all Deliver Orders placed post-contract award.

(End of Summary of Changes)