

**SECTION M - EVALUATION FACTORS FOR AWARD TO
OFFERORS**

M.1 LISTING OF PROVISIONS INCORPORATED BY REFERENCE

NOTICE: The following contract clauses pertinent to this section are hereby incorporated by reference:

I. FEDERAL ACQUISITION REGULATION (48 CFR CHAPTER 1)

CLAUSE NUMBER	DATE	TITLE
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52.217-5	JUL 1990	EVALUATION OF OPTIONS
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II. NASA FAR SUPPLEMENT (48 CFR CHAPTER 18) PROVISIONS

CLAUSE NUMBER	DATE	TITLE
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None required by reference

(End of provision)

**M.2 COMBINATION OF THE TWO ENDS OF THE NEGOTIATED SOURCE
SELECTION CONTINUUM EVALUATION FACTORS FOR AWARD (JSC
52.215-122)(APR 2005)**

The Government will award a contract resulting from this solicitation to the offeror whose proposal represents the best value after evaluation. This procurement shall be conducted utilizing a combination of technically acceptable baseline requirements and a tradeoff of past performance, predefined qualitative value characteristics, and cost/price.

The following factors shall be used to evaluate offers:

1. Technical Acceptability
2. Past Performance
3. Predefined Qualitative Value Characteristics
4. Safety and Health Requirements
5. Cost/Price

1. Technical Acceptability

The baseline shall be evaluated for the complete and adequate response to the SOW :

- A. Technical Requirements - The proposal that demonstrates an understanding of the magnitude and scope of the work to be performed and provides the best approach to accomplish the Basic Services, Basic Services requiring an annual plan, Emergency Custodial Services, Special Events, and Indefinite Delivery/Indefinite Quantity.
- B. Program Management - The organizational structure, subcontract management approach, and management systems that will be used to ensure technical, schedule, and cost performance. The plan shall be comprehensive in nature and integrate all management systems of the prime, any subcontractors, any significant vendors, any teaming or partnering arrangements, and associate Contractor agreements (ACA).
- C. Key Personnel and Staffing - The proposed Program Manger meets the Standard Labor Category Job Guidelines for the Program Manager position.
- D. Subcontracting Approach - The unique benefits and rationale for subcontractors or teaming partners including the nature and extent of the work to be performed.
- E. Phase-In Plan - A plan for affecting a smooth 30 day phase-in consistent with maintaining efficient operations at JSC. Provide a schedule for all phase-in steps, and how the schedule will be met.
- F. SBA Ostensible Subcontractor Rule Evaluation - Specific detail so the Government can determine that the prime contractor making the offer will be performing the primary and vital requirements for the contract.
- G. Labor Relations Plan

Technical acceptability will be rated as either meets requirements or does not meet requirements.

2. Past Performance

Past Performance indicates how well an offeror performed on earlier work and can be a significant indicator of how well it can be expected to perform the work at hand. The offeror's past performance including recent experience will be evaluated. The evaluation will be based on information provided by offerors in their proposals. Past Performance for the offeror and major subcontractors, will be evaluated and rated as Excellent, Very Good, Good, Fair, or Poor*. If an offeror has no past performance experience, it will be given a neutral rating.

*As defined in NASA Federal Acquisition Regulation Supplement 1815.305(a)(3)(A)

3. Predefined Qualitative Value Characteristics (VC)

All offers will be judged against the qualitative characteristics. Only items specifically proposed as Qualitative Value Characteristics will be evaluated as such. The following Predefined Qualitative Value Characteristics are applicable to this procurement and will be evaluated and rated as Excellent, Very Good, Good, Fair or Poor.

- **Management Plan:**
 1. Will be evaluated to determine how well your management approach can integrate innovative new products, technologies and work methods to perform custodial services as defined in this Statement of Work.
 2. Will be evaluated to determine how well your company will retain a highly productive workforce while maintaining HUB-Zone certification during entire period of performance of this contract.
- **Operational Efficiencies:** Will be evaluated to determine how well you demonstrate innovative products and/or techniques which result in significant cost savings to the customer.
- **Past Performance** will be evaluated relevant to the magnitude of these requirements.
- **Labor Relations Plan:** Will be evaluated to determine how well you demonstrate innovative methods your company plans to use to promote and maintain harmonious labor relations that would motivate higher employee performance. Economic terms of the Collective Bargaining Agreement must be reflected in Compensation templates TC(a), TC(b), TC(c) and TC(d) located in Attachment L-6 Workbook 3-Other.

4. Safety and Health Requirements

The offeror's approach to safety and health as required by NFS 1852.223-70 will be evaluated and rated as Acceptable or Unacceptable per DRD 001 requirements.

5. Tradeoff Process

Technical acceptability, past performance, safety and health requirements, and the qualitative value characteristics when combined, are approximately equal to price.

6. Price

The Government will perform a price analysis of your price proposal in accordance with FAR 15.404-1(a)(2).

Further, the Government will perform a cost realism analysis of your price proposal as allowed per FAR 15.404-1(d)(3). Cost realism analysis is defined as, the process of independently reviewing and evaluating specific elements of each offeror's proposed costs to estimate and determine whether the estimated proposed cost elements are realistic for the work to be performed; reflect a clear understanding of the requirements; and are consistent with the unique methods of performance and materials described in the offeror's technical proposal.

The results of the cost realism analysis will be used in assessing the performance risk associated with the offeror's ability to perform the contractual requirements at the offeror's proposed price. Specifically, the cost delta between the offeror's proposed cost and the results of the cost realism analysis will be offset against the offeror's disclosed profit, per your price proposal, in order to assess potential contract performance risk.

Regarding IDIQ contract rates used to price the IDIQ portion of your price proposal, these rates should not differ from the contract rates proposed in Section B of the Model Contract. However, should the contract rates differ, the highest contract rates identified by the Government in the cost realism analysis shall be used in assessing performance risk.

Information Presented to the Source Selection Authority (SSA)

Price - The offeror's proposed price to perform both the Completion Form and IDIQ effort shall be presented to the SSA. There will be no adjustment due to the performance risk assessment. The price associated with Phase-In effort is also specifically excluded.

Price Analysis and performance Risk Assessment - The result of the Government's price analysis and performance risk assessment will be presented to the SSA for consideration in making the source selection. This includes results associated with your entire price proposal (i.e., the Completion Form effort, the IDIQ effort, and the Phase-in effort).

(End of clause)

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