

SOURCE SELECTION STATEMENT

National Aeronautics and Space Administration (NASA) Langley Research Center (LaRC) Logistics Contract Request for Proposal (RFP) Number NNL11394208R

On January 12, 2012, I, as the designated Source Selection Authority (SSA) for the subject acquisition, met with the Source Evaluation Team (SET) appointed to evaluate proposals for the NASA Langley Research Center (LaRC) Logistics Contract.

PROCUREMENT HISTORY

The NASA LaRC Logistics Contract will provide comprehensive logistics services covering all aspects of general transportation and delivery, fleet management and vehicle maintenance, stores and tool crib support, property disposal and storage, shipping, receiving and materials management, equipment management, and carpet installation for NASA LaRC.

In order to determine the existing small business capabilities and assess how well their capabilities compare with the NASA LaRC Logistics requirement, market research was conducted. On April 19, 2011, a Sources-Sought Synopsis was issued on the NASA Acquisition Internet Service (NAIS) and the Federal Business Opportunities website seeking capability statements from potential sources under Logistics NAICS code 561210. Based on a thorough review of the responses received, the Contracting Officer determined, with the concurrence of the Small Business Administration (SBA), that an adequate number of 8(a) concerns existed to allow the NASA LaRC Logistics contract to be conducted as a competitive SBA 8(a) set-aside with a NAICS code of 561210, with a single award contemplated.

The Source Selection Authority (SSA) appointed the LaRC SET on June 27, 2011 for the purpose of evaluating the proposals received in response to the solicitation. A Procurement Strategy Meeting (PSM) was held on July 29, 2011 at LaRC and the procurement strategy was subsequently approved. A Draft Request for Proposal (DRFP) was issued on August 26, 2011 that requested comments and input from industry. A Pre-Solicitation Conference was conducted on September 7, 2011.

The final RFP was released on September 9, 2011, which contemplated the award of a fixed-price contract for Logistics Services with a potential period of performance of five years (base plus options). The contemplated contract also includes a cost-reimbursable not-to-exceed component for parts and supplies in support of the Logistics Services as well as an Indefinite Delivery/Indefinite Quantity (IDIQ) component to allow for the issuance of fixed-priced task orders for Logistics Services required on an irregular or emergency basis within the general scope of the contract.

The following ten "Prime" Offerors (listed in alphabetical order) submitted proposals and all proposals were received timely on or before the due date of October 19, 2011. A subcontractor, Logistics and Environmental Solutions Company (LESCO), also submitted a timely Cost/Price Proposal. However, the "Prime" Offeror referenced by LESCO, Defense Logistics Management

Group, did not submit the Past Performance Proposal or the Cost/Price Proposal. Therefore, the Contracting Officer returned the proposal received from LESCO without any further evaluation.

Offeror	Prime Offeror	Subcontractor(s)
1	Akima Logistics Services, LLC	None
2	Alutiiq 3SG, LLC	None
3	B3 Solutions, LLC (B3)	VT Group Systems Support Alternatives, Inc. (SSAI)
4	Bering Straits Logistics Services, LLC (BSLS)	Government Resources Group, LLC (GRC) Science and Technology Corporation (STC)
5	Crewestone Technologies, Inc.	URS Federal Services, Inc. (URS)
6	Henderson Group Unlimited, Inc.	Logistics Applications Inc. (LAI)
7	I&L- FMS JV	LB&B Associates Inc. (LB&B) – Mentor iSystems – Protégé
8	KBJ, Incorporated	None
9	LOGMET LLC	T Square Logistics Services Corporation (T Square)
10	Olgoonik Technical Services, LLC (OTS)	Tessada & Associates, Inc. (TAI)

EVALUATION FACTORS AND PROCESS

This best value source selection was conducted in accordance with Federal Acquisition Regulation (FAR) and NASA FAR Supplement (NFS) Part 15. Initially, all voting members reviewed each proposal in sufficient depth to identify any proposals that were unacceptable in accordance with NFS 1815.305-70, Identification of Unacceptable Proposals. The SET found all proposals submitted to warrant a full evaluation except for the subcontractor proposal submitted by LESCO as discussed above. The SET members performed a detailed individual review of each remaining proposal in strict accordance with the evaluation factors contained in Section M, “Evaluation Factors for Award”, of the RFP. The two evaluation factors are Factor 1 - Past Performance and Factor 2 - Price.

Factor 1 – Past Performance: In accordance with Provision M.3 of the RFP, under the Past Performance Factor, the SET evaluated each Offeror’s recent and relevant performance of work similar in size, work content, and complexity to the requirements of this acquisition. The evaluation also included past performance of proposed subcontractors. The SET also reviewed the proposals of Offerors that submitted past performance references for subsidiaries or affiliates to ensure that the proposal clearly demonstrated that the resources of the other companies will affect the Offeror’s performance on the proposed contract. All Offerors addressed this requirement in an acceptable manner. The Government considered the degree of similarity in size (in dollars per year), work content, and complexity to the requirements in this solicitation, as well as the duration of the past performance with a longer duration being considered more pertinent. The evaluation included an assessment of a "performance" component and a "pertinence" component to arrive at a particular confidence rating. The “performance” evaluation was based on the SET’s assessment of feedback from past performance questionnaires (PPQs), the NASA Past Performance Database, and Contractor Performance Assessment Reporting System (CPARS) reports. Written comments on questionnaires were considered in

the evaluation and telephonic interviews were conducted to resolve questions or conflicts in the information. The “pertinence” evaluation was based on a thorough comparative analysis of demonstrated experience in the specific Performance Work Statement (PWS) areas between the relevant contracts proposed by Offerors and the requirements of the NASA LaRC Logistics Services contract. The SET considered both the pertinence at the PWS areas across the Offeror team as well as the pertinence of each referenced contract. The SET considered work experience relevant for the PWS areas in which the prime and the subcontractors were proposed to perform. The SET also considered the percentage of work that the prime and subcontractors were proposed to perform. The SET met and discussed all of the past performance findings of the individual voting members. The SET then developed consensus findings for each of the elements of the past performance factor and subsequently arrived at a consensus level of confidence rating for each Offeror in accordance with the following:

Very High Level of Confidence	The Offeror’s relevant past performance is of exceptional merit and is very highly pertinent to this acquisition; indicating exemplary performance in a timely, efficient, and economical manner; very minor (if any) problems with no adverse effect on overall performance. Based on the Offeror’s performance record, there is a very high level of confidence that the Offeror will successfully perform the required effort.
High Level of Confidence	The Offeror’s relevant past performance is highly pertinent to this acquisition demonstrating very effective performance that would be fully responsive to contract requirements with contract requirements accomplished in a timely, efficient, and economical manner for the most part with only minor problems with little identifiable effect on overall performance. Based on the Offeror’s performance record, there is a high level of confidence that the Offeror will successfully perform the required effort.
Moderate Level of Confidence	The Offeror’s relevant past performance is pertinent to this acquisition, and it demonstrates effective performance; fully responsive to contract requirements; reportable problems, but with little identifiable effect on overall performance. Based on the Offeror’s performance record, there is a moderate level of confidence that the Offeror will successfully perform the required effort.
Low Level of Confidence	The Offeror’s relevant past performance is at least somewhat pertinent to this acquisition, and it meets or slightly exceeds minimum acceptable standards; adequate results; reportable problems with identifiable, but not substantial, effects on overall performance. Based on the Offeror’s performance record, there is a low level of confidence that the Offeror will successfully perform the required effort. Changes to the Offeror’s existing processes may be necessary in order to achieve contract requirements.
Very Low Level of Confidence	The Offeror’s relevant past performance does not meet minimum acceptable standards in one or more areas; remedial action required in one or more areas; problems in one or more areas which, adversely affect overall performance. Based on the Offeror’s performance record, there is a very low level of confidence that the Offeror will successfully perform the required effort.
Neutral	In the case of an Offeror without a record of relevant past performance or for whom information on past performance is not available, the Offeror may not be evaluated favorably or unfavorably on past performance [see FAR 15.305(a) (2) (ii) and (iv)].

Factor 2 – Price: The evaluation of the Price Factor was conducted in accordance with the RFP. In particular, the Government performed a price analysis (FAR 15.404-1(b)) that included

comparison of proposed prices received in response to the solicitation; comparison of proposed prices with the Independent Government Cost Estimate (IGCE), and analysis of the pricing information provided by the Offeror. The price analysis documented the reasonableness of the proposed Total Overall Evaluated Price (TOEP) as well as the associated performance risks. The TOEP is the amount proposed in Part I, Section B.5, Pricing Schedule, "Sum of Total Amounts (Base plus Exercised Options)". Although not included in the TOEP, the Government also evaluated the reasonableness of the Offerors proposed rates listed for Section B, Clause B.5 in the "Pre-Priced Schedule of Rates and Labor Categories for IDIQ Services" to ensure that rates did not result in unbalanced pricing. During evaluation of the Price Proposal, the SET did not adjectivally rate or numerically score the Price Proposal.

EVALUATION FINDINGS

The following is a top-level summary of the results of the SET evaluation for both the Past Performance and the Price evaluation factor:

TOP-LEVEL SUMMARY		
Offeror	FACTOR 1 Past Performance Level of Confidence Rating	FACTOR 2 Price (lowest to highest)
Akima	High Level of Confidence	3 rd
Alutiiq	High Level of Confidence	2 nd
B3	Low Level of Confidence	7 th
BSLS	Low Level of Confidence	9 th
Crewestone	High Level of Confidence	8 th
Henderson Group	Low Level of Confidence	6 th
I&L-FMS JV	Low Level of Confidence	4 th
KBJ	Neutral	10 th
LOGMET	Low Level of Confidence	1 st (lowest price)
OTS	Very High Level of Confidence	5 th

Factor 1 - Past Performance

Set forth below is a summary of the Past Performance confidence ratings and the findings for the ten evaluated Offerors:

Offeror	Performance Component Rating	Pertinence Component Rating	Level of Confidence Rating
Akima	Very Effective	Highly Pertinent	High
Alutiiq	Exceptional	Highly Pertinent	High
B3	Exceptional	Somewhat Pertinent	Low
BSLS	Very Effective	Somewhat Pertinent	Low
Crewestone	Exceptional	Highly Pertinent	High
Henderson Group	Exceptional	Somewhat Pertinent	Low
I&L-FMS JV	Very Effective	Somewhat Pertinent	Low
KBJ	Minimally Acceptable	Not Pertinent	Neutral
LOGMET	Very Effective	Somewhat Pertinent	Low
OTS	Exceptional	Very Highly Pertinent	Very High

Akima:

The SET determined that there is a “High Level of Confidence” that Akima would be able to successfully perform the requirements of the Logistics Services Contract based on its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated Akima as “Very Effective” on two contracts and “Exceptional” on one contract for the performance aspect of past performance. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an Overall Performance Rating of “Very Effective”.

The SET assigned an overall pertinence rating based on size, work content and complexity. The SET considered the degree of similarity in size and rated Akima “Very Highly Pertinent” on all three referenced contracts. The annual value of each of these three contracts is more than the value of the IGCE and therefore considered “Very Highly Pertinent”. For work content, the SET rated one past performance reference as “Highly Pertinent” with all PWS areas covered. Two additional contracts were rated “Pertinent” and “Somewhat Pertinent”. In addition, the SET considered the pertinence across all PWS areas on all contracts in making its overall content rating of “Highly Pertinent”. For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, and of Akima’s demonstrated experience on a contract that is evaluated as Highly Pertinent in size, content and complexity, the SET assigned an Overall Pertinence Rating of “Highly Pertinent”.

Alutiiq:

The SET determined that there is a “High Level of Confidence” that Alutiiq would be able to successfully perform the requirements of the Logistics Services Contract based on its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated Alutiiq as “Exceptional” on two contracts and “Very Effective” on one contract for the performance aspect of past performance. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an Overall Performance Rating of “Exceptional”.

The SET assigned an overall pertinence rating based on size, work content and complexity. The SET considered the degree of similarity in size and rated Alutiiq “Very Highly Pertinent” on two of the three referenced contracts. The annual value of each of these two contracts is more than the value of IGCE and therefore considered by the SET to be “Very Highly Pertinent”. Because the annual value was approximately one third of the IGCE, the SET rated one contract as “Somewhat Pertinent”. The SET determined an overall size rating of “Very Highly Pertinent”. For work content, the SET rated one past performance reference as “Highly Pertinent” and two additional contracts were both rated “Pertinent”. In addition, the SET considered the pertinence across all PWS areas on all contracts in making its overall content rating of “Highly Pertinent”. For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings and of Alutiiq’s demonstrated experience on a contract that is evaluated as Highly Pertinent in size, content and complexity, the SET assigned an Overall Pertinence Rating of “Highly Pertinent”.

B3:

The SET determined that there is a “Low Level of Confidence” that the B3 team would be able to successfully perform the requirements of the Logistics Services Contract based on the relevancy of its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated B3 as “Exceptional” on two contracts for the performance aspect of past performance. A Past Performance Questionnaire (PPQ) could not be obtained for the third reference nor was there any data available in CPARS. The SET rated the subcontractor, VT Group, “Exceptional” on one contract and “Very Effective” on two contracts. The other subcontractor, System Support Alternatives, was rated “Very Effective” on its contract. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an Overall Performance Rating of “Exceptional”.

The SET assigned an overall pertinence rating based on size, work content, and complexity. B3 had one contract rated “Highly Pertinent” in size and two other smaller sized contracts. B3’s subcontractor, VT Group, received “Very Highly Pertinent” size ratings and the other subcontractor, SSA, received a “Not Pertinent” size rating. Based on an integrated assessment of the size of the contracts of the B3 team, the SET assigned an overall size rating of “Highly Pertinent”. For work content, the SET evaluated all provided contracts and for B3, rated all three contracts as “Not Pertinent”. For VT Group, the SET rated all three contracts as “Somewhat Pertinent” and SSA’s contract was rated “Pertinent”. In addition, the SET considered the pertinence across all PWS areas on all contracts in making its overall content rating of

"Somewhat Pertinent". For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of "Somewhat Pertinent".

BSLS:

The SET determined that there is a "Low Level of Confidence" that the BSLS team would be able to successfully perform the requirements of the Logistics Services Contract based on the relevancy of its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated BSLS as "Exceptional" on one, "Very Effective" on one, and "Effective" on one. The SET rated the subcontractor, GRC, "Exceptional" on one. The other subcontractor, STC, was rated "Exceptional" on two contracts. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings and considering details on the PPQs and CPARS for two of BSLS's contracts, the SET assigned an Overall Performance Rating of "Very Effective".

The SET assigned an overall pertinence rating based on size, work content, and complexity. The SET considered the degree of similarity in size and rated BSLS's three contracts as "Very Highly Pertinent," "Pertinent," and "Somewhat Pertinent". The SET rated the size of a subcontractor, GRC, contract as "Somewhat Pertinent." The second subcontractor, STC, received size ratings of "Very Highly Pertinent" and "Not Pertinent." The annual value of one of BSLS's contracts was greater than the value of the IGCE as was one of the contracts for STC. Considering BSLS's role as prime for this contract and the fact they have managed a contract determined to be "Very Highly Pertinent", the SET determined a size rating of "Very Highly Pertinent". For work content, the SET evaluated all of BSLS's provided contracts and rated none of them above "Somewhat Pertinent". A GRC contract was rated "Somewhat Pertinent" and STC's contracts were rated "Highly Pertinent" and "Pertinent". In addition, the SET considered the pertinence across all PWS areas on all contracts in making its overall content rating of "Somewhat Pertinent". For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of "Somewhat Pertinent".

Crewestone:

The SET determined that there is a "High Level of Confidence" that the Crewestone team would be able to successfully perform the requirements of the Logistics Services Contract based on its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated Crewestone as "Exceptional" on all three contracts. The subcontractor, URS, was also rated "Exceptional" on two contracts. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an Overall Performance Rating of "Exceptional".

The SET assigned an overall pertinence rating based on size, work content, and complexity. The SET considered the degree of similarity in size and rated Crewestone "Pertinent" for all three referenced contracts. The subcontractor, URS, received "Very Highly Pertinent" for both referenced contracts. The annual value of all Crewestone's contracts individually was about 50% of the value of the IGCE. Both of the URS' contracts were greater than the IGCE. Considering Crewestone's role as prime for this contract, the SET determined the overall size rating as "Highly Pertinent". For work content, the SET evaluated all provided contracts and rated two contracts "Pertinent" and one "Somewhat Pertinent" for Crewestone. The SET rated both contracts for URS "Highly Pertinent". In addition, the SET considered the pertinence across all PWS areas on all contracts, and considering that the subcontractor was performing a significant portion of all but one PWS area, the SET assigned an overall content rating of "Highly Pertinent". For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of "Highly Pertinent".

Henderson Group:

The SET determined that there is a "Low Level of Confidence" that the Henderson Group team would be able to successfully perform the requirements of the Logistics Services Contract based on the relevancy of its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated Henderson Group as "Exceptional" on two contracts and "Very Effective" on one contract. The subcontractor, LAI, was rated "Exceptional" on both contracts. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an Overall Performance Rating of "Exceptional".

The SET assigned an overall pertinence rating based on size, work content, and complexity. The SET considered the degree of similarity in size and rated Henderson Group "Very Highly Pertinent" for all three referenced contracts. The subcontractor, LAI, received a "Very Highly Pertinent" for a referenced contract and a "Not Pertinent" for another referenced contract. The annual value of all Henderson Group's contracts and one of LAI's contracts was more than the value of the IGCE. Based on the assessment of these contracts, the SET determined the overall size rating as "Very Highly Pertinent". For work content, the SET evaluated all provided contracts and rated Henderson Group's three contracts as "Somewhat Pertinent" and LAI's contracts as "Pertinent" and "Somewhat Pertinent". In addition, the SET considered the pertinence across all PWS areas on all contracts in making its overall content rating of "Somewhat Pertinent". For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of "Somewhat Pertinent".

I&L-FMS JV:

The SET determined that there is a "Low Level of Confidence" that the I&L-FMS team would be able to successfully perform the requirements of the Logistics Services Contract based on the relevancy of its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated I&L-FMS as “Exceptional” on two contracts and “Effective” on one contract. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an Overall Performance Rating of “Very Effective”.

The SET assigned an overall pertinence rating based on size, work content, and complexity. The SET considered the degree of similarity in size and rated I&L-FMS “Very Highly Pertinent” on two referenced contracts and “Highly Pertinent” on one referenced contract. The annual value of two of I&L-FMS’s contracts was more than the value of the IGCE. Based on its assessment of these contracts, the SET determined the overall size rating as “Very Highly Pertinent”. For work content, the SET evaluated all provided contracts and rated all three “Somewhat Pertinent”. In addition, the SET considered the pertinence across all PWS areas on all contracts in making its overall content rating of “Somewhat Pertinent”. For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of “Somewhat Pertinent”.

KBJ:

The SET assigned a “Neutral” rating for KBJ based on no relevant past performance record.

KBJ’s references returned no Past Performance Questionnaires. There was one reference in the Government-wide Past Performance Information Retrieval System (PPIRS) through CPARS. KBJ received all Satisfactory ratings on this one evaluated contract.

The SET assigned an overall pertinence rating based on size, work content, and complexity. The SET considered the degree of similarity in size and rated KBJ “Somewhat Pertinent” for two referenced contracts and “Not Pertinent” for one. The annual value of two of KBJ’s contracts was about 50% of the value of the IGCE. Based on its assessment of these contracts, the SET determined the overall size rating as “Somewhat Pertinent”. For work content, KBJ provided referenced contracts for construction related projects. The SET evaluated all provided contracts and rated one “Somewhat Pertinent” and one “Not Pertinent.” No pertinent work was claimed for the third KBJ contract. In addition, the SET considered the pertinence across all PWS areas on all contracts in making its overall content rating of “Not Pertinent”. For complexity to the Logistics requirement, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of “Not Pertinent” and an overall “Neutral” for past performance.

LOGMET:

The SET determined that there is a “Low Level of Confidence” that the LOGMET team would be able to successfully perform the requirements of the Logistics Services Contract based on the relevancy of its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated LOGMET as “Very Effective” on one contract and “Effective” on one contract. The SET rated the subcontractor, T Square, contract as “Exceptional”. The SET

determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an overall performance rating of “Very Effective”.

The SET assigned an overall pertinence rating based on size, work content, and complexity. The SET considered the degree of similarity in size and rated LOGMET “Not Pertinent” for both referenced contracts. The SET rated the subcontractor’s contract as “Very Highly Pertinent”. The annual value of all of LOGMET’s contracts individually was less than 25% of the value of the IGCE. The annual value of T Square’s contract was greater than the value of the IGCE. Although the subcontractor’s contract was rated as “Very Highly Pertinent” considering LOGMET’s role as prime for the Logistics requirement, and considering LOGMET received two “Not Pertinent” ratings, the SET determined the overall size rating as “Somewhat Pertinent”. For work content, the SET evaluated all provided contracts and rated one LOGMET contract as “Somewhat Pertinent” and one as “Not Pertinent”. The SET rated T Square’s contract as “Very Highly Pertinent”. In addition, the SET considered the pertinence across all PWS areas on all contracts and considering that the subcontractor would be performing only in the PWS areas of Fleet Management and Vehicle Maintenance, Towing Services (IDIQ), and Off-Site Fleet Maintenance (IDIQ), the SET assigned an overall content rating of “Somewhat Pertinent”. For complexity to the Logistics requirement, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of “Somewhat Pertinent”.

OTS:

The SET determined that there is a “Very High Level of Confidence” that the OTS team would be able to successfully perform the requirements of the Logistics Services Contract based on its past performance record.

After considering all of the performance ratings provided by the past performance references for each contract, the SET rated OTS as “Exceptional” on all three contracts. The subcontractor, TAI, was rated “Exceptional” on one contract and “Very Effective” on one contract. The SET determined the relevant experience to be recent and overall of a meaningful duration to judge performance. Positive comments from references were noted and no significant or persistent problems were evident. Based on an integrated assessment of these ratings, the SET assigned an Overall Performance Rating of “Exceptional”.

The SET assigned an overall pertinence rating based on size, work content, and complexity. The SET considered the degree of similarity in size and rated OTS as “Very Highly Pertinent” on all three referenced contracts. The SET rated the subcontractor, TAI, as “Very Highly Pertinent” for both referenced contracts. The annual value of two of OTS’ contracts individually was greater than the value of the IGCE as was both TAI contracts. The annual value of one OTS contract was within 86% of the IGCE. The prime and their subcontractor both received “Very Highly Pertinent” ratings on all referenced contracts; therefore, the SET determined the overall size rating as “Very Highly Pertinent”. For work content, the SET evaluated all provided contracts and assigned OTS ratings of one “Highly Pertinent”, one “Pertinent”, and one “Somewhat Pertinent”. TAI received one “Very Highly Pertinent” and one “Highly Pertinent” rating. In addition, the SET considered the pertinence across all PWS areas on all contracts and

considering that the subcontractor is proposed to perform in a significant portion of the PWS areas and has “Very Highly Pertinent” experience in all these areas, the SET assigned an overall content rating of “Very Highly Pertinent”. For complexity, the SET determined that all past performance references were similar in complexity to the Logistics acquisition. Based on an integrated assessment of these ratings, the SET assigned an Overall Pertinence Rating of “Very Highly Pertinent”.

Factor 2 - Price

The SET and the Cost/Price Analyst performed an analysis of the price proposals to assess reasonableness of the proposed Total Overall Evaluated Price (TOEP) as well as associated performance risks in accordance with Provision M.3(b) of the RFP. A summary of the TOEPs by ranking is shown in the table below:

Offeror	TOEP (lowest to highest)
Akima	3 rd
Alutiiq	2 nd
B3	7 th
BSLS	9 th
Crewestone	8 th
Henderson Group	6 th
I&L-FMS JV	4 th
KBJ	10 th
LOGMET	1 st
OTS	5 th

Based on the analysis and in accordance with FAR 15.402, the Contracting Officer has determined that the Offerors’ proposed prices are fair and reasonable based on the spread from the highest proposed price to the lowest proposed price, comparison of the proposed prices to the IGCE, the Price/Cost Report from the Cost/Price Analyst, the SET evaluation, and the fact that adequate price competition was obtained.

All Offerors’ proposals complied with FAR Clause 52.219-14(b)(1) regarding Limitations on Subcontracting requirements. All Offerors’ proposals were determined to be realistic for the performance of the required work. However, on all proposals with the exception of Alutiiq, the SET identified some pricing concerns with the potential for some performance risk. Regarding the pricing concerns, issues surrounded three general areas including Other Direct Costs (ODCs), Collective Bargaining Agreement (CBA) labor rates (no escalation and not meeting the minimum) and subcontractor price information submissions. The Contracting Officer viewed the ODC and CBA rate related concerns to have a minor associated performance risk regarding price. No instance of unbalanced pricing was found in the price proposals.

BASIS FOR SELECTION

I am convinced that the SET conducted a thorough, fair, and objective evaluation of all proposals in accordance with the established evaluation criteria in the RFP. Prior to the SET presentation, I reviewed all of the consensus evaluation results, price analysis report and the presentation charts. During and following the presentation, I asked questions about specific aspects of the price and the past performance evaluations in order to enhance my understanding. After all my questions were answered, I fully understood the bases for the SET's findings.

I comparatively assessed the proposals against the evaluation factors in the RFP. I also considered that past performance and price factors are of essentially equal importance in the selection of the Offeror that can perform the contract in a manner most advantageous to the Government.

After consideration of this information, I determined that the proposals submitted by B3, BSLS, Henderson Group, and I&L-FMS, and KBJ could not represent the best value for award. B3, BSLS, Henderson Group and I&L-FMS all had low levels of confidence for past performance and high TOEPs compared to other Offerors. For each of these offerors, I determined that at least four proposals received past performance ratings that represented significantly more valuable past performance, and of those, at least two proposals had a significantly lower price. For KBJ, I considered its neutral rating and the fact that its price was the highest of all Offerors. I determined that the Offerors with highly rated past performance and lower prices (Akima, Alutiiq, Crewestone and OTS) offered more value than did KBJ. Based on my integrated assessment of values represented by the Offerors' proposals, I determined that the B3, BSLS, Henderson Group, I&L-FMS, and KBJ proposals did not represent the best value proposals.

Reviewing the proposal evaluations of the remaining competitors, which included Akima, Alutiiq, Crewestone, LOGMET and OTS, I noted that OTS received the highest level rating of a Very High Level of Confidence for Past Performance and that Akima, Alutiiq and Crewestone each received a High Level of Confidence rating for Past Performance. However, Crewestone's price was significantly higher than the prices proposed by Akima, Alutiiq, and OTS. I determined that Crewestone did not represent a greater value than OTS given OTS's higher past performance rating and lower price, nor a greater value than Alutiiq, given Alutiiq had the same past performance ratings (performance and pertinence) and an overall lower price. Additionally I noted Akima and Alutiiq received a High Level of Confidence rating for Past Performance; however, Alutiiq had a higher performance component rating and a lower price. Thus, Alutiiq's proposal represented a greater value than the Akima's proposal.

As noted, OTS received the highest past performance confidence level rating of a Very High Level of Confidence. However, OTS also proposed a price that was significantly higher than the two proposals that received the next highest level past performance confidence ratings of High Level of Confidence, which were Akima and Alutiiq. While OTS received an Exceptional Performance Component rating, I noted that Alutiiq also received an Exceptional Performance

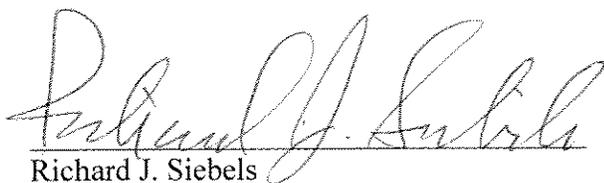
Component rating. Therefore, I focused on the basis for the difference in the Alutiiq and OTS Pertinence Component ratings. In reviewing the detailed findings, OTS's pertinence ratings were based on Very Highly Pertinent ratings in PWS areas 3.1 General Transportation and Delivery Services, 3.2 Fleet Management and Vehicle Maintenance, 3.5 Equipment Management, 3.6 Property Disposal and Storage, 4.0 Stores and Tool Room Support, and 5.1 Carpet Installation and Removal; a Highly Pertinent rating in PWS area 3.4 Receiving and Materials Management; and, a Pertinent rating in PWS area 3.3 Shipping Operations. Alutiiq's pertinence rating was based on Very Highly Pertinent ratings in PWS areas 3.1 General Transportation and Delivery Services, 3.2 Fleet Management and Vehicle Maintenance, 3.4 Receiving and Materials Management, and 3.5 Equipment Management. However, Alutiiq did not claim performance information for 5.1 Carpet Installation (which was viewed neutrally) and was rated Somewhat Pertinent experience in PWS area 3.6 Property Disposal and Storage and PWS area 4.0 Stores and Tool Room Support. I noted that Alutiiq's experience in Property Disposal and Stores and Tool Room Support did not fully cover these PWS areas, however some aspects of the requirements were performed and overall performance was Exceptional. As a whole, in assessing and comparing the pertinent experience of OTS and Alutiiq, I did not consider the difference represented by the past performance pertinence ratings to be of value sufficient to offset a price premium of approximately \$1.8 million.

I noted LOGMET proposed the lowest price, which was approximately \$500,000 lower than the next lowest priced offer from Alutiiq. However, Alutiiq received a High Level of Confidence versus LOGMET's Low Level of Confidence Rating for past performance. I noted several qualitative differences in the LOGMET and Alutiiq past performance evaluations. First, LOGMET received a performance rating of Very Effective while Alutiiq received a performance rating of Exceptional. I noted that LOGMET's rating accounted for its subcontractor ratings that exceeded its own ratings. I considered Alutiiq's ratings to represent superior prime contractor performance that will provide greater value than that offered by LOGMET. Second, I noted discriminators in the areas of size and content. The size of LOGMET's two referenced contracts was significantly lower than the size of the Logistics Contract. Although LOGMET's subcontractor performed a contract that was of Very Highly Pertinent size, I considered that LOGMET would be performing a majority of the Logistics Services Contract and, importantly, performing as the managing prime contractor. In contrast, Alutiiq received a Very Highly Pertinent for size. Therefore, the size of the contracts evaluated for Alutiiq represented greater value in relation to the Logistics contract than did the size of the LOGMET contracts. Finally, for past performance content, I noted that LOGMET's Very Highly Pertinent rating related to Fleet Management and Vehicle Maintenance, Towing Services (IDIQ), and Off-Site Fleet Maintenance (IDIQ) on one contract held by their subcontractor. Whereas Alutiiq received Very Highly Pertinent ratings in General Transportation and Delivery Services, Fleet Management and Vehicle Maintenance, Towing Services (IDIQ), and Off-Site Fleet Maintenance (IDIQ), Receiving and Materials Management, and Equipment Management, as the Prime contractor. I also noted that LOGMET did not have any ratings higher than Alutiiq in any PWS area. Based on the above, I assessed that for overall past performance content, Alutiiq represented significantly greater value than did LOGMET.

SOURCE SELECTION DECISION

As Source Selection Authority, I fully understand and agree with the overall findings of the SET and relied on their findings in making my decision. In conclusion, Alutiiq's proposal provides the greatest benefit to the Agency based on my assessment against the specified evaluation criteria.

Therefore, based on my assessment of the proposals against the specified evaluation criteria, it is my decision that the proposal submitted by Alutiiq 3SG, LLC offers the best overall value to the Government. I hereby select Alutiiq 3SG, LLC for award in the amount of \$8,525,697.



Richard J. Siebels
Source Selection Authority

Date: 1/30/12