National Aeronautics and
Space Administration

John H. Glenn Research Center
Lewis Field
Cleveland, OH 44135-3191

November 27, 2012

SOURCE SELECTION STATEMENT

Solid Waste Removal and Recycling

PROCUREMENT HISTORY

The NASA Glenn Research Center has a requirement for Solid Waste Removal and Recycling. These services consist of solid waste segregation, removal, and diversion of reusable materials from the waste stream. After conducting market research, the approach was to undertake a small business set-aside procurement. A synopsis was issued on April 9, 2012, with Federal Business Opportunities (FedBizOpps). The Request for Proposal (RFP) NNC12ZCH021R was issued on May 15, 2012. Two proposals were received, evaluated, and deemed as Not Technically Acceptable. The RFP was cancelled.

A decision was made to issue a second solicitation on an unrestricted basis. On September 5, 2012, RFP NNC12ZCO017R was issued on the Federal Business Opportunities website. Offers were due on September 26, 2012. An amendment was issued which extend the due date to October 3, 2012. Three proposals were received from the following companies:

Miles Waste Disposal, Inc
Waste Management
Republic Services of Elyria

In accordance with FAR 52.212-2 Evaluation of Commercial Items, the Government will award a contract resulting from this solicitation to the responsible offeror on a Best Value basis. Best Value was determined by a review of the following information:

- Technical Capability
  - The Offeror shall provide a detailed discussion of its approach for meeting the technical requirements of the Statement of Work. Your discussion shall include the following information:
    - The proposed approach to accomplishing the requirements of the SOW.
    - Proposed approach for improving the services or increasing program efficiencies, including your approach to effectively manage, and perform the effort, and types of equipment being provided.

    - Proposed approach to segregate metals and provide the Government with the highest available rate of return for all recycled goods. This includes a listing of the scrap metal facilities that the offeror intends to utilize.
    - Any proposed approach to assist the Government in meeting the sustainability requirements required by executive order 13101 "Greening the Government" or 13423 "Federal Leadership in Environmental."
- Past Performance Evaluation
    - The Government will evaluate the Offeror's experience to determine whether it is relevant to the SOW and overall requirements of this procurement. Consideration will be given to: type of client, contract type, contract size, and type of services provided. The Government will evaluate the offeror's overall performance of contracts considered relevant to this procurement. Offerors without a record of relevant past performance.shall receive a neutral rating in accordance with FAR 15.305(a)(2)(iv)
- Price Evaluation
    - The Government will evaluate offers for award purposes by adding the total price for all options to the total price for the basic requirement. The Government may determine that an offer is unacceptable if the option prices are significantly unbalanced. Evaluation of options shall not obligate the Government to exercise the option(s).

Technical Capability, Past Performance and Relevant Experience, and Price/Cost were then considered in the final selection decision. The relative weighting for Technical Capability, Past Performance, and Price is equal.

A Source Evaluation Team was appointed to evaluate offers received in response to the RFP. The Evaluation Team provided a findings summary which fully documented the evaluation results.

The findings were presented to the Source Selection Authority on October 29, 2012.

COMPETITIVE RANGE DETERMINATION

In accordance with FAR 15.306(c), which states that the competitive range should consist of the most highly rated proposals, it was decided to make a competitive range determination and include only Waste Management. There was not a reasonable scenario in which one of the other firms could be chosen. Maintaining these firms in the competitive range would not be the best utilization of time for all Parties. The remaining two offerors were advised of this decision and a Debriefing was provided in accordance with applicable regulations.

The summary evaluations are indicated below:

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Finding Summary

Proposal Factor	Miles	Waste M.	Republic
Technical Capability	Poor	Excellent	Good
Relevant Exp./ Past Performance	Neutral	Very High	Moderate
Pricing	$1,735,378.00	$1,708,769.12	$2,503,810.00
Alternate Pricing	N/A	$1,416,498.64	N/A

Source Selection Information - See FAR 2.101 and 3.104 www.nasa.gov 17

On November 15, 2012 Discussions were held with Waste Management to address one Weakness as well as clarify other information contained in their proposal. Discussions were then closed and Waste Management provided a revised proposal on November 21, 2012. Based on the information provided, the selection committee determined that all questions were appropriately clarified. In addition, their response to the weakness in the area of segregating metals was changed to a "Strength" as the response described in great detail their approach to providing the Government with the highest possible rate of return for scrap metals.

FINAL FINDINGS:

Waste Management

Overall Technical Capability was rated **"Excellent".**

In the area of Management Plan, several significant strengths were identified: The proposal provided a detailed discussion of the elements contained in the SOW, which demonstrated a thorough understanding of the requirement. The proposal included "Service Optimization", which consists of right-sizing of containers to reduce frequency of service and maximize recycling. Waste Management provided a phase-in and implementation plan that will allow for a smooth transition. The benefit of their Employee Training Plan and Accident and Injury Management System (AIMS) was outlined in the proposal.

In the area of increasing program efficiencies: Several significant strengths were identified including: Provided alternate method for removing municipal waste by using frontloading vehicles and containers which will reduce labor hours and change from a 5-day to a 3-day pick-up schedule. Waste Management's fleet vehicles feature onboard computing with real-time GPS,

digital cameras, and 2-way communication. Waste Management's Service Machine program will ensure that waste hauls are not missed.

In the area of providing an approach to segregate metals: one strength was identified: Waste Management offered to provide a recycling expert to assist with developing a program specifically for NASA in addition to piloting a program centered around Bldg 50. The specialist will provide an analysis of value vs. volume to determine if segregation of metals will be worth the time and effort spent on sorting.

In the area of assisting the government in meeting sustainability requirements: Three significant strengths were found: Waste Management's approach to meet sustainability requirements are defined in their "Think Green" theme, which consists of the following goals: Increase waste-based energy production, Increase the volume of recyclable materials processed, Enhance fleet efficiency, and Preserve and restore wildlife habitat across North America. Waste Management developed methodology to collect clean-burning renewable gas, a natural by-product of the landfill, which is used for generating electricity or as an alternative fuel. The proposal also provided detailed information on a waste reduction and landfill diversion process that could assist GRC in developing new opportunities for composting and recycling other materials such as rubber and polystyrene.

Past Performance was rated **"Very High Level of Confidence."**

In the area of Relevant Experience: The proposal listed a total of three contracts that the Government identified as highly relevant to this requirement based on each contracts value, size, and scope. Waste Management was the sub-contractor on the previous contract for GRC and is currently performing the effort.

In the area of Past Performance: Of the three PPQ's received, 86% of the ratings were "Above Average" or "Outstanding". Some of the comments received were, "communication and customer service for Toledo office was rated "Excellent"" and, "WPAFB has been extremely satisfied with the work of this customer."

Price/Cost: Waste Management provided two pricing alternatives, both of which were lower than the other two offers. The first alternative corresponds with rear loading vehicles and containers, which is what NASA GRC currently uses. The second alternative corresponds with front loading vehicles and containers and reduces the need from 5 day services to 3 day services. The price for Alternative 2 resulted in a 17% savings over Alternative 1.

The Final Findings were presented to the Source Selection Authority on November 27, 2012.

SOURCE SELECTION DECISION

In review of the evaluation findings presented, I am in agreement with the findings as presented by Source Evaluation Committee.

After the presentation of the findings and discussion with the Source Evaluation Committee, I find that Waste Management proposal contained a high understanding of the technical requirements.

In the area of Technical Capability, I find that Waste Management had a number of strengths with a detailed and thorough discussion of the SOW; proposed new methods to increase efficiency;

and provided a well thought out and detailed approach to segregating metals. I understand that the intent of the discussions was to better understand the three day a week schedule with the intent of achieving additional cost savings. I further understand that the 3 day week approach was considered to be an acceptable alternative to save money and the RFP allowed the contractor to propose efficiencies. I therefore find in the area of Technical Capability that Waste Management is fully capable of performing the work effort and the three day a week schedule to be an acceptable approach to save money.

In the area of Relevant Experience and Past Performance, I note that Waste Management received a "Very High Level of Confidence" rating. This reflects the fact they are the incumbent and have successfully performed the current work most recently as a prime and prior to that as a subcontractor. Their overall experience and knowledge of GRC provides for a very high confidence of successful contract performance.

In the area of Price/Cost, I find Waste Management to have the lowest Price prior to the competitive range. The proposed cost for the alternate pricing to reflect a 3 day week schedule is considered reasonable based on the fact that the cost for disposal will not change due to tonnage. NASA will continue to generate the same volume of waste, therefore, cost savings will stem from the more efficient labor process.

Based on the information presented by the SEC, Waste Management is considered to have provided the best response to the Evaluation Factors established in the solicitation (RFP). As outlined above, Waste Management provided a high understanding of the Technical Capability requirements, "Very Good" Past Performance and Experience, and offered the lowest Price/Cost.

I hereby select Waste Management to perform the requirements of the Solid Waste Removal and Recycling Program.

Ronald Sepesi
Source Selection Authority