

**SOURCE SELECTION STATEMENT
ADMINISTRATIVE/CLERICAL SUPPORT SERVICES
RFP NNS13481083R
April 9, 2014**

On March 18, 2014, I met with the Source Evaluation Committee (SEC) at NASA Stennis Space Center (SSC) appointed to evaluate proposals for the Administrative/Clerical Support Services (ACSS) Contract. During this meeting, the SEC presented the findings resulting from the evaluation process. I discussed the relative merits with the SEC members, as well as with other attendees, to ensure I had a full understanding of the SEC's evaluation.

This document summarizes this procurement, the evaluation process, the results of the process, and the basis of my selection of an offeror for award.

PROCUREMENT DESCRIPTION

The ACSS Contract will provide services in support of the respective missions of NASA and over thirty resident agencies sharing and utilizing facilities and services at SSC. The purpose of this procurement is to provide for a follow-on acquisition to the current ACSS Contract. The successful offeror will be required to provide Administrative/Clerical Support Services to NASA and other resident agencies. Services to be provided under this contract include: general office services, data management services, time and labor collection, property coordination, move coordination, training coordination, information services coordination, special events coordination and miscellaneous activities.

This acquisition is 100% Competitive 8(a) Set-Aside and the services will be provided under a Firm Fixed Priced (FFP) contract. The initial period of performance is one (1) year with four (4) one year priced option periods for a maximum period of five (5) years. The option periods were evaluated and considered by the Source Selection Authority as part of the competition.

PROCUREMENT HISTORY

Prior to the issuance of the Request for Proposal (RFP), a presolicitation synopsis was issued on July 9, 2013. The RFP was released on July 31, 2013 via the NASA Acquisition Internet Service (NAIS) and Federal Business Opportunities (FedBizOpps), providing all interested offerors the ability to download the documents. In response to interested offerors' questions, four (4) amendments were issued containing administrative or minor changes to the RFP and posted to the NAIS and FedBizOpps. The site-visit was held on August 8, 2013 in the Logtown Conference Room with 25 attendees from industry present. In total, SSC received forty proposals in response to the RFP by the due date of August 30, 2013 from the following offerors, listed in alphabetical order:

1. Applications Technologies, Inc. (APPTECH)
2. AWD Management Services, Inc.
3. Bestica
4. BruinWave
5. Burgos Group, LLC
6. CAS Consultants, Inc.
7. Certified Technical Experts
8. Creative Business Solutions (CBS)
9. Crescent Resources, LLC
10. CRJ Management Services, Inc.

11. Dependable Health Services, Inc.
12. ENSYNC Diversified Management Services, Inc. (Team ENSYNC)
13. Federal Solutions Group, Inc.
14. H2 Performance Consulting Corp.
15. Hanks LeGacy Institutional Support Venture
16. Human Resources Consulting, Inc.
17. i4 Now Solutions
18. JBR Solutions
19. KMAD Business Services, Inc.
20. LogZone, Inc. (LZI)
21. MIRACORP
22. National Services Inc. (NSI)
23. NAVAR, Inc.
24. NVision Solutions, Inc.
25. Paramount Solutions Inc. (PSI)
26. Salmon Group, Inc.
27. SAWTST, LLC 8-28
28. SAWTST, LLC 8-30
29. Service Specialist
30. Sonoran Veteran Enterprise Joint Venture
31. Strategic Support Corporation, Inc. (SSC)
32. Sure Secure Solutions, LLC
33. TAVSI Marine, LLC
34. TeleSolv Consulting, LLC
35. The LPD Group, Joint Venture
36. Totally Joined for Achieving Collaborative Techniques, LLC (TJFACT)
37. Trident Internet Systems, Inc.
38. Watring Technologies, Inc.
39. Williams CPA Firm, PLLC
40. Wisdom Tree Technologies, LLC (TEAM WTT/ITS)

EVALUATION PROCEDURE

The SEC evaluated proposals in accordance with the requirements of the solicitation and the Federal Acquisition Regulations (FAR) Part 15.3 "Source Selection," as supplemented by NASA FAR Supplement (NFS) Part 1815.3m "Source Selection."

The solicitation provided for the selection and award in accordance with FAR 15.101-1, "Trade-off process" which is documented within the decision portion of this document.

The RFP prescribed four (4) evaluation factors considered essential in an offer: Management Approach, Relevant Experience, Past Performance and Price. The Management Approach, Relevant Experience and Past Performance, when combined, were significantly more important than Price.

Management Approach: Under the Management Approach evaluation factor, the offerors were required to provide a Phase-in Plan, a Management Plan, a Safety and Health Plan and an Organizational Conflicts of Interest (OCI) Plan. The SEC assigned one of the following ratings to the overall Management Approach characteristic, based on the findings and RFP criteria: "Low Risk," "Moderate Risk" or "High Risk."

Relevant Experience: Relevant Experience was defined as the accomplishment of work that was comparable or related to the technical work required by the solicitation, and of similar scope, size and

complexity. The SEC developed findings based on the criteria in the RFP and assigned one of the following ratings for the Relevant Experience characteristic: "Low Risk," "Moderate Risk" or "High Risk."

Past Performance: The offerors' Past Performance on previous contracts was assessed utilizing the information submitted in their proposals and any additional sources of information available to the SEC, such as the Past Performance Information Retrieval System (PPIRS). The evaluation addressed the offerors' performance, including the record of conforming to contract requirements and standards of good workmanship; adherence to contract schedules, including administrative aspects of performance; any history of reasonable and cooperative behavior and commitment to customer satisfaction; the record of integrity and business ethics; and, generally, the business-like concern for the interest of the customer. Based on these criteria and the resulting findings, the SEC assigned the Past Performance Factor a level of confidence rating of either "Very High Level of Confidence," "High Level of Confidence," "Moderate Level of Confidence," "Low Level of Confidence," "Very Low Level of Confidence" or "Neutral."

Price: The Price evaluation considered the phase-in price, total price of the basic year and all options to extend the period of performance under FAR 52.217-9. As required by the solicitation, the offerors' proposed pricing was evaluated for completeness and for reasonableness, in comparison to the other proposed prices received in response to the solicitation. Normally, adequate price competition establishes a fair and reasonable price (see 15.403-1(c)(1)).

DISPOSITION AND EVALUATION OF PROPOSALS

Upon receipt of proposals, the SEC conducted an initial review of the proposals to determine whether all of the required information had been provided and whether each offeror had made a reasonable attempt to present an acceptable proposal. Two (2) of the 40 proposals, BruinWave and Hanks LeGacy Institutional Support Venture, were determined to be non-responsive and the offerors were notified on September 25, 2013. The other 38 proposals were determined to be acceptable and were evaluated in accordance with the RFP. Additional information on my review of the offerors, presented in alphabetical order, is provided below.

Application Technologies, Inc. (APPTech): APPTech's Management Approach received a rating of "High Risk." APPTech's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "High Level of Confidence."

AWD Management Services, Inc. (AWD): AWD's Management Approach received a rating of "Moderate Risk." AWD's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

Bestica: Bestica's Management Approach received a rating of "Moderate Risk." Bestica's Relevant Experience received a rating of "High Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

Burgos Group, LLC (Burgos): Burgos's Management Approach received a rating of "Moderate Risk." Burgos's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

CAS Consulting, Inc. (CAS): CAS's Management Approach received a rating of "Low Risk." CAS's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

Certified Technical Experts (CTE): CTE's Management Approach received a rating of "High Risk." CTE's Relevant Experience received a rating of "High Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

Creative Business Solutions (CBS): CBS's Management Approach received a rating of "High Risk." CBS's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

Crescent Resources, LLC (Crescent): Crescent's Management Approach received a rating of "Moderate Risk." Crescent's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "High Level of Confidence."

CRJ Management Services, Inc. (CRJ): CRJ's Management Approach received a rating of "High Risk." CRJ's Relevant Experience received a rating of "High Risk" and its Past Performance received a rating of "Neutral."

Dependable Health Services, Inc. (DHS): DHS's Management Approach received a rating of "Moderate Risk." DHS's Relevant Experience received a rating of "High Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

ENSYNC Diversified Management Services (ENSYNC): ENSYNC's Management Approach received a rating of "High Risk." ENSYNC's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

Federal Solutions Group, Inc. (FSGI): FSGI's Management Approach received a rating of "Moderate Risk." FSGI's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

H2 Performance Consulting, Inc. (H2): H2's Management Approach received a rating of "Moderate Risk." H2's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

Human Resources Consulting, Inc. (HRCI): HRCI's Management Approach received a rating of "Moderate Risk." HRCI's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

i4 Now Solutions (i4 Now): i4 Now's Management Approach received a rating of "High Risk." i4 Now's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

JBR Solutions (JBR): JBR's Management Approach received a rating of "Moderate Risk." JBR's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "Low Level of Confidence."

KMAD Business Services, Inc. (KMAD): KMAD's Management Approach received a rating of "Moderate Risk." KMAD's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "Neutral."

LOGZONE, Inc. (LZI): LZI's Management Approach received a rating of "High Risk." LZI's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

MIRACORP: MIRACORP's Management Approach received a rating of "Low Risk." MIRACORP's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

National Services, Inc. (NSI): NSI's Management Approach received a rating of "Moderate Risk." NSI's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

NAVAR, Inc. (NAVAR): NAVAR's Management Approach received a rating of "Low Risk." NAVAR's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

NVision Solutions, Inc. (NVision): NVision's Management Approach received a rating of "Moderate Risk." NVision's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

Paramount Solutions, Inc. (PSI): PSI's Management Approach received a rating of "Moderate Risk." PSI's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

Salmon Group, Inc. (SGI): SGI's Management Approach received a rating of "High Risk." SGI's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

SAWTST, LLC 8-28 (SAWTST-28): SAWTST-28's Management Approach received a rating of "High Risk." SAWTST-28's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

SAWTST, LLC 8-30 (SAWTST-30): SAWTST-30's Management Approach received a rating of "High Risk." SAWTST-30's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

Service Specialist: Service Specialist's Management Approach received a rating of "High Risk." Service Specialist's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

Sonoran Veteran Enterprise Joint Venture (Sonoran): Sonoran's Management Approach received a rating of "Moderate Risk." Sonoran's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "High Level of Confidence."

Strategic Support Corp. (SSCorp): SSCorp's Management Approach received a rating of "Low Risk." SSCorp's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

Sure Secure Solutions, LLC (Sure Secure): Sure Secure's Management Approach received a rating of "Low Risk." Sure Secure's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

TAVSI Marine, LLC (TAVSI): TAVSI's Management Approach received a rating of "High Risk." TAVSI's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

TeleSolv Consulting, LLC (TeleSolv): TeleSolv's Management Approach received a rating of "Moderate Risk." TeleSolv's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Very High Level of Confidence."

The LPD Group, Joint Venture (LPD): LPD's Management Approach received a rating of "Moderate Risk." LPD's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "High Level of Confidence."

Totally Joined for Achieving Collaborative Techniques, LLC (TJFACT): TJFACT's Management Approach received a rating of "High Risk." TJFACT's Relevant Experience received a rating of "High Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

Trident Internet Systems, Inc. (Trident): Trident's Management Approach received a rating of "Moderate Risk." Trident's Relevant Experience received a rating of "Low Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

Watring Technologies, Inc. (Watring): Watring's Management Approach received a rating of "Low Risk." Watring's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "Moderate Level of Confidence."

Williams CPA Firm, PLLC (Williams): Williams's Management Approach received a rating of "High Risk." Williams's Relevant Experience received a rating of "High Risk" and its Past Performance received a rating of "Neutral."

Wisdom Tree Technologies, LLC (Wisdom Tree): Wisdom Tree's Management Approach received a rating of "High Risk." Wisdom Tree's Relevant Experience received a rating of "Moderate Risk" and its Past Performance received a rating of "High Level of Confidence."

SOURCE SELECTION DECISION

During my meeting with the Source Evaluation Committee (SEC) on March 18, 2014 regarding the Administrative/Clerical Support Services Contract (ACSS), I posed a number of questions to better understand the process and the overall evaluation. I concluded that the evaluation criteria had been followed and the evaluation of the proposals was comprehensive, thorough and well-documented. As the Source Selection Authority, I concurred with the findings of the SEC and adopted those findings without exception. I made my selection decision based on a comparative assessment of the proposals against the criteria in the RFP. I did not simply count and compare the numbers of strengths and weaknesses for each offeror, but considered the potential impact of a strength or weakness relative to this effort. I determined that it is in the Government's best interest to award on initial offers and hereby select NAVAR, Inc. (NAVAR) to receive this contract award. Additional support for my decision is provided below.

In assessing the relative value of the proposals, I reviewed the SEC's findings and ratings for Management Approach, Relevant Experience and Past Performance and their relative benefit to the Government. I placed a significantly higher relative weight on "Low Risk" ratings for Management Approach and Relevant Experience and on "Very High Level of Confidence" ratings for Past Performance. Combined, these factors were significantly more important to my decision than Price.

I agreed with the strong ratings the SEC awarded to MIRACORP, NAVAR, Strategic Support Corporation (Strategic), and Sure Secure Solutions, LLC (Sure Secure). Specifically, each offeror received a "Low Risk" rating for Management Approach; a "Low Risk" rating for Relevant Experience; and a "Very High Level of Confidence" rating for Past Performance.

I recognized that MIRACORP, NAVAR, Strategic and Sure Secure all received equally strong ratings from the SEC. However, the proposals from MIRACORP, Strategic and Sure Secure proposed pricing that exceeded NAVAR's. Therefore, I determined that award to either MIRACORP, Strategic or Sure Secure was not in the best interest of the Government and analyzed all other offerors against NAVAR. Additional information on my review of the SEC's findings and ratings for NAVAR is further described below.

NAVAR

Under Management Approach, NAVAR received the highest rating possible, "Low Risk." The findings I reviewed reflected an excellent approach to managing the ACSS effort and presented a clear understanding of the work to be performed. In particular, I was impressed with NAVAR's overall Human Capital Management Plan that would utilize several methods for assessing and evaluating its workforce, as well as reviewing skills, qualifications and workloads. The active development and continuous assessment of employees and their relevant skill sets showed me that NAVAR is committed to providing a high-quality workforce throughout the life of the contract. Underlining this ability to manage workflow fluctuations and minimize service disruptions, NAVAR also proposed to maintain an extensive database of candidates for backfill needs. Since task coverage is an important element of this contract, this approach satisfied my concerns about potential lapses in staffing. NAVAR's proposed productivity improvement plan, performance metric assessment, and partnering initiatives would ultimately manifest in additional efficiencies. Overall, NAVAR's proposal exhibited a comprehensive understanding and logical approach to accomplishing the requirements of the ACSS. While several of the other offerors demonstrated an understanding of a number of the requirements, NAVAR provided a thorough approach that increased my confidence in NAVAR's probable success on the contract.

NAVAR also received the highest rating possible, "Low Risk," for its Relevant Experience. My initial look at the findings indicated that NAVAR has extensive experience with work similar to the ACSS requirements. Upon further review, I discovered that NAVAR and its proposed subcontractor have worked on multiple contracts that were either similar in size, scope and complexity or exceeded the ACSS requirements. Most notably, NAVAR performed on several contracts with other Federal agencies to provide administrative support services that utilized personnel in similar clerical labor categories. Two (2) of the referenced contracts exceeded the size of the ACSS and had similar or greater scope and complexity. This level of tasking showed me that NAVAR is not only familiar with this type of work, but has managed larger contracts, which I took as a significant indicator of experience. NAVAR's proposed subcontractor also demonstrated familiarity with the elements of the ACSS through its performance of several similar contracts, including a much larger one for logistics operations at another NASA Center. The extensive combined experience of NAVAR and its proposed subcontractor increased my confidence in NAVAR's ability to perform the ACSS requirements.

In Past Performance, NAVAR again received the highest rating possible, "Very High Level of Confidence," and the findings included excellent ratings, as well as positive comments from previous customers. Of particular significance to me was NAVAR's strong performance on a

contract for strategic communication and conference planning; NAVAR performed many elements of the ACSS and received ratings of "exceptional" in all areas. The customer on that contract highlighted NAVAR's professional staff and noted them as being knowledgeable, reliable and actively engaged. I was also pleased to see similar strong performance by NAVAR's proposed subcontractor on a large contract that performed some ACSS-related activities. On that contract, the proposed subcontractor received ratings of "exceptional" and "very good" and was noted for providing high-quality performance for technical activities, schedule and cost control. I considered this combined past performance to demonstrate NAVAR's ability to provide strong management and customer satisfaction to its customers, which would positively impact the ACSS effort.

I noted that NAVAR's pricing was evaluated for completeness and reasonableness and found to be acceptable on both fronts. Overall, NAVAR's proposal presented a clear advantage in its Management Approach and created confidence in its potential for future success based on its Relevant Experience and Past Performance.

I reviewed the findings for the other offerors and agreed with the final ratings. During this consideration, I noted that CRJ Management Services, TJFACT and Williams received ratings of "High Risk" for their proposed Management Approach and Relevant Experience. TJFACT received a rating of "Moderate Level of Confidence" for Past Performance, while CRJ and Williams received Past Performance ratings of "Neutral." The proposed pricing for all three (3) offerors far exceeded the proposed pricing presented by NAVAR. Therefore, I considered these proposals to offer no advantage to the Government based on their lower technical ratings and higher pricing.

I noted that ten (10) other proposals received a rating of "High Risk" in Management Approach and were also priced higher than NAVAR: APPTECH, CBS, i4 Now, LZI, SAWTST (8-28 and 8-30), Service Specialist, TAVSI, Team ENSYNC, and Wisdom Tree. Of these, APPTECH and Wisdom Tree received ratings of "Moderate Risk" for Relevant Experience and "High Level of Confidence" for Past Performance. Both CBS and TAVSI received a rating of "Moderate Level of Confidence" for their respective Past Performance evaluations; however, TAVSI received a rating of "Low Risk" for Relevant Experience and CBS only received a rating of "Moderate Risk" for its Relevant Experience. i4Now and SAWTST (8-28 and 8-30) also received a rating of "Low Risk" for Relevant Experience and their Past Performance received a rating of "High Level of Confidence." The remaining three (3) proposals, LZI, Service Specialist and Team ENSYNC, also received a "High Risk" rating for Management Approach, but were rated as "Low Risk" for Relevant Experience with a "Very High Level of Confidence" rating in Past Performance. I agreed with the final ratings following my review and noted that the proposed pricing in all ten (10) proposals was higher than the price proposed by NAVAR. Therefore, I did not consider these proposals to offer an advantage to the Government over the higher-rated and lower-priced proposal submitted by NAVAR.

I also reviewed the ratings for sixteen (16) offerors that received a rating of "Moderate Risk" for Management Approach: AWD, Bestica, Burgos, Crescent Resources, Dependable Health, Federal Solutions, H2, Human Resources, JBR, KMAD, National Services, NVision, PSI, Sonoran, TeleSolv, and Trident. KMAD's Management Approach received a rating of "Moderate Risk" while its Past Performance was rated "Neutral." AWD and TeleSolv both received ratings of "Low Risk" for Relevant Experience and "Very High Level of Confidence" in Past Performance, while proposals submitted by Federal Solutions, H2, PSI, and Sonoran also received a rating of "Low Risk" for Relevant Experience, but received a lower rating of "High Level of Confidence" for Past Performance. Burgos, Human Resources, National Services and Trident each received a rating of "Low Risk" for Relevant Experience and a rating of "Moderate Level of Confidence" in Past Performance. Crescent Resources, JBR and NVision each received a rating of "Moderate Risk" for their Relevant Experience, but Crescent Resources

the tasks performed on the contract were not highly pertinent to the ACSS effort, which still raised some concern about CTE's ability to successfully perform on this contract.

While CTE's proposed pricing is lower than NAVAR's, the overall proposal was missing key information and demonstrated a lack of relevant experience. Based on my review of the findings and ratings, I have a low level of confidence in CTE's ability to successfully perform the ACSS requirements and do not believe the lower price offered by CTE outweighs the advantages offered by NAVAR's higher-rated management approach, higher-rated experience, higher-rated past performance and slightly higher-priced (1%) proposal.

Salmon Group, Inc. (SGI)

For the Management Approach factor, SGI received a rating of "High Risk." During my review of the findings, I noted that the rating was namely due to SGI's failure to provide adequate information on how it plans to maintain employees' proficiency on software products or how vacancies would be sufficiently covered. I was concerned about the lack of information in these key areas of the ACSS effort, since lapses in either area could result in lower-quality or interrupted service.

SGI received a rating of "Low Risk" for its Relevant Experience. Most notable among the findings was the fact that SGI performed on three (3) task orders that were similar to the ACSS requirement in size, scope and complexity. On these task orders, SGI performed several administrative and clerical duties, such as preparing documents, scheduling, managing travel authorizations, and receiving visitors. Additionally, SGI's proposed subcontractor performed under a similar contract with another Federal agency to provide several categories of administrative personnel. It was clear to me from the findings that SGI has extensive experience with this type of work.

The SEC rated SGI's Past Performance a "Moderate Level of Confidence." SGI performed some pertinent tasks on several relevant contracts and received ratings of "very good" for the quality of product/service and "satisfactory" for the remainder of the categories rated. The information reviewed also reflected positive comments regarding the support SGI provided and noted that expectations were exceeded. In general, I felt that SGI's past performance demonstrated the ability to be responsive to contract requirements, but fell somewhat short of effective or exemplary performance.

SGI's proposed pricing is lower than NAVAR's and SGI demonstrated extensive experience with this type of work. However, the overall proposal lacked information on key requirements and the past performance feedback, while generally positive, was not as strong as NAVAR's. Based on my review of the findings and ratings, I do not believe the slightly lower price offered by SGI outweighs the advantages offered by NAVAR's higher-rated management approach, higher-rated past performance and slightly higher-priced (< 1%) proposal.

The LPD Group (LPD)

Under Management Approach, LPD received a rating of "Moderate Risk." I agreed with the SEC's positive findings regarding LPD's proactive approach to successful knowledge transfer that would support a smooth transition and its broad training program that demonstrates a commitment to learning. However, LPD's proposal was also lacking in a couple of areas. Specifically, I was concerned about LPD's proposed Government involvement with staffing activities that could negatively impact timeliness and efficiency. Also, the proposal did not

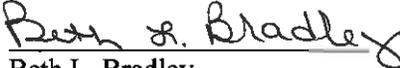
address how LPD would provide coverage in the event of a vacancy or absence. The provision of uninterrupted service is a key element to the ACSS Contract, so both of these weaknesses concerned me, as they could destabilize the overall effort.

LPD also received a rating of "Moderate Risk" in Relevant Experience. LPD provided references for several contracts; one (1) contract was determined to be outside the 3-year timeframe, as required by the RFP. The references for the remaining contracts reflected experience with other Federal agencies, performing some tasks similar to the ACSS requirements, such as the use of software products, scheduling, managing correspondence, and labor tracking. These activities showed experience with some tasks that were similar to the elements of the ACSS Contract, but the contracts were smaller in size and, therefore, demonstrate limited experience. In general, I considered LPD to have some experience with this kind of work.

LPD's Past Performance received a rating of "High Level of Confidence." I noted that the references contacted by the SEC rated the work performed as "exceptional" in all areas of service provided. Additionally, the comments received specifically called out the professionalism, timeliness and good customer service provided by LPD. I agreed with the SEC's findings that the information gathered showed strong performance on highly pertinent elements of somewhat relevant contracts, so I determined that the SEC's rating was appropriate.

LPD's proposed pricing is slightly lower than NAVAR's and the proposal demonstrated strong past performance on elements that were highly pertinent to the ACSS, as well as a good approach to knowledge transfer and training. However, the overall proposal lacked information on staff coverage and creates undue risk to efficiency by proposing Government involvement. Based on my review of the findings and ratings, I do not believe the slightly lower price offered by LPD outweighs the advantages offered by NAVAR's higher-rated management approach, higher-rated experience, higher-rated past performance and slightly higher-priced (< 1%) proposal.

My comparative assessment of all of the offerors reveals that NAVAR displays a clear advantage in Management Approach, Relevant Experience and Past Performance. Since these three (3) factors, when combined, are significantly more important than Price, I believe the advantage offered by NAVAR outweighs any additional cost over the other three (3) lower-priced, lower-rated offerors. In particular, NAVAR's proposal creates opportunities for efficiencies, maintenance of a high-quality workforce and minimal service disruptions which more than make up for the insignificant price difference. NAVAR definitively demonstrated the ability to successfully execute the ACSS requirements. Accordingly, I select NAVAR for award of the Administrative/Clerical Support Services Contract at the John C. Stennis Space Center.


Beth L. Bradley
Source Selection Authority