



Flight Opportunities Program IDIQ 2 Industry Day

Facilitators:

Contract Specialist - Joel B. Lozano

Technical – Ed Hamlin

Chat Monitor – Jennifer Thomson



Agenda

Briefing Topic

- Agenda/Administrative Items
- Overview of Draft Solicitation
- Technical Requirement

Break

- Instructions to Offerors
- Basis of Award

End

Estimated Timeframe (PST)

9:30 – 9:40 AM

9:40 – 10:30 AM

10:30 – 11:10 AM

11:10 AM – 12:10 PM

12:10 – 1:00 PM

1:00 – 2:00 PM



Welcome to FOP Virtual Industry Day!

Rules and Logistics

- No questions will be addressed during the presentation portions of the virtual presentation
 - Please submit questions to chat monitor “Jennifer Thomson (Host)”
- Virtual presentation will be presented in a “Listen Only” format
 - The audience will not be audible to the presenter(s)
- Q&A periods will follow each portion of the presentation
 - Presentation will be paused to gather questions from Chat Monitor
 - Questions that are deemed acceptable to answer in real time may be summarized by presenters and answered to virtual audience
 - Only questions relating to clarifying the technical requirement will be answered (ie: no questions about the capabilities of individual organizations)
 - Please email any unanswered questions to joel.b.lozano@nasa.gov



Welcome to FOP Virtual Industry Day!

Directions for Chat:

1. Find the “Chat” icon on the taskbar for this WebEx™ and click on it
2. Select “Send to: Jennifer Thomson (Host)”
 - If the “Chat” icon is set to “Send to Everyone” or someone other than Jennifer Thomson, click the arrow to reveal drop-down list of participants and select Jennifer Thomson
 - Questions not submitted to Jennifer Thomson may not be answered, but hosts will attempt to re-direct participants
 - Please email any unanswered questions to joel.b.lozano@nasa.gov



Joel Lozano

QUICK OVERVIEW OF DRAFT SOLICITATION



Overview of Draft Solicitation

- Standard Form 1449 and Continuation
- Contract Clauses
- Contract Documents, Exhibits, or Attachments
- Solicitation Provisions
 - Addendum to 52.212-1
 - Addendum to 52.212-2



Overview of Draft Solicitation Cont'd

Contract Type

- Multiple Award
- Indefinite Quantity / Indefinite Delivery (IDIQ)
- Firm-Fixed-Price



Overview of Draft Solicitation Cont'd

CLIN Structure

| CLIN | DESCRIPTION | PRICE |
|----------|--|----------------|
| CLIN 00X | <u>Standard Payload Slot - [proposed vehicle]</u> Standard payload slot, including all services required to integrate, manifest, and recover individual payload(s) | To Be Proposed |
| CLIN 00X | <u>Full Manifest - [proposed vehicle]</u> Standard flight, including all services required to integrate, manifest, and recover individual payload(s) | To Be Proposed |
| CLIN 00X | <u>Non-Standard Integration - [proposed common non-std service]</u> Additional value for services required to integrate Non-Standard payloads. This will consist of [proposed general description of non-std service] | To Be Proposed |



Overview of Draft Solicitation Cont'd

CLIN Structure

| INVITATION TO PROPOSE OPTIONS (52.216-5) | | |
|--|--|----------------|
| CLIN | DESCRIPTION | PRICE |
| CLIN 10X | <u>Option 1 – x*</u> Additional payload slot, including all services required to integrate, manifest, and recover individual payload(s) | To Be Proposed |
| | Price per payload slot: [proposed prices, if applicable, for each scenario in which (1-x) standard payload slot(s) is(are) not filled] | |
| CLIN 10X | <u>Option Full Manifest – [proposed vehicle]</u> Standard flight, including all services required to integrate, manifest, and recover individual payload(s) | |

| | | |
|----------|-------------------|----------------|
| CLIN 00X | Special Projects* | To Be Proposed |
|----------|-------------------|----------------|

| LABOR CATEGORY | FULLY BURDENED RATE |
|----------------|---------------------|
| Lead Engineer | To Be Proposed |



Q&A Period

Please excuse our silence

Hosts are gathering and examining questions gathered via the chat monitor

Hosts may present answers shortly, but allow approximately 10 – 15 for the pause



Ed Hamlin

TECHNICAL REQUIREMENT



Performance Work Statement

- Background
- Objective
- Scope



Performance Work Statement Cont'd

- General Requirements
 - Independent Operations
 - Government Observers
 - Commercial Operations
 - Reusability
 - Security and Recoverability of Payloads
 - Accessibility of Payload and Payload Data



Performance Work Statement Cont'd

- Flight Profile Requirements
 - Reduced Gravity with Space Environment
 - Slow Ascent to High Altitude with Freefall Descent
 - Rapid Ascent to Space Environment with Freefall Descent
 - Controlled Descent with Controlled Vertical Landing
 - Controlled Vertical Ascent and Descent

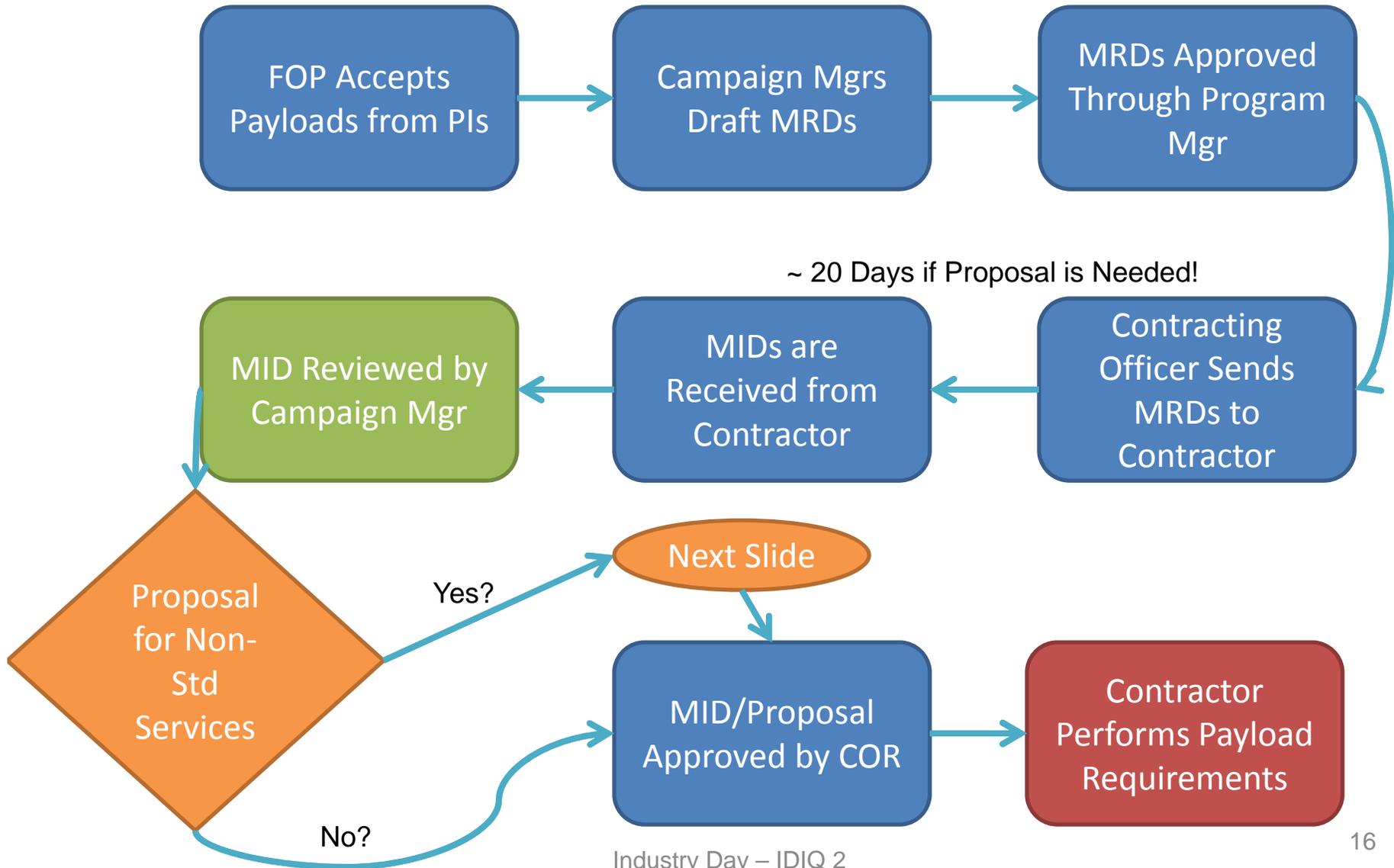


Performance Work Statement Cont'd

- Reviews and Documents
 - Payload User Guide
 - Mission Implementation Document (MID, see slides for process within each awarded task order)
 - Payload Acceptance and Readiness Review
 - System Safety Analysis and Mission Risk Assessment

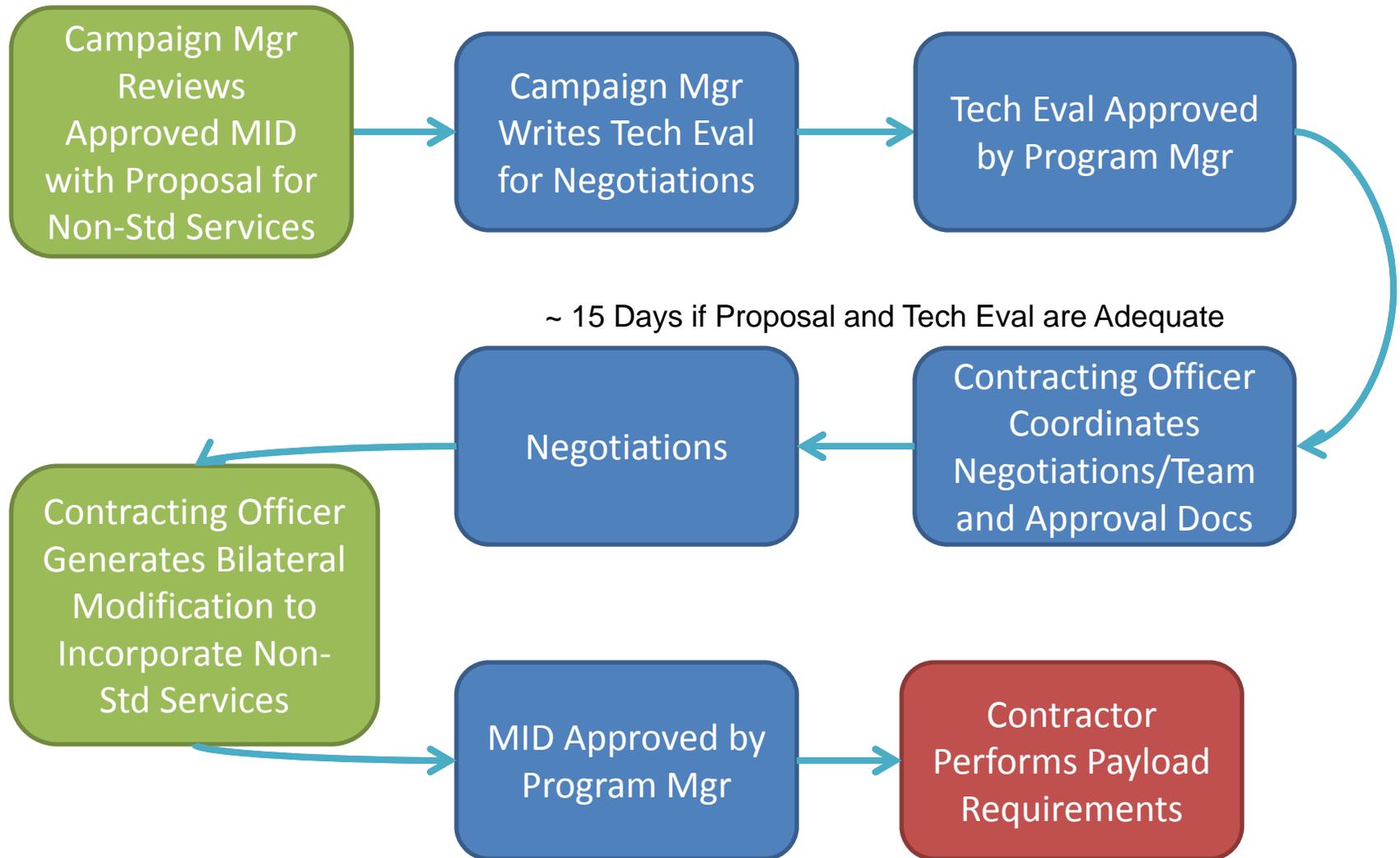


Performance Work Statement MID Process





Performance Work Statement MID Process (Cont'd)





Performance Work Statement

- Flight Service Requirements
 - Approvals and Waivers
 - Flight Operations Responsibility
- Payload Integration
- Special Projects



Performance Work Statement

- General Deliverables
 - Payload User's Guide (PUG)
 - Mission Implementation Document (MID)
 - Flight Data Report
- Definitions (see PWS)



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Joel Lozano

INSTRUCTIONS TO OFFERORS

52.212-1



Instructions to Offerors

- General Instructions
- Specific Instructions, Volumes and Page Count
 - Technical Proposal (3 Parts) – 15 Pages Total
 - Past Performance Information – 2 Pages Per Contract Referenced
 - Price Proposal - None



Instructions to Offerors Cont'd

Specific Instructions: Technical Proposal

- Description/Proof of Qualified Vehicle (QV)
- Proposed Deviations from Flight Profiles in the PWS
- Routine Capabilities and Operating Limits of QVs
- Reduced Gravity Capability and Quality
- Proof of Licenses or Waivers
- Operational Plan
- Proof of Subcontracting Agreements
- Description of Payload Integration Process and PUG



Instructions to Offerors Cont'd

Specific Instructions: Past Performance Information

- Detailed Description of Past Services Performance and Relevancy
- Quality and Satisfaction Rating for Contracts Completed in Past Three Years
- Performance Surveys from up to Five Entities for Past Three Years
- Subcontractor Consent to Disclose Past Performance Information
- Teaming Agreements



Instructions to Offerors Cont'd

Specific Instructions: Price Proposal (1 of 3)

- 1449 Blocks 12, 17a, 30a, 30b
- Parameters for Price Normalization*
 - Max Payload Mass (metric)
 - Max Payload Volume (metric)
 - Max Achievable Altitude given Payload Configuration of Each Offeror's Choice (metric)

*Potential change of requested parameters since the release of the Draft RFP



Instructions to Offerors Cont'd

Specific Instructions: Price Proposal (2 of 3)

- Proposed Unit Prices for Task Order
 - Price of 1 Payload Slot/Manifest
 - Assuming 1 Base Year + 2 Option Years
 - Assuming Proposed Number of Flights Per Calendar Year



Instructions to Offerors Cont'd

Specific Instructions: Price Proposal (3 of 3)

- Complete Necessary Fill-Ins and Certifications
 - Proposed Payment Schedule (52.232-28)
 - Representations and Certifications



Q&A Period

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Joel Lozano

BASIS FOR AWARD 52.212-2



Basis for Contract Award

- Past Performance Price Trade-Off (PPTO)
- Technical Acceptability and Past Performance are significantly more important than price
- Options will be evaluated
- Notice of Award – Mailed or otherwise furnished



Basis For Contract Award Cont'd

Technical Acceptability

- Proof of Qualified Vehicle or Proof of Flight Test Phase
- Operating Plan Proof of Independent Operations
- Operating Plan Addresses Payload Security, Recoverability, and Access
- Evidence that Qualified Vehicle Meets Reusability Standards



Basis For Contract Award Cont'd

Performance Confidence Assessment

- Only Technically Acceptable Proposals
 - Data Provided by Offeror
 - Data Obtained Independently
- Confidence Assessment (NFS 1815.305)
 - Very High
 - High
 - Moderate
 - Neutral (or Unknown)
 - Low
 - Very Low



Basis For Contract Award Cont'd

Price Evaluation

- Normalization of Prices Based on Parameters*
- Rank Ordered by Percentage from Normalized Price
- Re-Adjusted for Significant Differences in:
 - Payment Schedule
 - Price Savings for Economies of Scale for Payload Slots
 - Savings from Recurring Non-Standard Services

*Potential change of requested parameters since the release of the Draft RFP



Basis For Contract Award Cont'd

Final Determination of Award

- Source Selection Official shall then award to Offeror/Offerors based on an integrated assessment of best value using the aforementioned trade-off process



Basis For Contract Award Cont'd

Keep in Mind

- On-Ramp of New Contractors
 - Original evaluation criteria
 - Incumbents agree to new contractors
- Expansion of Capabilities
- Off-Ramp of Contractors
 - Self elimination
 - Poor performance



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Last Slide

Thank you for your participation!