

National Aeronautics and
Space Administration

John H. Glenn Research Center
Lewis Field
21000 Brookpark Road
Cleveland, OH 44135-3191



SOURCE SELECTION STATEMENT
Solicitation NNC13ZMS005R
MVF Vibration Table

This procurement is to purchase services to complete the fabrication of the Vibration Table Assembly which will be used at the Mechanical Vibration Facility (MVF). The MVF is located inside the Space Power Facility (SPF) at the NASA Plum Brook Station in Sandusky, Ohio. The contractor shall provide all supervision, personnel, material, equipment, and supplies to successfully transport, weld, and delivery the Table Assembly to the NASA Glenn Research Center (GRC), Plum Brook Station. To accomplish this effort, the Government will award a single, firm fixed price contract.

A Request for Quotation (RFQ) was issued Jul 12, 2013, through the NASA Acquisition Internet Service (NAIS). The solicitation was issued on an unrestricted basis. Two amendments to the RFQ were issued prior to the due date for receipt of proposals. Four proposals were received by the due date of August 23, 2013. The proposals received were from the following companies: Precision Custom Components, LLC, Merrill Tool Holding Company, American Manufacturing and Engineering Company, and LB Steel, LLC.

Evaluation

The proposals were evaluated in accordance with Federal Acquisition Regulation (FAR) 12.6 - Streamlined Procedures for Evaluation and Solicitation for Commercial Items. The proposals were evaluated considering three factors: Technical Capability, Price, and Past Performance. All Factors were considered equal in importance. Within the Technical Capability Factor there were 5 sub factors. All sub factors were considered equal in importance.

At the completion of the initial evaluation, three companies were considered to be the higher rated proposals and included in the down selection decision. The companies were: Precision Custom Components; Merrill Tool Holding Company; and American Manufacturing and Engineering Company. LB Steel had a rating of "poor" for all factors and therefore not included in the down selection.

Discussions were held with the three remaining firms. This included onsite visits by the evaluation team members. Two rounds of discussions and revised proposals ensued. A final proposal revision was received from the three firms on October 25, 2013. The below findings represent the final evaluation results.

Precision Custom Components, LLC

In Technical Capability, Precision Custom Components (PCC) was rated “very good” to “good.” The offeror had four “very good’s” and one “good” throughout the five sub factors. PPC was considered to have a number of significant strengths throughout the offer. The significant strengths included: PPC had an ample number of welders that were certified; a detailed resource schedule; in house welder training facility and in house heat treatment. Strengths include: key personnel who are familiar with the table; ample size facility; and proposed use of a trucking company that has prior experience with shipping the table. The offer did include a weakness in that the offer did not include a lifting plan. Their overall rating for Technical Capability was “Very Good.”

Past Performance was rated “Moderate” Level of Confidence. PCC was considered to have a strength for past contracts considered relevant to the planned effort, and a strength for technical performance on prior contracts. PCC was also deemed to have a significant weakness for cost control and schedule performance on prior contracts. PCC was also given a weakness for their prioritization of prior NASA work.

The Price proposal was considered complete. The price was the lowest of the received proposals at \$1.76M. The price was slightly lower than the Government estimate.

Merrill Tool Holding Company

In Technical Capability, Merrill Tool Holding Company was rated “very good” to “good.” The offeror was considered to have a number of significant strengths throughout their offer. The significant strengths included: proposed welders had significant aluminum experience; AS9100 and National Aerospace and Defense Contractors Accreditation: onsite welder training facility and in house machining capability. The strengths included: ample size facility and proposed using shock sensors during transportation. The offer had two weaknesses, these included: only four names were provided as welders and the company needs to build a heat treatment furnace. Their overall rating for Technical Capability was “Very Good.”

Past Performance was rated “Very High” Level of Confidence. Merrill was considered to have excellent relevant and past performance. They have a great deal of experience manufacturing large highly complicated projects.

The Price proposal was considered complete. The price was significantly higher than the other offers. The price was also significantly higher than the government estimate.

American Manufacturing and Engineering Company

In Technical Capability, American Manufacturing and Engineering Company (AMECO) was rated “very good” to “fair”. The offeror had one “very good,” three “goods” and one “fair” throughout the five sub factors. They have a significant strength with their company leadership

having significant experience in prior positions (ie ALCOA). The strengths include: proposed 7 welders with proper certifications; company has job shop environment which can be used for problem solving; the company has a low turnover of employees; the facilities are close to GRC and the offer included the use of shock recording devices during transport.

The offer had one significant weakness in that considerable modifications would have to be made to the physical facility prior to being able to accept shipment of the table. Their rotisserie design needed to be built and tested before the table could be attached and used for rotating the table and an alternate flipping plan involves a crane and under hook height may not have substantial enough clearance to flip the table.

The offer had three weaknesses, these included: the company does not have a set Quality Manual/Plan; the company had a low ability to backfill welders quickly and they have to build a heat treat furnace. Their overall rating for Technical Capability was "Good."

Past Performance was rated "Moderate" Level of Confidence. AMECO was considered to have limited relevant experience aluminum welding projects but had a number of large prior welding projects. AMECO was considered to have a strength on their performance of prior projects.

The Price proposal was considered complete. Their price was the second lowest of all the received proposals and only slightly higher than PCC.

A selection discussion was held on October 31, 2013. Present at the meeting was the Source Selection Authority, the evaluation team, and key management officials.

Selection Decision

I have reviewed the findings of the evaluation team and understand the process used to establish the findings. I am in agreement with the findings as presented and take no exception to the information. I further understand the relative importance of the factors and subfactors and understand the selection is based on the best value to the Government.

In the Technical Capability Factor, I note that Merrill was rated "very good" in four sub-factors and "good" in one sub-factor. Merrill had a number of significant strengths including: qualified welders, AS9100 accreditation, in-house machining, and an on-site welder training facility. I note the two identified weaknesses.

PCC was rated "very good" in four sub-factors and "good" in one sub-factor. PCC had a number of significant strengths including: ample certified welders, a detailed resource loading schedule, in-house heat treatment and an in house welder training facility. I note the one identified weakness.

AMECO was rated "very good" in one sub-factor, "good" in three sub-factors and "fair" in one sub-factor. AMECO had one significant strength: their company leadership having significant experience in prior positions (ie ALCOA). They also had five strengths. AMECO had one

significant weakness regarding the facility limitations and the need to build a device to flip the table. These facility limitations are a concern and I believe add to performance risks to completing the effort on schedule. I also note the three identified weaknesses.

In direct comparison of the three remaining offerors under this Factor, I consider Merrill and PCC to be very close in technical capability. Both proposals addressed the solicitations requirements with each offering slightly different technical advantages. I consider both companies fully qualified to perform the work effort. I find the AMECO offer, while addressing the requirements of the solicitation, to have a major weakness in the facility area which raises a concern. I consider the AMECO offer to provide no meaningful advantages over the two higher rated offers.

In the Relevant Experience and Past Performance Factor, I note Merrill has a “very high” level of confidence. Merrill was considered to have excellent relevant experience and performance.

I note PCC with rated a “moderate level” of confidence. They were considered to have relevant experience and good technical performance but it is acknowledged that PCC has had past issues on cost control and schedule with the very same table as a subcontractor on a prior contract. I understand that in the discussion phase of the evaluation frank discussions were held with the company principals discussing the past performance concerns on the MVF table on the prior contract. I further understand that the contract type change (cost to fixed price) and monitoring by the Government may mitigate prior performance issues. I understand the Government’s final finding of “moderate” takes into considering these mitigating issues.

I note that AMECO also received a “moderate” level confidence. AMECO had limited aluminum welding experience but substantial experience welding steel projects.

In a direct comparison of the three firms under this Factor, I consider Merrill to have a slight advantage due to their extensive relevant experience and performance. PCC has extensive relevant experience with the MVF table but their earlier cost and schedule performance is a concern that I believe can be mitigated with a change of contract type and active monitoring. AMECO has limited experience in aluminum welding and provides no advantage over the other higher rated offerors.

In the area of Price, I note that PCC had the lowest pricing of all the other proposals at \$1,760,000. AMECO provided the next lowest price which was slightly higher than PCC. Both prices were slightly lower than the Government estimate. The Merrill price was significantly higher than the other prices and higher than the Government estimate. The price offered by Merrill is outside the current project operational budget.

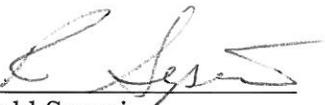
In summary, I find Merrill to have provided the superior proposal in Technical Capability and Past Experience and Performance. I consider Merrill to be fully capable of performing the effort. However, I also find PPC to have provided a fully responsive technical proposal and capable of performing the effort. I also have considered the past performance issues of PCC as a subcontractor on the MVF table. While I have a concern, I believe the change to a firm fixed

price contract under the direct and frequent monitoring of NASA will mitigate the issues experienced under the prior contract. I find no meaningful advantage of AMECO over the two other offers.

In the area of Price, the Price offered by Merrill is outside the operational budget and unaffordable. The price of \$1,760,000 offered by PCC is the lowest and within the government estimate. The price offered by AMECO is slightly higher than that of PCC.

Because I believe PCC is fully capable of performing the work effort and that the past performance issues can be mitigated, I believe the Government will achieve its best value by selecting PCC to perform the work effort at a price significantly lower than the price offered by Merrill.

I hereby select the Precision Custom Components, LLC to perform the requirements as outlined in the solicitation **NNC13ZMS005R**.



Ronald Sepesi
Chief, Institutional Services Branch

11-13-13
Date