



*Oak Ridge National Laboratory
Request for Proposals
DE-RP05-99OR22725*

RFP OVERVIEW

**Don Sloan, Chairman
Source Evaluation Board**

May 4, 1999



Ground Rules

- All questions in writing; answers during the Q&A session and on RFP homepage
- Presentations, comments, and answers to questions at the preproposal conference do not change the terms of the RFP. Terms of the RFP can only be changed through a formal amendment to the RFP.



Contract Selection Participants

- Source Selection Official
 - » Milton D. Johnson, Associate Director for Laboratory Operations and Environment, Safety, and Health, HQ/Office of Science
- Source Evaluation Board
 - » Chairperson
 - Don R. Sloan, Contracting Officer
Procurement and Contracts Division, ORO
 - » Members
 - Richard R. Furlong, Program Manager
Office of Nuclear Energy, Science, and Technology, HQ/NE
 - George C. Manthey, Deputy ORNL Site Manager for Institutional Management, ORO
 - Johnny O. Moore, Group Leader
Environmental Technology Group, ORO
 - Jerry J. Smith, Program Manager
Office of Basic Energy Sciences, HQ/SC
 - John L. Stirling, Environmental Protection Specialist, Office of Deputy Assistant Secretary for Environment, HQ/EH



Qualification Criteria

- Offerors must have managed:
 - » \$50 million in average annual research and development costs
 - » Industrial/scientific infrastructure of 1,000,000 square feet
- Documentation validating this requirement must be submitted with the proposal
- Proposals not meeting this requirement will not be evaluated



Proposal Components

- Volume I - Offer
- Volume II - Technical and Business Management
- Volume III - Cost



Volume I - Offer

- ***Signed contract - terms and conditions***
- ***Fee/fee discount factor***
- Corporate citizenship
- Key personnel
- ***Performance Guarantee Agreement***
- Responsible corporate official
- Small business subcontracting plan
- Representations, Certifications, and other Statements of Offerors
- Acknowledgment of amendments to RFP



Award Without Discussions

- Government intends to evaluate proposals and award a contract without “discussions.”
 - » Government reserves the right to conduct discussions if later determined to be necessary.
- Any exception or deviations taken to the terms of the contract (Sections A-K) will make the offer unacceptable for award without discussions.
 - » An offeror may revise its proposal only during discussions.
- If an offeror proposes exceptions to the terms and conditions, the Government may make an award without discussions to another offeror who did not take exception to the terms and conditions.
- Each offeror should initially submit its best proposal.



Employee Transition Objectives

- Orderly employee transition to the new contractor
- Fairness to current employees while maintaining a productive workforce
- Minimize cost of transition and impacts to DOE programs



Contract Transition Requirements for Lockheed Martin Energy Research Employees

- On April 1, 2000, all LMER employees become employees of the new contractor (except incumbent key personnel).
- Employees will retain substantially equivalent pay and benefits, including company service credit.
- New contractor will participate in the LMES Defined Benefit Pension Plan or establish a “mirror” plan.
- Severance pay protection is maintained for involuntary terminations.
- Contractor is expected to maintain positive labor-management relations; recognize existing bargaining agent, Atomic Trades Labor Council (ATLC); give due consideration to the existing Construction Labor Agreement with the Knoxville Building Trades Council (KBTC).



Fee

- Offerors will propose:
 1. Fixed fee NTE \$3.5 million for FY 2000.
 2. Fee discount factor, applied against \$7 million for each year during FY 2001 - FY 2004 and applied against \$3.5 million for FY 2005
 3. Fee discount factor for the option period
- Fee applies to the prime contractor/teaming partners/subcontractors identified and considered a part of the selection and award.



Separate Corporate Entity/ Performance Guarantee

- Separate Corporate Entity
 - » Contractor shall be separate corporate entity from its parent company and set up solely to perform this contract.

- Performance Guarantee
 - » Performance of the contract must be guaranteed by the contractor's parent organization
 - » Includes the parent organization of each member of a joint venture or limited liability company, etc.



Volume II- Technical and Business Management Proposal

- Presents the offeror's understanding, capabilities, and approach in satisfying the requirements of the Statement of Work
- Oral presentation
 - » Leadership and Organization
 - » Management of Science and Technology
 - Science and Technology Programs
 - Spallation Neutron Source (SNS)
 - Laboratory Operations
 - Environment, Safety, and Health
 - » Corporate Experience
- Written information
 - » Past performance references
 - » Management team resumes



Oral Presentation Process

- Oral presentation allows the offeror to present directly to the Source Evaluation Board (SEB) its approach for management and operation of ORNL
- Four-hour limitation on the oral presentation
- Question and Answer session after the oral presentation
 - » Facilitate the SEB's understanding of the presentation
 - » Includes a "test problem(s)"
 - » Answers will be considered in proposal evaluation



Oral Presentation Process (continued)

- Material presented is not a part of the contractually binding offer.
- Oral presentation/Q&A session shall not be used to:
 - » Cure proposal deficiencies or material omissions;
 - » Materially alter the technical or cost elements of the proposal;
 - » Otherwise alter the proposal;
 - » Discuss any portion of the offer.
- SEB will evaluate:
 - » Only those areas specified in Section M of the RFP;
 - » Only paper copy of oral presentation materials submitted with the proposal and presented during oral presentation.



Volume III - Cost

- Key Personnel Cost
 - » February 2000 - September 2001
- Transition Cost
 - » February - March 2000



Evaluation and Award Considerations

- Weighted evaluation criteria:
 - » Management of Science and Technology 68%
 - » Leadership 24%
 - » Corporate Experience and Past Performance 5%
 - » Corporate Citizenship 3%

- Cost, fee, and fee discount factor

- Selection for contract award will be based on the proposal that represents the best value and is the most advantageous to the Government.



Schedule

- RFP released April 12, 1999
- Proposals due July 12, 1999
- Oral presentations begin approximately August 2, 1999
- Contract award by December 1999
- Contractor assumes full responsibility for the contract work April 1, 2000