



FORCEnet BAA #10-018

**Dynamic Command and Control (C2) for
Tactical Forces and Maritime Operations Centers (MOCs)
FORCEnet Enabling Capability**

Industry Day

21 May 2010



Wrap-Up

Most Common Mistakes

- **Technical Proposal**
 - **Does not contain a cover page with applicable information**
 - **Does not contain a severable Statement of Work (SOW)**
 - **Requirement and deliverable not clearly identified or clearly defined**
 - **Does not provide the destination for the deliverable**
 - **Requirement contain acronyms that are not spelled out**

Most Common Mistakes

continued

- **Technical Proposal** continued
 - **Assertions of Data Rights are improperly asserted or written too broad**
 - **Does not identify whether or not a DD 254 is required**
 - **Contract Data Requirements List (CDRL) information not provided**

Most Common Mistakes

continued

- **Cost Proposal**

- **Does not contain a cover page with the applicable information or signature**
- **Does not include a detailed (unburdened) proposal from prime and subcontractors**
- **Does not include the consultant agreements (must be signed)**
- **Does not contain quote information for items exceeding \$10,000**
- **Does not contain travel details (number of trips, number of people, destination, reason for trip, per diem, auto rental)**

Most Common Mistakes

continued

- **Cost Proposal** continued
 - **Does not include the ONR Representation and Certifications**
 - **Does not include a subcontracting plan**
 - **Large businesses are required to submit subcontracting plans for acquisitions over \$550,000.00 or a statement noting that there are no subcontracting opportunities (See FAR 19.702)**

White Paper Submission

- **BAA direction –**

“The preferred method of White papers submission is .PDF by e-mail; however, ONR is not responsible for content being stripped due to Navy Marine Corps Intranet (NMCI) restrictions. Offerors who opt not to e-mail their submissions, shall ensure that a CD-Rom copy in PDF format is provided to ONR no later than the due date and time set forth on this BAA. No .zip files, or password protected files, will be accepted. Submissions sent by fax will not be considered.”

- **Caution –**

If e-mailing your white paper, and notification of receipt is requested – turn on the ‘return receipt’ flag on your e-mail application.

- **Note –**

“White papers will be evaluated by the government to determine whether an Offeror is to be selected to make an oral presentation of its white paper to a panel of government evaluators. The submitters of White Papers determined to not be of “particular value” to the Navy will not be permitted to give an Oral Presentation or submit a Full Proposal.”

White Paper Format & Content

- ***White Paper Format***

- .PDF file
- Paper Size – 8.5 x 11 inch paper
- Margins – 1 inch
- Spacing – single or double-spaced
- Font – Times New Roman, 12 point
- White papers are limited to eleven (11) pages in length, as described below in the “White Paper Content” section (including the cover page).

- ***White Paper Content****

- Cover page
- Abstract
- Technical Concept
- Offeror’s Capabilities
- Management Approach
- Deliverables
- Costs

* See detailed requirements in the BAA

BAA Execution Schedule

<u>EVENT</u>	<u>DATE*</u>	<u>TIME</u> (EDT)
FedBizOps Posting	29 April 2010	
Industry Day	21 May 2010	0800
White Papers Due	21 June 2010	1400
Notification of Navy Evaluations of White Papers	9 July 2010	
Oral Presentations	19 July 2010 (week of)	
Notification of Navy Evaluations of Oral Presentations	5 August 2010	
Full Proposal Due	16 September 2010	1400
Notification of Selection for Award	14 October 2010	
Contract Awards	14 January 2011	

* These dates are estimates as of the date of the BAA announcement.

Refer to the *Dynamic C2 for Tactical Forces and Maritime Operations Center* website for official dates.

Evaluation Criteria

1. Overall scientific and technical merits of the proposal

The degree of innovation and ability to deliver technology that will improve warfighting capabilities.

The soundness of the technical concept.

The Offeror's awareness of the state of the art and understanding of the scope of the problem and the technical effort needed to address it.

The extent to which the government will have full intellectual property rights, or at least unlimited government purpose intellectual property rights, to the deliverables received.

2. Naval relevance, anticipated contributions of the proposed technology and transition potential.

3. Offeror's capabilities, related experience, and past performance, including qualifications, capabilities and experience of the proposed personnel.

The quality of technical personnel proposed to perform the described work.

The Offeror's past experience in relevant efforts with similar resources.

4. Management approach (Full Proposal Only)

Relationship between cost and milestone achievement is defined.

Estimate of technical, schedule and cost risk with risk management addressed.

5. Realism of the proposed cost.

Total cost relative to benefit.

Realism of cost levels for facilities and staffing.



BAA Contact Information

Program Manager

Mr. Gary Toth, Code 311,

Phone: (703) 696-4961

E-mail: gary.toth@navy.mil

Office of Naval Research

875 North Randolph Street – Suite 1425

Arlington, VA 22203-1995

Technical POC

Richard Coupland

Phone: (401) 832-3642

E-Mail: richard.coupland@navy.mil

Naval Undersea Warfare Center

Newport, RI

Contracting Officer

SILVIA MOLINILLO

Phone: (703) 696-2972

SILVIA.MOLINILLO@NAVY.MIL

Office of Naval Research, CODE BD 251



Back-Ups



Full Proposal Format – Volume 1 - Technical and Volume 2 - Cost Proposal

- ***Full Proposal Format – Volume 1 - Technical and Volume 2 - Cost Proposal***
 - Paper Size – 8.5 x 11 inch paper
 - Margins – 1 inch
 - Spacing – single or double-spaced
 - Font – Times New Roman, 12 point
 - Enclosures -- Each copy and the original should be free of any notebook or other enclosing material.
 - Number of Pages
 - Volume 1 is limited to no more than twenty (20) pages. The cover page, table of contents, proposal checklist, current and pending project and proposal submission and resumes are excluded from the page limitations.
 - There is no page limit for Volume 2.
 - Copies – one (1) original, three (3) hard copies, and one electronic copy on CD-ROM (in Microsoft® Office Word or Excel or Adobe Acrobat .pdf format).



Full Proposal Content

Volume 1 – Technical, and

Volume 2 - Cost Proposal

- **Volume 1: Technical Proposal***

- Cover Page
- Proposal Checklist
- Table of Contents
- Statement of Work
- Technical Approach
- Project Schedule and Milestones
- Assertion of Data Rights and/or Rights in Computer Software
- Deliverables
- Current and Pending Project and Proposal Submissions
- Qualifications
- Management Approach

- **Volume 2: Cost Proposal***

- **Cover Page**
- **Part 1 – Contract Costs**
 - Direct labor
 - Indirect Costs
 - Travel
 - Subcontracts / Interorganizational Transfers
 - Consultants
 - Materials & Supplies
 - Contractor Acquired Equipment or Facilities
 - Other Direct costs
 - Options
 - Fee/Profit
- **Part 2 – Cost breakdown**

** See detailed requirements in the BAA*