

QUESTIONS & ANSWERS

Solicitation No. HTC711-12-R-C003

THEATER EXPRESS II

The following are questions and responses submitted regarding solicitation number HTC711-12-D-C003. Previous questions and responses regarding this requirement were submitted and posted with the Draft solicitation on Federal Business Opportunities (FedBizOpps) at:

https://www.fbo.gov/spg/ODA/USTC/USTRANSCOM/THX-II_HTC711-11-R-C004/listing.html

Any new questions and their responses will be posted with the official solicitation, solicitation number HTC711-12-R-C003.

Q.1. Subcontracting Plan

Ref: Section (12), Proposal Preparation Instructions, Part II – Technical Proposal, Page 65, Paragraph (2) Technical Subfactor 2, Subcontracting Plan

The Subcontracting Plan is an unrealistic expectation. Purchased line haul is the largest opportunity for Subcontracting dollars for THX II. Within the solicitation, significant limitations and restrictions exist which reduce the pool of potential subcontractors such as countries on the EU ban list. Afghanistan, Kyrgyz Republic and the Republic of Kazakhstan are on the EU ban list. Yet, these same countries are included in the CASA list for subcontracting.

Will the Government consider removing the Subcontracting Plan requirement?

A.1. The purpose of the subcontracting plan is to reinforce existing policy regarding the procurement of services in Afghanistan and Central Asia in support of the USCENTCOM theater engagement and security cooperation activities which among other goals, improves bi- and multi-lateral relationships and promotes regional economic development. Local procurement of goods and services has directly impacted regional economic development and host nation access approval to supply routes into and out of Afghanistan in support of Operation Enduring Freedom.

The technical subfactor 2 is rated on an “Acceptable/Unacceptable” basis where the measure of merit is met when the offeror develops a plan which includes:

- A. Separate percentage goals for using Afghanistan and CASA businesses for subcontracting opportunities. The percentage goal shall be determined by comparing the projected dollars to be subcontracted to Afghan and CASA entities with the projected total dollars to be subcontracted measured over a one-year performance period.
- B. A description of the principal types of services to be subcontracted to Afghanistan and CASA businesses.

- C. The method used to develop the subcontracting goals.
- D. A description of the methods used to identify and employ potential sources
- E. Assurance that the offeror will submit the required annual report as specified in paragraph 4.5 of the PWS.

The Government understands that subcontracting opportunities to Afghanistan and CASA businesses may be limited due to other restrictions levied by the solicitation's terms and conditions. This technical subfactor requires offerors to develop a plan identifying projected goals to support Afghanistan and CASA businesses through subcontracting opportunities. The Government will not consider removing the Subcontracting Plan requirement.

Q.2. Subcontracting Plan

Ref: Section (12), Proposal Preparation Instructions, Part II – Technical Proposal, Page 65, Paragraph (2) Technical Subfactor 2, Subcontracting Plan

With regards to the Afghanistan & CASA subcontracting plan, can the plan be for two entities: Afghanistan and CASA? Or should the plan be submitted for each of the countries in CASA?

A.2. The plan should be written to address the requirements for the two entities, Afghanistan businesses and CASA businesses. The offeror is not required to identify goals or develop a plan specific to the individual countries included in the CASA description.

Q.3. Subcontracting Plan

Ref: Section (12), Proposal Preparation Instructions, Part II – Technical Proposal, Page 65, Paragraph (2) Technical Subfactor 2, Subcontracting Plan

The technical subcontracting plan does not fit well into this type of contract. Theater Express is primarily serviced by air and is airport to airport service with a majority of ground handling performed by the military. This technical factor would work well for a ground transportation or a logistics contract but has limited pertinence for an airport to airport contract to U.S. military installations where the military provides a majority of the ground handling.

Separate percentage goals for using Afghanistan and CASA businesses cannot be determined by comparing projected total subcontracted dollars measured over a one-year period given the nature of the daily bid operations.

A majority of the carrier expense for this contract is directly from the subcontracted carriers. There are very few airlines in CASA that can meet the safety and audit oversight requirements, capable of carrying military cargo and available for Theater Express operations.

Would you consider CASA nationals that are employed by the prime but working in a different country such as Kuwait, United Arab Emirates, or Bahrain?

A.3. See responses to Questions 1 & 2. The Government understands that the daily cargo offering characteristics have a meaningful influence over what subcontracting opportunities may exist for Afghanistan and CASA businesses. However, for reasons explained in the response to Question 1, the Government will not consider removing the Subcontracting Plan requirement. The plan should be developed to address subcontracting opportunities to Afghanistan and CASA businesses and not developed to address individuals employed that are of Afghan or CASA descent. The plan may include subcontracting opportunities to Afghanistan or CASA businesses that operate and perform in other countries.

Q.4. Past Performance Questionnaires

Ref: Addendum to 52.212-1, Section (12) Proposal Preparation Instructions, PART III – Past Performance Information, Page 66, Paragraph (4), Past Performance Questionnaires.

The RFP states, “If more than one questionnaire is received on any of the four contract examples, only the first one received will be accepted.” Can we include multiple questionnaires from one contract but different Contract Line Item Numbers (CLINs)?

A.4. As the original solicitation states, offerors are only permitted to submit Past Performance Questionnaires for a total of four contract references for which the offeror (prime) or the proposed principal subcontractor(s) have performed. Additionally, Paragraph (4) on page 66 of the solicitation states, “Maximum of four individual contract Past Performance Questionnaires shall be accepted by the Government from each offeror.”

However, after further consideration, the Government will execute a solicitation amendment to relax this requirement. The amendment will specify that offerors are still restricted to submission of four contract references. However, offerors may submit up to a total of eight Past Performance Questionnaires for all references. This amendment allows offerors to submit multiple Past Performance Questionnaires for a specified contract reference.

These revisions are reflected in Amendment 0001 to the solicitation. Interested parties are reminded that the official solicitation and any amendments provide the official Instructions to Offerors and evaluation criteria. Offerors should not rely on Q&As if responses differ from instructions or terms and conditions specified in the solicitation and amendments.