

Amendment 0003
Solicitation Number ONR-BAA-15-0008
Accelerating the Development of Small Unit Decision Making (ADSUDM)

Date 18 FEB 2015

The purpose of Amendment 0003 is to: 1) update the BAA by incorporating page limitations on the Technical Proposal Template, and 2) to respond to questions submitted prior to 12 FEB 2015. Questions received after that date and before the deadline for submissions of questions will be addressed in a subsequent amendment.

1. Section IV, entitled “Application and Submission Information”, subsection B.b.i., entitled, “Instructions for Contracts” is hereby revised to read as follow (Changes in **bold**):

b. FULL PROPOSALS

i. INSTRUCTIONS FOR CONTRACTS, COOPERATIVE AGREEMENTS AND OTHER TRANSACTION AGREEMENTS (Does not include Grants)

NOTE: Submission instructions for BAAs issued after FY 2010 have changed significantly from previous requirements. Potential Offerors are advised to carefully read and follow the instructions below. The new format and requirements have been developed to streamline and ease both the submission and the review of proposals.

Proposal Package:

The following five documents with attachments comprise a complete proposal package:

- (1) Proposal Checklist (pdf)
- (2) Technical Proposal Template (Word)
- (3) Cost Proposal Spreadsheet (Excel)
- (4) Adequacy Checklist for Pre Award Audit (SF 1408) (as applicable)
- (5) Stand-alone non-proprietary Statement of Work (SOW) in Word Format

NOTE: The electronic file name for all documents submitted under this BAA must not exceed 68 characters in length, including the file name extension.

Items 1 – 4 above are located at: <http://www.onr.navy.mil/Contracts-Grants/submit-proposal/contracts-proposal/>. All have instructions imbedded into them that will assist in completing the documents. Also, both the Technical Proposal Template and the Cost Proposal Spreadsheet require completion of cost-related information. Please note that attachments can be incorporated into the Technical Proposal Template for submission.

There are no page limits on the Proposal Checklist, Cost Proposal Spreadsheet, or Adequacy Checklist for Pre Award Audit (SF1408). The page limit for Technical Proposal Template and the Statement of Work when combined shall not exceed a maximum of ten (10) pages (excluding cover page, table of contents, resumes, current pending project and proposal submissions, relevant experience, and list of attachments).

Offerors responding to this BAA must submit a separate list of all technical data or computer software that will be furnished to the Government with other than unlimited rights. The Government will assume unlimited rights if offerors fail to identify any intellectual property restrictions in their proposals. Include in this section all proprietary claims to results, prototypes, and/or deliverables. If no

restrictions are intended, then the offeror should state “NONE.”

For proposals below the simplified acquisition threshold (less than or equal to \$150K), the Technical Proposal Template and Technical Content documents, and the Cost Proposal Spreadsheet are required. In addition, if a purchase order will be awarded, the effort will be fixed price. Purchase orders can also contain options, as long as the total amount of the base and all options does not exceed \$150K.

The format requirements for attachments are as follows:

- Paper Size- 8.5 x 11 inch paper
- Margins – 1 inch
- Spacing- single or double spaced
- Font- Times New Roman, 12 point

For proposed subcontracts or interorganizational transfers over \$150,000, Offerors must provide a separate fully completed Cost Proposal Spreadsheet in support of the proposed costs. This spreadsheet, along with supporting documentation, must be provided either in a sealed envelope with the prime’s proposal or via e-mail directly to both the Program Officer and the Business Point of Contact at the same time the prime proposal is submitted. The e-mail should identify the proposal title, the prime Offeror and that the attached proposal is a subcontract, and should include a description of the effort to be performed by the subcontractor.

Offerors should submit one (1) hard copy and one (1) electronic copy on CD-ROM of their full proposal package. The electronic copy should be submitted in a secure, pdf-compatible format, except for the electronic file for the Cost Proposal Spreadsheet which should be submitted in a Microsoft Excel 2007 compatible format. All attachments should be submitted in a secure, pdf-compatible format.

The secure pdf-compatible format is intended to prevent unauthorized editing of the proposal prior to any award. A password should not be required for opening the proposal document, but the Government must have the ability to print and copy text, images, and other content. Offerors may also submit their Technical Proposal Template in an electronic file that allows for revision (preferably in Microsoft Word) to facilitate the communication of potential revisions. Should an Offeror amend its proposal, the amended proposal should be submitted following the same hard and electronic copy guidance applicable to the original proposal.

Any proposed options that are identified in the Technical Proposal Template or Stand-alone non-proprietary Statement of Work, but are not fully priced out in the Cost Proposal Spreadsheet, will not be included in any resulting contract, cooperative agreement, or other transaction. If proposing options, they **must** be separately priced and separate spreadsheets should be provided for the base period and each option. In addition to providing summary by period of performance (base and any options), the Contractor is also responsible for providing a breakdown of cost for each task identified in the Statement of Work. The sum of all costs by task worksheets **MUST** equal the total cost summary.

The electronic submission of the Excel spreadsheet should be in a “useable condition” to aid the Government with its evaluation. The term “useable condition” indicates that the spreadsheet should visibly include and separately identify within each appropriate cell any and all inputs, formulas, calculations, etc. The Offeror should not provide “value only spreadsheets” similar to a hard copy.

Fixed Fees on ONR Contracts: The Government Objective is set in accordance with the DFARS 215.404-71. See the below table for range and normal values:

Contract Risk Factor	Contract Type	Assigned Value (Normal range)	Normal Value
Technical (1)		3% - 7% (2)	5%
Management/Cost Control (1)		3% - 7% (2)	5%
Contract Type Risk	Firm Fixed Price	2% - 6% (3)	3% - 5% (4)
Contract Type Risk	Cost Plus Fixed Fee	0% - 1% (2)	0.5%

- (1) Assign a weight (percentage) to each element according to its input to the total performance risk. The total of the two weights equal 100%
- (2) Assign a weighting score relative to the Risk Factor.
- (3) Depends on the specific Contract Type (With/without financing, performance-based payments, and/or progress payments).
- (4) Depends on the specific Contract Type.

Technology Incentive (TI) is rarely utilized at ONR, because the contracts issued by ONR typically are not eligible for TI (See DFARS 215.404-71-2(c) (2)). Any consideration of TI requires strong and convincing justification in the proposal, which are then subject to negotiation and determination of a fair and reasonable fee, within the context of the specific award.

Typically the range of fee is 5% to 7.5% on an ONR awarded contract.

For submission instructions, see sub-section F. [Submission of White Papers and Full Proposals for Contracts, Cooperative Agreements, and Other Transaction Agreements.](#)

2. Questions and Answers are provided as follows:

Question 1: On page 19 of the BAA, in the section IV. C. Significant Dates and Times, the estimated award date is listed as 10/15/2015. However, on page 8. In section II. B. Award Information, it list funds available from FY2015-FY2018. I am seeking clarification as the estimated award date for this proposal (10/15/15) is in FY 2016.

Answer 1: Use the estimated start date of 10/15/2015 for proposal submission. The budget information is not explicitly related to the start date.

Question 2: Please confirm that the Contract Proposal Response is only using the 5 Documents provided and that the Grant response must follow a different response structure.

If this is true, is there a page limit to the Contract Proposal Response Technical Proposal.

Answer 2: Yes, there are different submission requirements for contracts and grants. Page limits have been set for the Technical Proposal Template and Statement of Work as detailed in paragraph 1 above.