

1.3 EVALUATION PROCESS

- a. The Government intends to make award without discussions. However, it may be determined necessary to conduct discussions if award cannot be made on the initial proposals submitted.
- b. Using the best value trade-off method, the Government will not necessarily award to the offeror with the lowest price or the highest rated technical proposal. Since trade-off between overall proposal rating and price is possible, the resulting award may not be the lowest priced proposal; however, price is clearly an important factor and otherwise equally rated offers may result in award to the lower priced proposal.
- c. Proposals that receive an unacceptable rating on any of the technical evaluation factors will not receive further consideration for award.
- d. Technical Evaluation Factors A, B, C, D and E when combined, are more important than price. Technical Evaluation Factors A, B, C, D and E are listed in descending order of importance. As technical evaluation factors differences become less discrete, price will become more important.

1.4 PROPOSAL EVALUATION – SAMPLE PROJECTS

- a. Offerors must provide no less than five (5) and no more than eight (8) relevant and recent sample projects showing completion of similar construction-type projects within the past five (5) years. The sample projects provided shall demonstrate the Offeror's ability in the technical evaluation factors listed in this solicitation. The SSEB will refer to these projects when evaluating an Offeror's proposal. The information provided will assist the Government in accurately evaluating an Offeror's technical ability.
- b. Completed Sample Projects. For a sample project to be considered complete, the offeror must provide either the notice of substantial completion, the notice of final acceptance from the owner, or a statement that final payment has been received.
- c. Offerors may submit sample projects for only their firm or they may choose to compile a team consisting of the Offeror as the prime and one or more key subcontractors. When developing its proposal, the Offeror should keep in mind that the Government will evaluate the experience of the entire team – the Offeror and all proposed key subcontractors.
- d. The Offeror must provide a list of all proposed key subcontractors. Regardless of the number of key subcontractors, the sample projects should represent the experience of the Offeror's entire team. In the event a key subcontractor is new to the Offeror's team, the Offeror shall provide three (3) additional sample projects for that key subcontractor. The sample projects for the key subcontractor shall meet the same parameters as the sample projects for the Offeror's team.
- e. The Offeror is reminded that the proposed team evaluated by the Government is the team that is expected to be utilized on the projects performed under this contract. An unapproved change in the make-up of the team may be cause for default on the part of the Contractor.

- f. Specific information that must be provided for each of the sample projects includes:
- i. Project Title
 - ii. Total Contract Value including all modifications
 - iii. Original Contract Value
 - iv. General Scope of Work and Location
 - v. Implementation of Infection Control
 - vi. Type of Contract (Firm Fixed Price or Cost Reimbursement)
 - vii. Date of the contract award and completion dates
 - viii. Any terminations (partial or complete) and the reason (convenience or default)
 - ix. Sustainment approach and level received, if applicable
 - x. Reference - Customer's (or Current Owner) name, address, and telephone or email address
 - | xi. Provide a completed Attachment J General Contractor Reference Form for each sample project.
 - xii. Provide Final CPARS (CCASS) Evaluation, if applicable. This information is provided in addition to the 4-page limit for each project.
- g. Page Limit: No more than four (4) pages per sample project shall be submitted – this includes photos as well as written material. The CPARS (CCASS) evaluation is not included in this 4-page limit.

1.5 EVALUATION FACTOR A – PAST PERFORMANCE

- a. Offerors shall request the owner of each sample project submitted to complete a past performance questionnaire and submit it directly to the contracting officer at the email address on the questionnaire. Questionnaires received from the Offeror and/or any subcontractors on the proposed team will not be considered.
- b. The Government reserves the right to contact any one or all of the firms represented in the Offeror's sample projects for past performance information. If it is determined that represented firms will be contacted, a standard list of questions will be developed so that all contacted firms are asked for the same information. Offerors unable to provide past performance information will be given a neutral rating. All other Offerors will be rated in accordance with the responses received from their customers.
- c. Past Performance verification will be obtained primarily from the Past Performance Information Retrieval System (PPIRS), but may also be obtained from any available sources to include, but not limited to, the Federal Awardee Performance and Integrity Information System (FAPIIS), Electronic Subcontract Reporting System (eSRS), or other databases; interviews with Program Managers, Contracting Officer, and interviews with project points of contact/References identified in the proposal.
- d. The Government may consider information concerning the offeror's past performance that is not contained in their proposal.

- e. In the case of an Offeror without a record of relevant past performance or for whom information on past performance is not available or so sparse that no meaningful past performance rating can be reasonably assigned, the Offeror will be determined to have an unknown past performance. In this event, past performance will be rated as “acceptable” (see FAR 15.305 (a)(2)(iv)).

1.6 EVALUATION FACTOR B – EXPERIENCE

- a. The sample projects provided must meet the test of being relevant and recent and must demonstrate the Offeror’s experience in completing projects of the scope and magnitude described in Attachment B Specifications, Attachment C.1 through C.6 Construction Drawings Volume 1 through 6 and any revised specifications and drawings issued by solicitation amendment.
 - i. Relevant. The VA considers the most relevant experience to be work of a similar nature in scope (type of work performed) and contract value (magnitude) followed by work performed in fully operational hospitals, followed by work performed in other medical facilities.
 - ii. Recent. The more recent the experience the more relevant it is. Projects must have been completed within the past five (5) years as described, above.

1.7 EVALUATION FACTOR C – KEY PERSONNEL

- a. The Offeror shall demonstrate that key personnel to be used on the project have relevant and recent experience and ability to perform work outlined in attached statement of work and specifications. The personnel proposed shall be those who will actually perform the roles described while working on the project.
- b. Key personnel shall be 100% dedicated to this project. If not 100% completely dedicated to this project, then the percent dedicated shall be provided and an explanation / justification of the dedicated effort shall be provided.
- c. The Offeror’s proposal shall describe the roles, responsibilities for each of the key personnel assigned to this projects as well as their experience on previous projects. No substitutions in key personnel will be allowed unless approved by VA Contracting Officer.
- d. Key personnel for this project include the following positions, at a minimum. The Offeror’s proposal shall notify the Government in the event one individual is proposed for more than one position listed.
 - i. Project Manager
 - ii. On-site Superintendent
 - iii. Scheduler
 - iv. Quality Control Manager
 - v. Safety Officer
 - vi. Lead Electrician

- e. Provide resumes for the following key personnel. Resumes are limited to four (4) pages for each individual and must contain:
 - i. Name of individual
 - ii. Proposed key personnel position for this project
 - iii. Companies of employment
 - iv. Position title at each company
 - v. Description of duties
 - vi. Years with each company
 - vii. Education and degrees
 - viii. Relevant certifications and granting institution
 - ix. Three (3) references with contact information including title, telephone and/or email addresses
- f. A more favorable rating will be given for individuals that have similar experience to the position being proposed for this project on previous projects of similar scope and magnitude.

1.8 EVALUATION FACTOR D – INTEGRATED MASTER SCHEDULE

- a. The Government will evaluate the project schedule in the form of a Critical Path Method (CPM) using the technical approach (Technical Evaluation Factor D) identified.
- b. The Offeror's Integrated Master Schedule shall, at a minimum, comply with the requirements of:
 - i. Contract clause FAR 52.211-10 Commencement, Prosecution and Completion of Work;
 - ii. Construction Specification 01 00 00 General Requirements at 1.6 Operations and Storages Areas I. Phasing; and
 - iii. Construction Specification 01 00 00 General Requirements at 1.22 VA TRIRIGA CPMS
- c. The Offeror's schedule shall be for the entire period of performance of FAR 52.211-10. Schedule float will belong to the project and not to either the Contractor or the Government.
- d. The Offeror shall provide a project schedule to the appropriate level of detail to visibly illustrate and evaluate the sequence of work to ensure that performance will be completed on time in accordance with the contract period of performance. The integrated master schedule should clearly demonstrate a thorough understanding of all project activities related to the project scope, including but not limited to submittals, government reviews not less than 20 days, inspections, test and balance, commissioning operations, etc. The Integrated Master Schedule should not only show the activities/events for actual construction work for each trade/commodities, but also trade relationships along with Government activities that can impact progress.
- e. The schedule at a minimum should include:
 - i. Activity/Phase
 - ii. Duration
 - iii. Early Start
 - iv. Early Finish

- v. Late Finish, if applicable
- vi. Predecessor Activity
- vii. Float per Activity
- viii. Total Float
- ix. Relevant Milestones
- x. Identified Critical Path

1.9 EVALUATION FACTOR E –TECHNICAL APPROACH

- a. The Government is very concerned about an Offeror's ability to manage their business in an efficient and effective manner. The discussion of the technical approach shall contain explanations of proposed methods to performing and accomplishing the work including but not limited to:
 - i. Description of the company structure
 - ii. Personnel turnover rate
 - iii. Quality control
 - iv. Communication plan and procedures
 - v. Cost controls
 - vi. Review/oversight process
 - vii. Inspection plan and procedures
 - viii. Safety.
 - ix. Infection control
 - x. Risk reduction
 - xi. Correction of defective work
 - xii. Key Subcontractors, the description of the work they will be performing, and the percentage of the total price allocated to their performance
- b. Offerors will submit safety information with their proposal. Safety information is required for the general contractor and key subcontractors. Offers with more than three (3) serious, one (1) repeat and/or one (1) willful OSHA and/or EPA violation within the past three (3) years and have an Experience Modification Rating (EMR) of more than 1.0 will not be considered for award.

1.10 SOCIO-ECONOMIC AND SUBCONTRACTING CONSIDERATIONS

- a. VA recognizes the contributions of our Nation's veterans, and we encourage prime contractors to form partnerships and/or to pursue subcontracting opportunities with VOSB and SDVOSB concerns. In the event that multiple proposals are so closely rated that no discernable difference can reasonably be made, the Source Selection Authority (SSA) will use the following considerations to select the successful Offeror.
 - i. Proposed used of VOSB and SDVOSB subcontractors
 - ii. Adherence to subcontracting plan requirements.
- b. To receive credit for the proposed used of VOSB and SDVOSB subcontractors, offerors shall state in their proposals the names of the VOSB and SDVOSB concerns with whom they intend to subcontract

and the approximate dollar values of the proposed subcontracts. In addition, Offerors shall submit completed representations (Federal Acquisition Regulation clause 52.212-1 Small Business Program Representations) for the proposed subcontractors or the proposed subcontractor shall be verified at www.vetbiz.gov as VOSB or SDVOSB and shall be registered in the System for Award Management (www.sam.gov) and completed the online representations and certifications. Offerors are encouraged to use the Veteran Information Pages (VIP) at www.vetbiz.gov to search for and locate VOSB and SDVOSB concerns.

- c. To receive credit for adherence to subcontracting plan requirements, Offerors that are other than small businesses shall submit one or more federal government references where the offerors were required to submit a small business subcontracting plan. The references shall be for projects included in the required five (5) to eight (8) sample projects. The SSA will give full credit to small businesses for this consideration since they are not required to submit small business subcontracting plans.

1.11 SMALL BUSINESS SUBCONTRACTING PLAN

- a. This requirement is applicable to other than small business concerns, only. Small businesses are not required to submit a small business subcontracting plan.
- b. In accordance with contract clause FAR 52.219.9 Small Business Subcontracting Plan – Alternate II, all other than small business Offerors shall submit a completed small business subcontracting plan with its proposal if it anticipates subcontracting any part of the work. The content of the plan shall comply with the clause and shall include subcontracting goals as indicated, below. These goals are applicable only to that work the firm intends to subcontract.
- c. The small business subcontracting plan shall include goals for each socio-economic category as follows:
 - i. Small Business – 42% (all subcategories count towards this goal)
 - ii. Service-Disabled Veteran-Owned Small Business (SDVOSB) – 10%
 - iii. Veteran-Owned Small Business (VOSB) – 12% (the SDVOSB goal is included in this goal)
 - iv. Small Disadvantaged Business (SDB) – 5%
 - v. Woman-Owned Small Business – 5%
 - vi. HUBZone Small Business – 3%
- d. A small business subcontracting plan that does not meet the requirements of FAR 52.219-9, VAAR 852.219-9 and include the small business subcontracting goals provided, above, may have a negative impact on the responsibility determination of the contractor.

1.12 COST EVALUATION FACTOR

Price reasonableness will be determined by competition. The overall price of the project will be considered. As technical evaluation factor rating differences become less discrete, price will become more important.