

## Questions to Industry

### Interment Flags

The government is seeking industry input in its approach to awarding a contract(s) for interment flags. **Any input provided will be kept internal to the government and considered as the government authors its acquisition strategy to this requirement.**

Please email your input to [jesse.hardy@va.gov](mailto:jesse.hardy@va.gov) AND [regina.mcgregor@va.gov](mailto:regina.mcgregor@va.gov) by **20 Dec 11**.

1. The Economic Price Adjustment (EPA) clause (FAR 52.216-2, -3, -4) has some flexibility in its application. As written, the FAR clause can be tied to established prices, actual costs of material or cost indexes of material. Additionally, a change in a CPI does not necessarily equate to an equal change in the manufactured product's price (in this case interment flags). Further, the EPA can be an upward OR downward price adjustment. Of note: the aggregate of increases shall not exceed 10 percent of the original contract unit price.
  - If the government used a catalog price, what established catalog or market price for flags does industry recommend the government tie to the EPA clause?
  - If the government used an index, what cost indexes for material does industry recommend the government ties to the EPA clause?
  - Is there another suggestion to tie material to the unit price?
  - What portion (%) of an interment flag's unit price does the wholly U.S. grown and U.S. manufactured cotton fabric that industry receives from its supplier(s) represent?
2. The government is considering various approaches to selecting future interment flag suppliers.
  - If the government pursues a "Low Price Technically Acceptable" approach, does industry have concerns with this approach?
  - What technical criteria/items does industry recommend the government evaluate in making its determination of an offeror's technical acceptability?
3. The required delivery is approximately 250,000 interment flags per year (approximately 20,800 per month). Market research indicates this quantity may exceed a single vendor's capacity.

- How does industry suggest the government achieve the required quantities?
4. The government intends to award in February 2012 with first full delivery by 31 May 2012.
- Is this enough lead-time for a non incumbent company to prepare itself to produce a high volume of flags?
  - Approximately how much time would it take for your company to posture itself to provide the desired amount of flags by the required delivery day?
5. The government requires First Article Testing with a tentative delivery date in early May.
- Given the tentative milestones, does industry have any concerns in meeting this First Article delivery date?

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