

## **Solicitation VA786-17-Q-0698**

### **Total Grounds Maintenance Services for Georgia National Cemetery**

#### **FY17 Base plus 4 Option Years**

#### **Solicitation Questions:**

1. On page 50 under Technical a. Deliverables: I- Performance Plan: submit a detailed performance plan (no more than 5 pages) to indicate how the contractor plans to meet the goals of the cemetery listed in this solicitation. Since there are 18 CLINS that will need detail in explaining how they will be performed in addition to listing a performance schedule and frequency etc., can this page limit be lengthened to allow for the detail required to give a good understanding of the plan?

**The page limitation for the performance plan is now no more than 10 pages.**

2. Page 50 Past Performance. Only 3 references can be turned in but must show that the contractor has not less than 5 years of experience with ALL requirements in this solicitation. These references will be contacted and cross referenced with ALL the requirements listed in this solicitation. References having requirements missing which are listed from this solicitation may be rated lower than referrals that are more closely related to this project. Can the offeror present more than 3 references to show past experience doing all requirements listed in this solicitation? There are not many SDVOSB opportunities that require ALL requirements included in this scope of work, however that does not mean the offeror does not have experience with all of the requirements. To be able to show a full list, of experience, most offerors will need to turn in more than 3 past performances.

**Only 3 references can be submitted per quote/vendor. Utilize the top 3 references that will present the vendor having the experience of accomplishing all the requirements of the solicitation.**

3. Page 13 Site Manager: This section lists requirements not normally reasonable for this field/occupation. Site Managers for grounds maintenance, janitorial, or support services managers do not normally have 5 years experience in surveying. Requiring past performance of a site manager of setting headstones and transportations at a National Cemetery and prior knowledge of NCA will prove restrictive of competition since there are only 2 National Cemeteries in GA to have had employees who have gained this experience. The current contractor has been at both of these sites for at least 10 years so this companies employees will be the only ones locally with all of this required experience - thus restricting competition.

If this requirement for the site manager must remain the same, what wage code should be followed? According the wage rules, the contractor will need to pay the highest rate associated with the job-(see copied below from the DOL website) . In this case it would be surveying. The wage rate for

Grounds Maintenance 11210 is \$13.31 per hour + H&W \$4.41 = \$17.72 per hour

Surveying Tech (there are 3 surveying codes but needing 5 yrs experience, this would be assumed to be the rate to go by) \$19.49 + H&W 4.41 = \$23.90

What rate should be paid? There is a great difference in pay scales here and could affect the pricing for this job.

What wage rate does a contractor pay an employee who works, for example, as a Computer Operator I for three hours and a Peripheral Equipment Operator for five hours?

If an employee during a workweek works in different capacities in the performance of the contract, the employee must be paid the highest of the wage rates for all hours worked in the workweek unless the employer segregates the hours worked in each capacity and pays accordingly. However, working in different capacities applies only to work in different job classifications, not levels within the same job classification.

The Government is not dictating the rates paid to the employees or supervisors as long as they follow the coordinating labor rates included in the "ATTACHMENT I - SCA WD 2015-4471 Rev-6" which was included in the solicitation.

4. On CLIN 3 for each year of the contract the number for fine tuning of headstones matches the exact number of headstones at the cemetery. Are we to assume that every year ALL headstones will require fine tuning? Is this a somewhat, within reasonable percentages, an accurate figure for this task?

CLIN 3 Headstone Fine-Tune & Alignment (estimated) – on an as-needed basis depending on the cemetery section

5. What type of pest control is required in the committal shelters? Historically, what pests have needed to be controlled in the past 5 years?

See SOW - pests include ants, spiders, hornets, bees, wild hogs, turkeys, rats, bird nests, etc.

What is the difference between CLIN 0002 and CLIN 0003?

CLIN 2 Headstones raise, lower, re-align, reset and backfill (self explanatory)

CLIN 3 Re-align headstones weeks to months later once the ground settles.

Please reference attached "NCA OAI Standards & Measures" document

6. Confirm the contractor will need to provide electricity at its own cost for the building/contractor area furnished by the cemetery?

No building or restroom facilities furnished or available for the contractor

7. Does the contractor area contain restroom facilities?

Not applicable

8. Can the contractor store fuel tanks at the designated contractor area?

No fuel tanks will be stored at our facility.

9. Section B.2.9 states the QCP plan should be submitted to the CO with the initial quotation. Is this correct? Under the evaluation clauses, the technical proposal is defined as:

- a. 5 pages only to include a detailed performance plan and subcontractor information
- b. Resume of the contractor – no page limit given
- c. Resume of the site manager – no page limit given
- d. Proof of bonding
- e. Please confirm no more than 5 pages is allowed in the technical portion of the submission excluding b,c,d above.

The page limitation has been increased for the performance plan (10 pages). The resume, site manager, and evidence of bonding have no page limitation. The QCP requirement in the solicitation should be included in the “performance plan” of the technical evaluation factor.

10. Please confirm that both performance and payment bonds are REQUIRED.

Performance bonds are required for this requirement but for quotation purposes, the vendor only needs to provide evidence that they can obtain bonding requirements once award is made.

11. There is no line item in the pricing sheets to allow for the cost of the bonding. Will the costs be added to the contract after award or will the price sheets be amended to add those costs at the time of bidding? Should the bonding costs be included on the price sheets submitted with the bid?

There will be no additional line item for bonding as that price should be included/bundled within the vendor's overhead cost of the requirement.

12. Can historical data for the past 5 years be given for snow removal?

- a. How many snows and what was the depth? No Historic data available
- b. Is the contractor expected to perform snow removal at the same price for a 1" snow and a 6" snow? yes
- c. What chemicals are used on the roadways and parking lots? Ice melt and sand – see SOW
- d. What chemicals are used on the sidewalks? Ice melt and sand
- e. What chemicals are used at the committal shelters? same
- f. What is the SF of the roadways and parking lots for snow removal? SF Data unavailable
- g. What is the SF of the sidewalks, steps, etc. for snow removal? SF Data unavailable
- h. Who clears the road into the cemetery – from the main roadway until you reach the cemetery gates? County property. If this is done by others and it is not cleared and access to the cemetery is not possible, what is the cemetery's expectation of snow removal on its grounds by the contractor?
- i. If there is only ice, is the contractor to respond under snow removal? yes
- j. Is one chemical application typically adequate or does the cemetery require multiple applications? If multiple chemical applications are required, how will the contractor be reimbursed for the additional costs? Unit price is per Job

13. CLIN 0013 – before the new pine start is installed, does the existing pine straw need to be removed? Do you prefer long or short needle pine straw?

No, existing pine straw does not have to be removed.

Long needle pine straw