RFQ FC12-609

**QUESTIONS AND ANSWERS**
**ON**
**FORT CAMPBELL PDT CANOPIES AND AADs**

The following questions and/or requests for clarification have been submitted and subsequent answers have been provided.

**1. QUESTION/CLARIFICATION REQUESTED:**
0005
Cypres or Equal Automatic
Activation Device (AAD)
Single Canopy
with the following minimum
specifications: Set up for 'Normal'
Licensed Skydiving
3 EACH
To clarify above. Are they asking for the 1-Pin Expert Cypres here, not 2-Pin? They also say the term "single canopy" but that would refer to a parachute.

0006
Cypres or Equal Automatic
Activation Device (AAD)
Tandem Canopy
with the following minimum
specifications: Set up for 'Normal'
Licensed Skydiving
1 EACH
To clarify above. Are they asking for the 1-Pin Tandem Cypres here, not 2-Pin? They also say the term "tandem canopy" but that would refer to a parachute.

**1. ANSWER:**
They are all 1 pin
Line 005 should be a total of 3 expert's
Line 006 should be 1 tandem
By Canopy we mean Parachute

# REQUEST FOR QUOTE (RFQ)

## PARACHUTE CANOPIES AND AUTOMATIC ACTIVATION DEVICES (AADs) FOR 101ST PARACHUTE DEMONSTRATION TEAM, FORT CAMPBELL, KY

**THE CLOSING DATE FOR THIS SOLICITATION IS FRIDAY, 14 SEPTEMBER 2012, 1500 hrs (3PM), CENTRAL TIME.**

IN ACCORDANCE WITH FAR 52.212-1(f), QUOTES RECEIVED AFTER THE ESTABLISHED CLOSING DATE WILL BE VIEWED AS LATE, AND THEREFORE NOT CONSIDERED. The Contracting Officer is not responsible for locating or obtaining any information not identified in the offer. Offerors that fail to provide sufficient information for evaluation by the established closing date will not be considered.

GENERAL

BRAND NAME REQUIREMENTS. The canopy portion of this requirement is for Brand Name Only parachute canopies as specified. Alternative brands will not be considered. See attached Justification and Approval #12-148.

BRAND NAME OR EQUAL REQUIREMENTS. The Automatic Activation Devices required are Brand Name or Equal.

The Government will evaluate all responsive offers.

EVALUATION FACTORS

The Brand Name Canopies will be evaluated solely on Price.

Automatic Activation Devices will be evaluated on Price and Technical.

BASIS FOR AWARD

Low Price for Brand Name Canopies.
Lowest Price Technically Acceptable (LPTA) for Brand Name or Equal AADs.

DESCRIPTIVE LITERATURE. Offerors must submit descriptive literature for “Equal” items offered. The literature must be of sufficient detail for the Government to be able to determine whether the specifications meet the requirements outlined in the RFQ.

MULTIPLE AWARDS. The Government reserves the right to issue multiple awards.

SOCIO-ECONOMIC CONSIDERATIONS

This is a 100% Small Business Set-Aside under NAICS 314999

REFERENCES/ATTACHMENTS

GRAPHICS

Graphics have been provided for reference regarding the required colorization and design. If you require specific file formats from which to pull the images to produce the required product, please specify those file formats in your quote. The following is the list of jpeg graphics files you should receive; if you do not please advise which ones are missing and we will resend:

1) Canopy In Flight
2) Canopy Up-Close

APPLICABLE CLAUSES/PROVISIONS

52.211-6 Brand Name or Equal; 52.212-2 Evaluation—Commercial Items (evaluation factors are Technical (Brand Name or Equal) and Price; award will be made to the lowest priced technically acceptable offer(s); 52.214-21 Descriptive Literature; 52.214-22 Evaluation of Bids for Multiple Awards

**5152.233-4000 AMC-LEVEL PROTEST PROGRAM (Sep 2011) (LOCAL CLAUSE)**
If you have complaints about this procurement, it is preferable that you first attempt to resolve those concerns with the responsible contracting officer. However, you can also protest to Headquarters (HQ), Army Materiel Command (AMC). The HQ AMC-Level Protest Program is intended to encourage interested parties to seek resolution of their concerns within AMC as an Alternative Dispute Resolution forum, rather than filing a protest with the Government Accountability Office (GAO) or other external forum. Contract award or performance is suspended during the protest to the same extent, and within the same time periods, as if filed at the GAO. The AMC protest decision goal is to resolve protests within 20 working days from filing. To be timely, protests must be filed within the periods specified in FAR 33.103. If you want to file a protest under the HQ AMC-Level Protest Program, the protest must request resolution under that program and be sent to the address below. All other agency-level protests should be sent to the contracting officer for resolution.

Headquarters U.S. Army Materiel Command
Office of Command Counsel
4400 Martin Road
Rm: A6SE040.001
Redstone Arsenal, AL
35898-5000 Fax: (256) 450-8840

Packages sent by FedEx or UPS should be addressed to:
Headquarters U.S. Army Materiel Command
Office of Command Counsel
4400 Martin Road
Rm: A6SE040.001
Redstone Arsenal, AL 35898-5000
Fax: (256) 450-8840

The AMC-Level Protest procedures are found at: http://www.amc.army.mil/pa/COMMANDCOUNSEL.asp.

If internet access is not available, contact the contracting officer or HQ, AMC to obtain the HQ AMC-Level Protest Procedures.

(End of Clause)

**52.232-99, Providing Accelerated Payment to Small Business Subcontractors (DEVIATION 2012-00014)(August 2012)**

This clause implements the temporary policy provided by OMB Policy Memorandum M-12-16, Providing Prompt Payment to Small Business Subcontractors, dated July 11, 2012.

(a) Upon receipt of accelerated payments from the Government, the contractor is required to make accelerated payments to small business subcontractors to the maximum extent practicable after receipt of a proper invoice and all proper documentation from the small business subcontractor.

(b) Include the substance of this clause, including this paragraph (b), in all subcontracts with small business concerns.

The acceleration of payments under this clause does not provide any new rights under the Prompt Payment Act.

**System For Award Management (SAM)**
The Government encourages all contractors, if they have not already, to create their Individual Account in SAM as this will replace CCR and ORCA, though this is not required prior to award. To do this, proceed to: https://www.sam.gov. The site also provides a “Help” feature if you require assistance. The following FAR Clause deviations will apply to this requirement:

**FAR 52.204-99 (DEVIATION)**
**System for Award Management Registration (August 2012)(DEVIATION)**
(a) *Definitions*. As used in this clause—

"Central Contractor Registration (CCR) database" means the **retired** primary Government repository for Contractor information required for the conduct of business with the Government.

"Commercial and Government Entity (CAGE) code" means—
(1) A code assigned by the Defense Logistics Agency (DLA) Logistics Information Service to identify a commercial or Government entity; or

(2) A code assigned by a member of the North Atlantic Treaty Organization that DLA records and maintains in the CAGE master file. This type of code is known as an "NCAGE code."

"Data Universal Numbering System (DUNS) number" means the 9-digit number assigned by Dun and Bradstreet, Inc. (D&B) to identify unique business entities.

"Data Universal Numbering System+4 (DUNS+4) number" means the DUNS number means the number assigned by D&B plus a 4-character suffix that may be assigned by a business concern. (D&B has no affiliation with this 4-character suffix.) This 4-character suffix may be assigned at the discretion of the business concern to establish additional **SAM** records for identifying alternative Electronic Funds Transfer (EFT) accounts (see the FAR at Subpart 32.11) for the same concern.

"Registered in the **SAM** database" means that—
(1) The Contractor has entered all mandatory information, including the DUNS number or the DUNS+4 number, into the **SAM** database;

(2) The Contractor's CAGE code is in the **SAM** database; and

(3) The Government has validated all mandatory data fields, to include validation of the Taxpayer Identification Number (TIN) with the Internal Revenue Service (IRS), and has marked the record "Active". The Contractor will be required to provide consent for TIN validation to the Government as a part of the **SAM** registration process.

**"System for Award Management (SAM)" means the primary Government repository for prospective federal awardee information and the centralized Government system for certain contracting, grants, and other assistance related processes. It includes—**

**(1) Data collected from prospective federal awardees required for the conduct of business with the Government;**

**(2) Prospective contractor submitted annual representations and certifications in accordance with FAR Subpart 4.12; and**

**(3) The list of all parties suspended, proposed for debarment, debarred, declared ineligible, or excluded or disqualified under the nonprocurement common rule by agencies, Government corporations, or by the Government Accountability Office.**

(b)(1) The **Contractor shall be registered in the SAM** database **prior to submitting an invoice** and through final payment of any contract, basic agreement, basic ordering agreement, or blanket purchasing agreement resulting from this solicitation.

**(2) The SAM registration shall be for the same name and address identified on the contract, with its associated CAGE code and DUNS or DUNS+4.**

**(3) If indicated by the Government during performance, registration in an alternate system may be required in lieu of SAM.**

(c) If the **Contractor** does not have a DUNS number, it should contact Dun and Bradstreet directly to obtain one.

(1) A contractor may obtain a DUNS number—

(i) Via the internet at http://fedgov.dnb.com/webform or if the contractor does not have internet access, it may call Dun and Bradstreet at 1-866-705-5711 if located within the United States; or

(ii) If located outside the United States, by contacting the local Dun and Bradstreet office. The contractor should indicate that it is a contractor for a U.S. Government contract when contacting the local Dun and Bradstreet office.

(2) The **Contractor** should be prepared to provide the following information:

(i) Company legal business name.

(ii) Tradestyle, doing business, or other name by which your entity is commonly recognized.

(iii) Company physical street address, city, state and Zip Code.

(iv) Company mailing address, city, state and Zip Code (if separate from physical).

(v) Company telephone number.

(vi) Date the company was started.

(vii) Number of employees at your location.

(viii) Chief executive officer/key manager.

(ix) Line of business (industry).

(x) Company Headquarters name and address (reporting relationship within your entity).

(d) **Reserved.**

(e) Processing time **for registration in SAM, which normally takes five business days,** should be taken into consideration when registering. **Contractors** who are not already registered should consider applying for registration **at least two weeks prior to invoicing.**

(f) The Contractor is responsible for the accuracy and completeness of the data within the **SAM** database, and for any liability resulting from the Government's reliance on inaccurate or incomplete data. To remain registered in the **SAM** database after the initial registration, the Contractor is required to review and update on an annual basis from the date of initial registration or subsequent updates its information in the **SAM** database to ensure it is current, accurate and complete. Updating information in the **SAM** does not alter the terms and conditions of this contract and is not a substitute for a properly executed contractual document.

(g)(1)(i) If a Contractor has legally changed its business name, "doing business as" name, or division name (whichever is shown on the contract), or has transferred the assets used in performing the contract, but has not completed the necessary requirements regarding novation and change-of-name agreements in Subpart 42.12, the Contractor shall provide the responsible Contracting Officer **sufficient**

**documentation to support the legally changed name with** a minimum of one business day's written notification of its intention to**—**

(A) Change the name in the **SAM** database;

(B) Comply with the requirements of subpart 42.12 of the FAR; and

(C) Agree in writing to the timeline and procedures specified by the responsible Contracting Officer.

(ii) If the Contractor fails to comply with the requirements of paragraph (g)(1)(i) of this clause, or fails to perform the agreement at paragraph (g)(1)(i)(C) of this clause, and, in the absence of a properly executed novation or change-of-name agreement, the **SAM** information that shows the Contractor to be other than the Contractor indicated in the contract will be considered to be incorrect information within the meaning of the "Suspension of Payment" paragraph of the electronic funds transfer (EFT) clause of this contract.

(2) The Contractor shall not change the name or address for EFT payments or manual payments, as appropriate, in the **SAM** record to reflect an assignee for the purpose of assignment of claims (see FAR Subpart 32.8, Assignment of Claims). Assignees shall be separately registered in the **SAM** database. Information provided to the Contractor's **SAM** record that indicates payments, including those made by EFT, to an ultimate recipient other than that Contractor will be considered to be incorrect information within the meaning of the "Suspension of payment" paragraph of the EFT clause of this contract.

(h) Contractors may obtain information on registration and annual confirmation requirements via the **SAM** accessed through https://www.acquisition.gov or by calling **866-606-8220, or 334-206-7828 for international calls.**
(End of Clause)

QUOTE SUBMISSION FORMATS
Offerors may submit quotes in the following ways:
1) E-mail (preferred)
2) Fax (270)798-7548

MICC POC E-mail: Barbara.a.jewett.civ@mail.mil

**REQUEST FOR QUOTE (RFQ)**
**PARACHUTE CANOPIES AND AUTOMATIC ACTIVATION DEVICES (AADs) FOR 101ST PARACHUTE DEMONSTRATION TEAM, FORT CAMPBELL, KY**

**SCHEDULE OF SUPPLIES/SERVICES**

| ITEM NO. | SUPPLIES/SERVICE | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---|---|---|---|---|---|
| 0001 | Performance Designs, Sabre 2 9-Cell 170 Semi-Elliptical Canopy with Slink Riser Attachment Point, Slinks Connector Links, Black Stabilizers, Black Collapsible Sliders and 825lb Microline Suspension Line<br>Coloring: Top, Bottom and Rib Colors must be as follows:<br>Center 5 Cells White with 101st Division Patch Graphic in Center on Bottom Skin. Next outermost Cells on either side (1 each on left and right) must be Yellow/Gold. Outermost Cells (1 each on left and right) must be Black. | 1 | EACH | $ | $ |
| 0002 | Performance Designs, Sabre 2 9-Cell 150 Semi-Elliptical Canopy with Slink Riser Attachment Point, Slinks Connector Links, Black Stabilizers, Black Collapsible Sliders and 825lb Microline Suspension Line<br>Coloring: Top, Bottom and Rib Colors must be as follows:<br>Center 5 Cells White with 101st Division Patch Graphic in Center on Bottom Skin. Next outermost Cells on either side (1 each on left and right) must be Yellow/Gold. Outermost Cells (1 each on left and right) must be Black. | 1 | EACH | $ | $ |
| | Continued on Page 7. | | | | |

| ITEM NO. | SUPPLIES/SERVICE | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---|---|---|---|---|---|
| 0003 | Performance Designs, Stiletto 9-Cell 150 Fully Elliptical Canopy with Slink Riser Attachment Point, Slinks Connector Links, Black Stabilizers, Black Collapsible Sliders and 725lb Vectran Suspension Line<br>Coloring: Top, Bottom and Rib Colors must be as follows:<br>Center 5 Cells White with 101st Division Patch Graphic in Center on Bottom Skin. Next outermost Cells on either side (1 each on left and right) must be Yellow/Gold. Outermost Cells (1 each on left and right) must be Black. | 2 | EACH | $ | $ |
| 0004 | Performance Designs, Stiletto 9-Cell 135 Fully Elliptical Canopy with Slink Riser Attachment Point, Slinks Connector Links, Black Stabilizers, Black Collapsible Sliders and 725lb Vectran Suspension Line<br>Coloring: Top, Bottom and Rib Colors must be as follows:<br>Center 5 Cells White with 101st Division Patch Graphic in Center on Bottom Skin. Next outermost Cells on either side (1 each on left and right) must be Yellow/Gold. Outermost Cells (1 each on left and right) must be Black. | 2 | EACH | $ | $ |
| 0005 | Cypres or Equal Automatic Activation Device (AAD)<br>Single Canopy<br>with the following minimum specifications: Set up for 'Normal' Licensed Skydiving | 3 | EACH | $ | $ |
| 0006 | Cypres or Equal Automatic Activation Device (AAD)<br>Tandem Canopy<br>with the following minimum specifications: Set up for 'Normal' Licensed Skydiving | 1 | EACH | $ | $ |
| 0007 | SHIPPING (If Applicable) | 1 | Lot | $ | $ |
| | | | | | |

OFFEROR SHALL STATE THE EARLIEST POSSIBLE DELIVERY DATE TO CUSTOMER'S DOOR:

_____

**Control No. _12-148_**

# BRAND NAME JUSTIFICATION
## (Simplified Acquisition Procedures under FAR Part 13 Not Exceeding $150K)

**1. Agency/Contracting Activity:** MICC-ICO, Fort Campbell, KY

**2. Description of Action:**

Nature: X New Requirement ☐ Follow-on Requirement
☐ Mod to Existing Purchase Order/Contract Number _____

Pricing: X Firm-Fixed Price ☐ Time & Materials ☐ Cost

Funds: X OMA ☐ Other Funds: _____

**3. Description of Services or Supplies:**

[redacted]

This requirement is for the Brand Name purchase of non-combat-related commercial-grade canopies manufactured by Performance Designs and Cypres or Equal Automatic Activation Devices to replace those wearing/worn out for the 101st Parachute Demonstration Team (PDT), Fort Campbell, Kentucky. Required Brand Name Only models are as follows: 1 Each, Sabre 2, 9-Cell 170; 1 Each, Sabre 2, 9-Cell 150; 2 Each, Stiletto Fully Elliptical 150; 2 Each, Stiletto Fully Elliptical 135.

**4. Authority:**

**Action using simplified acquisition procedures (select one):**

X FAR 13.106-1(b)(1): For purchases not exceeding the simplified acquisition threshold (SAT), contracting officers may solicit from one source if the contracting officer determines that the circumstances of the contract action deem only one source reasonably available (e.g. urgency, exclusive licensing agreements, brand name, or industrial mobilization)

**5. Reasons for Authority Cited:**

Canopies: Parachute construction has a direct effect on performance. As stated previously, these canopies will replace those wearing or worn out from use. The PDT routines and maneuvers have been designed and documented in the 101st Parachute Demonstration Team Standard Operating Procedure (SOP), using these canopy models. The canopies are nine-cell canopies. The canopy models specified, manufactured by Performance Designs, are required to meet the Government's minimum training and performance needs. There are no other known canopies that will meet the Government's minimum needs at this time.

All items in this requirement have been found to be safe as determined by the Fort Campbell Parachute Demonstration Team Safety and Training Advisor and Freefall Safety Officer.

**6. Actions to Increase Competition:** The Government will continue to do market research and test other canopy models and AADs to locate other potential models that perform the way the team requires, while meeting the Government's parachute safety and training standards.

**7. Market Research:**

(a) Prior purchase. W91248-11-P-0216 for [redacted] assorted parachute canopies, containers and AADs. It was procured as Brand-Name-Or-Equal.

(b) Federal supply Schedules. Not available on GSA contract.

(c) Open Market Search. A Google search indicated multiple sources sell the Brand Name items required. There is reasonable expectation that two or more Small Businesses will provide a quote.

**8. Procurement History:**

Previous Purchase Order(s) or Contract(s): X Yes ☐ No

If "Yes", for each purchase order or contract provide:
Purchase order or contract number: W91248-11-P-0216
Was action competed? X Yes ☐ No
If action was not competed, state the cited authority, summarize rationale: N/A

**9. Additional Information to support the justification.**
Due to the investment already made by the Government for the equipment outlined in this requirement, and the training and maneuvers in effect based on use of this equipment, it would cause great procedural and financial burden on the Government to entirely change the equipment models at this time.

**10. Technical / Requirements Certification:** I certify that the supporting data under my cognizance which is included in this abbreviated J&A is accurate and complete to the best of my knowledge and belief.
Submitted By: SGT Matthew Thode
Position Title (Division Chief or higher):
Email address:
Signature: _Signed in PDF_____
Date:

**11. Fair and Reasonable Price Determination:** As contracting officer, I hereby determine that the anticipated cost to the Government for this contract action will be fair and reasonable. Basis for the determination: Price Analysis.

**12. Reviews:** I have reviewed this justification and find it legally sufficient.

**Legal Counsel**

Typed Name: Frederick M. Lewis Date: 5 September 2012

Signature: LEWIS.FREDRICK.M.1059412996

**13. Reviews:** I have reviewed this justification and find it adequate to support other than full and open competition.

**Procurement Analyst**

Typed Name: __Julie Griffey Date: 05 September 2012

Signature: GRIFFEY.JULIE.A.1103235100

**14. Contracting Officer's Approval:** I hereby certify that this justification is accurate and complete to the best of my knowledge and belief. Based on the foregoing, I approve this sole source justification subject to availability of funds, and provided that the services and supplies herein described have otherwise been authorized for acquisition.

SIGNATURE: GOSLINE.EDWARD.CHARLES.III.1047294696 DATE: 05 September 2012

NAME: LTC Edward C. Gosline
TITLE: Contracting Officer

**10. Technical / Requirements Certification:** I certify that the supporting data under my cognizance which is included in this abbreviated J&A is accurate and complete to the best of my knowledge and belief.

Submitted By: SGT Matthew Thode
Position Title (Division Chief or higher): 101st PDT Freefall Safety Officer
[redacted]
Signature: [redacted]
Date: 04SEP2012

**11. Fair and Reasonable Price Determination:** As contracting officer, I hereby determine that the anticipated cost to the Government for this contract action will be fair and reasonable. Basis for the determination: Price Analysis.

**12. Reviews:** I have reviewed this justification and find it legally sufficient.

**Legal Counsel** SEE PAGE 3

[redacted]

**13. Reviews:** I have reviewed this justification and find it adequate to support other than full and open competition.

**Procurement Analyst** SEE PAGE 3

[redacted]

**14. Contracting Officer's Approval:** I hereby certify that this justification is accurate and complete to the best of my knowledge and belief. Based on the foregoing, I approve this sole source justification subject to availability of funds, and provided that the services and supplies herein described have otherwise been authorized for acquisition. SEE PAGE 3

[redacted]

AIRBORNE

FREDOM