

Pre-Proposal Conference



Procurement of a Defense Personal Property System



11 December 2003
Room 10N16



Agenda



- 🕒 9:00 – 9:30 **Sign-In**
- 🕒 9:30 – 10:00 **Welcome/Introductions/Opening Remarks**
- 🕒 10:00 – 12:00 **Technical Review**
- 🕒 12:00 – 1:00 **LUNCH BREAK**
- 🕒 1:00 – 3:00 **Technical Review**
- 🕒 3:00 – 3:15 **BREAK**
- 🕒 3:15 – 4:15 **Acquisition Process**
- 🕒 4:15 – 4:30 **Closing Remarks**



Welcome



Welcome to the pre-proposal conference for the acquisition of a Defense Personal Property System for DoD, in support of the Families First Program.



Purpose



The purpose of the conference is to:

- Provide a brief background of DoD's personal property initiatives
- Give an overview of the services to be procured
- Provide an overview of the acquisition process
- Ensure each offeror has an understanding of the acquisition and the importance of meeting the acquisition timelines
- Allow for questions



Purpose (continued)



This pre-proposal conference is not intended to:

- ① Create an un-even playing field, by revealing information at this conference that is not available to offerors who are not in attendance of this conference.
- ① Create changes in this requirement. All discussions during this conference DO NOT in any way constitute changes in this requirement. If discussions reveal a need to amend the solicitation, it will be done in writing and made available to all offerors via MTMC's web site.

Note: Answers to questions arising from this conference are NOT binding. Each offeror must submit questions in writing, for the official response.



Questions



All questions must be directed to the Contracting Officer through the Contract Specialist, Elvie Thompson at thompsonelvie@mtmc.army.mil



Introductions



AQ PERSONNEL

Contract Specialist: Elvie Thompson

703-428-3474

Thompsonelvie@mtmc.army.mil

Contracting Officer: Patricia Thompson

703-428-2070

Thompsonp@mtmc.army.mil

Division Chief: Christina Dossman

Director: Francis Giordano

PARC: COL Jan R. Frye



Introductions (continued)



PERSONAL PROPERTY PERSONNEL

Director, Passenger & Personal Property Directorate
Chief: Personal Property Division, Thomas Hicks
Chief: Program Development Branch, Cedric Jasmin
Lead: Traffic Management Specialist, C.J. Dabo

LEGAL ADVISOR

Attorney-at-Law: Jack H. Shearer



Introductions (continued)



INFORMATION MANAGEMENT PERSONNEL

Delores Coimbra

Security: Kim Quinn

DISA DECC: Paula Mihalek

DTS-EA: Amy Buckles

Data Standardization: Desmond Adams

Dennis Norkus

Ken Whitaker



TECHNICAL REVIEW



Technical Review Overview



- Families First Background
- DPS Objectives
- Tasks 1, 2, 3
- Tasks Schedule
- Future Functionality
- Key Dates
- DPS Timeline
- Functional Requirements



Vision for Families First



- ① **Provide customer focused, user friendly program that continually assesses customer satisfaction and provides metrics**
- ① **Build a streamlined program, easier to execute for the Installation Transportation Officers/ Transportation Management Offices and program managers**
- ① **Employ cutting-edge technology and best practices to build a single, paperless DoD personal property program that integrates and automates all processes that support our families' moves worldwide**

“DoD FAMILIES FIRST”



Transformed Business Process

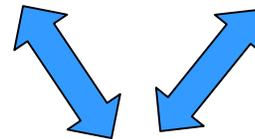
Key Process Improvements

- Provide best value distribution
- Increase direct deliveries
- Enhance decision support tool
- Utilize direct claims settlement
- Provide Full Replacement Value Protection
- Driven by web-based customer surveys
- Allow direct communication between member & carrier



Enhanced Qualification

- File electronically
- Provide financially viable providers
- Provide performance bonds
- Provide Cargo/Liability insurance
- Provide performance statistics
- Result in Best Value awards



Streamlined Acquisition

- Adopt commercial rate base
- Allow seasonal rates
- Simplify/consolidate accessorials
- Reduce storage costs

PRODUCE A WIN-WIN PROGRAM



Partnering Benefits All

Service Members

- Direct communication with transportation provider
- Full Replacement Value Protection
- Simple claims process
- Expanded counseling support thru Web

Transportation Providers

- Best Value awards
- Reduced government unique forms/processes
- Greater operational flexibility
- Improved payments with PowerTrack



Services/Agencies

- Reduced storage costs
- Reduced claims costs & claims infrastructure
- Empowered families during move process
- Improved service member quality of life
- Enhanced real-time decision support system

BETTER RETURN ON DOD DOLLARS



The Way Ahead - Families First Timeline



Phase I

- Selected site and TP rollout of PowerTrack and the Centralized Web Application
- CWA and PowerTrack rollout begins January 2004
- Customer Satisfaction Survey (CSS) tool to rollout in February 2004

Phase II

- Initial rollout of Families First Program in October 2005 to include:
 - Defense Personal Property System (DPS)
 - Full Replacement Value
 - Commercial Tariff
 - Best Value Distribution
 - Web-Based Counselling
 - Direct Claims Settlement between the Service Member and TP

Phase III

- Future Rollout of Families First Program in 1st Qtr FY07
 - Non-Temporary Storage
 - Direct Procurement Method – Inclusive of Local Moves
 - Intra-Theater Tenders

A Quality Transportation Provider in Every Home



DPS Objectives



- Implement a centralized web-based system that automates daily operations such as shipment processing, report generation, and costing
- Improve data gathering, user access, data analysis, and reporting capability
- Improve integration with DoD Systems



Tasks 1, 2, & 3



- ④ As part of Task 1:
 - Perform a comprehensive gap analysis
 - Develop a proposed final technical solution
- ④ As part of Task 2:
 - Develop, test, train and implement DPS
- ④ As part of Task 3:
 - Operate and maintain DPS



Tasks Schedule



- Below are the performance periods:
 - Task 1: A four month base period
 - Task 2: A one year option period beginning with completion of Task 1
 - Task 3: Nine one-year option periods
- Future functionality: Deliver as required in future options



Future Functionality



- Tasks 1, 2, and 3 do not include the development of future functionality
- Future functionality will be priced separately after requirements have been defined.
- Examples of these functional areas may include:
 - Non-Temporary Storage (NTS)
 - Direct Procurement Method inclusive of Local Moves
 - Intra-Theater Tenders
 - Migration of TOPS History data into DPS



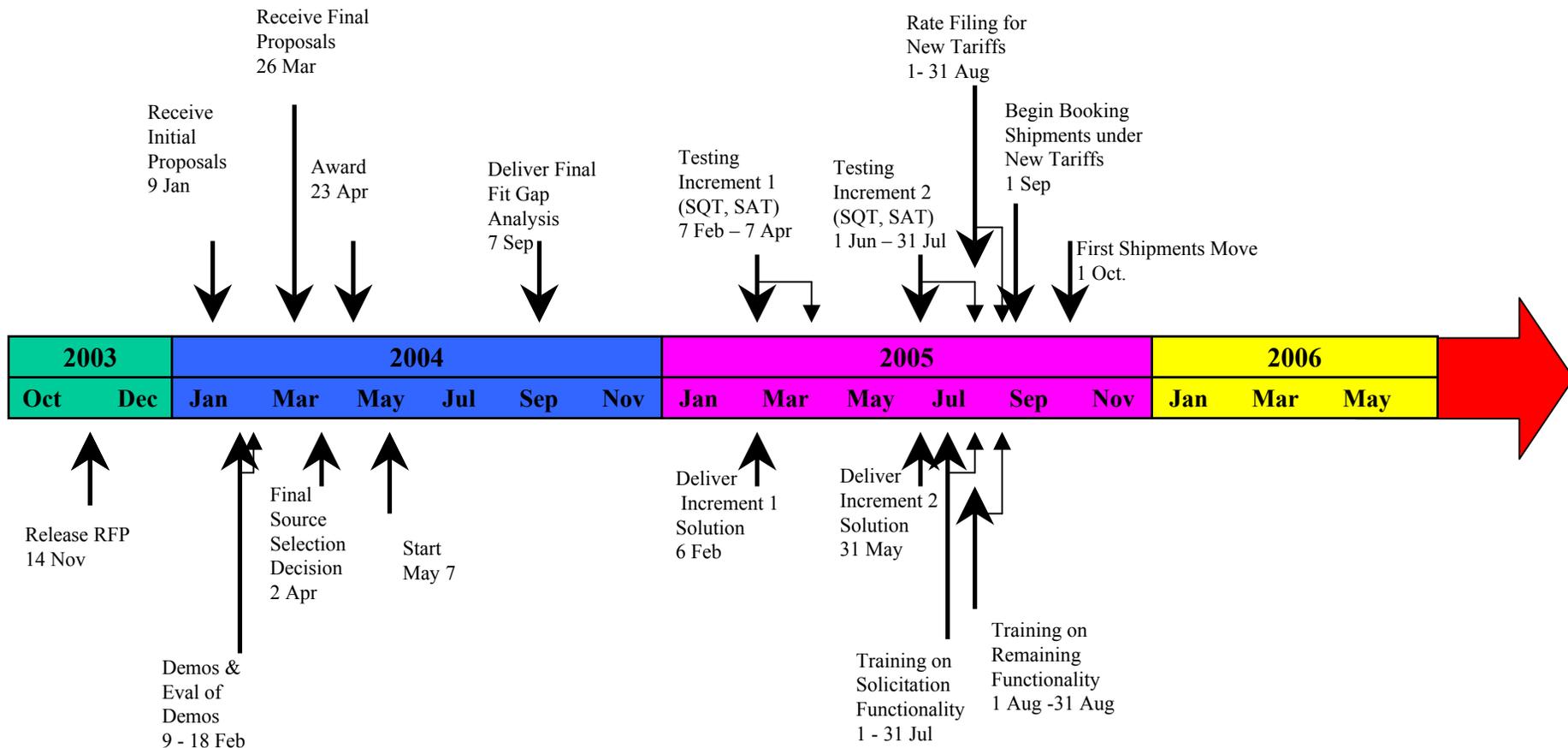
Key Dates



- DPS rate filing and evaluation functionality needed by 1 July to support development of the solicitations.
- Rate filing begins 1 August
- Move counseling and shipment management capabilities must be available in time to begin counseling customers and booking shipments on 1 September 2005
- First shipments under new tariffs will be picked up beginning 1 October 2005



DPS Timeline



Increment 1:
 TP Rate Filing,
 Counseling &
 Move Management

Increment 2:
 Post Movement,
 Forecasting, Analysis,
 Security
 Accreditation



Functional Requirements



Increment 1: Transportation Provider Solicitation and Bid, and Counseling and Move Management

- TP Qualification
- Customer Satisfaction Survey
- Rate Filing and Evaluation
- Minimum Best Value Score
- Best Value Scoring
- TP Ranking
- Costing of Shipments
- User Management
- Counseling
- Shipment Planning, Distribution, and Management
- Interfaces



Functional Requirements (continued)



Increment 2: Post-Move Management, Forecasting and Analysis

- Claims Management
- Mandatory Claims Fields
- Performance Data Collection
- Data Analysis
- Report and Document Generation
- Historical Data Repository



ACQUISITION PROCESS



ACQUISITION OVERVIEW



- ① Type of Contract
- ① Period of Performance
- ① Proposal Submission
- ① Evaluation Commercial Items
- ① Streamline Source Selection Procedures
- ① Evaluation
- ① MTMC Web Information
- ① Questions



CONTRACT TYPE



- ① Firm-Fixed-Price for all CLINs
- ① Travel CLINs are fixed amounts and cannot be used without prior approval of the contracting officer
- ① All options will be evaluated
- ① Task 2 allows for price adjustment of +/- 10% variance depending upon the results from the GAP Analysis and Design Plan
- ① Task 3, operate and maintain DPS
- ① Tasks 2 and 3 are optional CLINS



CONTRACT TYPE (continued)



Performance Based:

- ④ Emphasizes purpose of work (objective) instead of manner of performance
 - ④ States the required objectives in terms of output
 - ④ Measures performance standard for the output
 - ④ Provides for acceptable quality level or allowable error rate
- ④ Contractor determines how to meet the Government's objectives
- ④ Quality Assurance Surveillance Plan ensures appropriate performance quality levels are achieved



CONTRACT TYPE (continued)



Commercial Items:

- Emphasizes use of commercial practices
- Allows for streamlined solicitation, evaluation and award procedures
- Allows use of contractor's quality control program to ensure satisfactory performance



CONTRACT TYPE (continued)



Meeting the performance and delivery dates are essential to the Government, as such the RFP is structured to:

- ① Allow for the confirmation that the proposed design will support the DPS requirements
- ① Afford the Government the opportunity to exercise or not exercise the optional Task 2 and Task 3 (integrate/code/implement) and (operate/maintain DPS) respectively.



PROPOSAL SUBMISSION



- ① Each offeror must submit a proposal that demonstrates their capability and relevant experience necessary to perform the required services
- ① Proposals shall be submitted in accordance with FAR 52.212-1 and its addendum
- ① Proposals (to include the oral presentation slides/package) must be received by 9 January 2004, 4:00 P.M. EST



EVALUATION COMMERCIAL ITEMS



-  Proposals will be evaluated in accordance with 52.212-2
-  The following evaluation factors will aide in determining the proposal that has the best value to the Government:
 - Technical Approach (written)
 - Management Approach (written)
 - Relevant Experience (written)
 - Past Performance (written)
 - Small Business Subcontracting Plan (written)
 - Price (written)



- ① Schedule oral presentations and demonstrations
 - Project understanding
 - Project Management Approach
 - Team structure/organization
 - Offerors demonstrated best chance for award
 - Award based on written and price proposal
- ① Determine competitive range
- ① Discussions, if required
- ① Submission and evaluation of final proposal revision (if required)
- ① Award contract



EVALUATION



- ① Relative Importance of Evaluation Factors by descending order of importance:
 - Technical approach
 - Management approach
 - Relevant experience
 - Past performance
 - Small business subcontracting plan
- ② Price is approximately equal to the combined Non-Price Factors of Technical Approach, Management Approach, Relevant Experience, Past Performance, and Subcontracting Plan.



Streamlined Source Selection Procedures



- ① Use informal source selection procedures
 - Use Technical Evaluation Board
 - Contracting Officer Makes Award Decision
- ① Limited size of proposals
 - 150 page for the Technical Proposal
- ① Use of Oral Presentations
 - One hour time limit
- ① Award without discussions, if possible
 - Based on offer that has the best value to the Government



MTMC WEB ADDRESS



<http://www.mtmc.army.mil>

-  Select Doing Business with MTMC
-  Select Solicitations
-  Select Defense Personal Property Mgmt System



CLOSING COMMENTS



- Reminder: Anything discussed at this pre-proposal conference DOES NOT constitute changes in the requirement
- Any and all changes made to the solicitation will be made in writing, by amendment, and posted to MTMC's web site
- Answers to questions presented here today will be posted to MTMC's web site
- Thank you all for coming