STATEMENT OF WORK

THE UNITED STATES COAST GUARD

FOREIGN MILITARY SALES

CASE NUMBER ZB-P-LEC

EL SALVADOR

1 INTRODUCTION

1.1 Scope

The scope of this requirement is for contractor procurement, installation, testing and crew training of communication equipment under Foreign Military Sales Letter of Offer and Acceptance Case Number ZB-P-LEC in support of the country of El Salvador.

Packaging, packing, preservations, and markings in preparation for Defense Transportation System pick up is required.

1.2 Background

The FMS program is part of security assistance authorized by the Arms Export Control Act (AECA). It is a fundamental United States (U.S.) foreign policy tool. Under § 3 of the AECA (*classified to* 22 U.S.C. § 2753), the U.S. may sell defense articles and services to foreign countries and international organizations when the president formally finds that to do so will strengthen the security of the U.S. and promote world peace. This program is conducted through formal agreements between the U.S. Government (USG) and an authorized foreign purchaser. These formal agreements are a mutually signed Letter of Offer and Acceptance (LOA).

Provision of these items will help the recipient county's maritime safety and security services to maintain and expand capacity to protect territorial waters, enhance maritime domain awareness, and build interoperable regional maritime security between other regional partners and the U.S. Government.

2 GOVERNMENT TERMS, APPLICABLE DOCUMENTS AND APPENDICES

2.1 Government Terms

The following government terms and associated acronyms are common terms and may be used thought out the SOW.

Acronym	Term
AAR	After Action Report
ABYC	American Boat and Yacht Council
ABS	American Bureau of Shipping
AGM	Absorbed Glass Mat
AOR	Area of Responsibility
APACS	Aircraft and Personnel Automated Clearance System
ARO	After Receipt of Order
AT	Acceptance Trial
AWS	American Welding Society
CBL	Commercial Bill of Lading
CLIN	Contract Line Item

Acronym	Term
CONUS	Continental United States
COR	Contracting Officer's Representative
COTS	Commercial-Off-the Shelf
DBA	Defense Base Act
DoD	Department of Defense
DTC	Delivery Term Code
DTS	Defense Transportation System
ECL	English Comprehension Level
FAR	Federal Acquisition Regulation
FCG	Foreign Clearance Guide
FF	Freight Forwarder
FFP	Firm-Fixed Price
FMS	Foreign Military Sales
F.O.B	Free On Board
G&A	General and Administrative
GPS	Global Positioning System
GSA	General Services Administration
HSAR	Homeland Security Acquisition Regulation
HAZMAT	Hazardous Material
HF	High Frequency
IMO	International Maritime Organization
IRC	Invoice Routing Code
KO	Contracting Officer
KS	Contract Specialist
LCD	Liquid Crystal Diode
LOA	Letter of Offer and Acceptance
MIL-SPEC	United States Military Specification
NTE	Not to Exceed
MEL	Master Equipment List
MSO	Manufacturer's Statement of Origin
MTBF	Mean Time Between Failures
NIPO	Navy International Programs Office
NAVYIPOINST	Navy International Programs Office Instruction
OCONUS	Outside the Continental United States
OEM	Original Equipment Manufacturer
POC	Point of Contact
POD	Port of Debarkation
POE	Port of Embarkation
POP	Period of Performance
PPPM	Packing, Packaging, Preservation and Marking
RPM	Rotations Per Minute
SAMM	Security Assistance Management Manual

Acronym	Term
SDDG	Shipper's Declaration for Dangerous Goods
SERE	Survival, Evasion, Resistance, and Escape
SOW	Statement of Work
UPL	Ultralight Pole Ladder
U. S.	United States
USCG	United States Coast Guard
USG	United States Government
VHF	Very High Frequency

2.2 Applicable Documents
The following documents are applicable to this Statement of Work and attached appendices to the extent specified herein.

2.2.1 Transportation of the Security Assistance Management Manual (SAMM), § C7 https://samm.dsca.mil/chapter/chapter-7

2.2.2 Material Inspection and Receiving Report (MIRR), DD Form 250 (DD250), https://www.esd.whs.mil/Directives/forms/dd0001_0499/DD250/

2.2.3 Material Inspection and Receiving Report – Continuation Sheet, DD Form 250C, https://www.esd.whs.mil/Portals/54/Documents/DD/forms/dd/dd0250c_2020.pdf

2.2.4 Navy International Programs Office (NIPO) Instruction, Security Cooperation Education and Training Program, Contractor-Provided Training, NAVYIPOINST 4950.1A, dated April 2004, https://www.discs.dscu.mil/itm/Messages/INST49501.pdf

2.2.5 Electronic Foreign Clearance Guide (FCG), https://www.fcg.pentagon.mil/fcg.cfm

2.2.6 Aircraft and Personnel Automated Clearance System, (APACS) https://apacs.milcloud.mil/apacs/

2.2.7 U. S. Department of State Office of Allowances, Foreign Per Diem Rate, https://aoprals.state.gov/Web920/per_diem.asp

2.3 Appendices
The following appendices are applicable to this Statement of Work and attached.

2.3.1 Appendix A**:** Equipment List

2.3.2 Appendix B**:** Summary of Locations

2.3.2 Appendix C: Schedule (To be incorporated at award)

3 GENERAL INFORMATION

3.1 Performance Location

The primary place of performance will be at the Contractor's facility and in El Salvador.

3.2 Period of Performance

The Production Schedule is *not* the Contract Period of Performance. The Contract Period of Performance may extend past the Production Schedule to allow for contract administration. The Period of Performance will be listed on the Contract award documentation Standard Form 1449 *Solicitation/Contract/Order for Commercial Items* or Optional Form 347 *Order for Supplies and Services*.

3.3 Schedule

The Contractor must develop a schedule to support the procurement of the equipment and must include sufficient time to allow for the USG inspection and vendor shipping preparation. The schedule must also support the installation of the equipment in El Salvador and the training on the equipment. The schedule will be incorporated into the SOW upon award as Appendix A. **(Deliverable)**

Changes to the schedule prior to shipping or pick up, must be provided to the COR and KO and include an explanation for the changes within two (2) business days of the known change. **(Deliverable)**

NOTE: The USG may require adequate consideration, that is fair and reasonable under the circumstances of the agreement, in the event of late deliveries

3.4 Travel

The Government anticipates travel in support of this requirement. All travel required by the Government must be approved in advance and in writing by the COR on this contract. The Contractor must be responsible for **obtaining COR approval** (email is acceptable) **for all reimbursable travel to <u>include a budgeted amount in advance of each travel event</u> (Deliverable)**. First-class, business-class, or travel in any class Other-Than-Economy/Coach Class is permitted <u>only as an exception and must be authorized in advance of travel</u>. If travel is authorized and directed by the COR, the Contractor must be reimbursed for direct costs in accordance with FAR 31.205-46 and § 2.2.7 for transportation, lodging, and meal per diem. The USCG will reimburse for personal vehicle mileage to and from the airport at the current rate established by GSA at the time the travel occurred. A Contractor can only apply indirect cost, such as G&A, to travel, if the Contractor structured its accounting system to include direct travel as a component of the G&A base. Upon request, the Contractor must provide its DCAA or DCMA audit results as proof that its accounting practices incorporate indirect costs and DCAA audited and approved the proposed rate(s). ***All labor costs including those incurred as a result of travel should be accounted for in the labor CLIN(s) of this contract and must not be an allowable expense***. The Contractor's documentation for the reimbursement of travel costs (e.g., receipts) must be governed as set forth in FAR Subpart 31.2. The Contractor must submit a trip

report at the conclusion of each travel documenting the tasks accomplished and any recommendations. **(Deliverable)**

3.4.1 Defense Base Act Insurance. Defense Base Act (DBA) insurance must be required for this contract. DBA (42 U.S.C. §§ 1651-54) provides workers compensation type insurance coverage for contractor employees performing under government contracts outside the United States (U. S.). It is intended to be a counterpart to domestic workers compensation coverage provided under the Longshore and Harbor Workers' Compensation Act (*classified to* 33 U.S.C. §§ 901-50) and, as such, is the sole recourse for workers who suffer on-the-job injuries or death while engaged in work in foreign locations under Government prime contracts and subcontracts. **(Deliverable)**

3.4.2 DoD Foreign Clearance Guide. The Contractor must comply with current force protection, personnel recovery, and theater entry requirements as required by the DoD FCG (§ 2.2.5). The Contractor must coordinate the DoD-sponsored Contractor Personnel Theater and Country clearance requests in Aircraft and Personnel Automated Clearance System (APACS) (§ 2.2.6) through the COR and the USCG Office of International Acquisition Programs. The Contractor must provide APACS required information to the USCG COR **no later than forty (40) calendar days** prior to U.S. DoD-sponsored Contractor travel **(Deliverable).**

3.4.2.1 The FCG provides necessary information for aircraft international mission planning and execution, personnel travel to foreign countries, as well as general information on foreign locations. The USCG will assist the Contractor in accessing all required systems, as needed, to meet these requirements. The Contractor must be responsible for obtaining required passports and visas to support foreign travel.

3.4.3 Travel Arrangements. The Contractor is responsible for making all necessary arrangements for its personnel. These include, but are not limited to, medical examinations, immunizations, passports/visas/etc., and security clearances.

3.4.4 U. S. Department of State's Office of Allowances. The U. S. Department of State's Office of Allowances establishes foreign per diem rates as maximum U.S. dollar rates for reimbursement of personnel on official USG business in foreign areas. Foreign per diem rates are updated monthly and are effective the first day of each month. The rates consist of a maximum lodging portion and a maximum meals and incidental expenses (M&IE) portion. The travel location of this contract is El Salvador.

3.5 Postaward Orientation

The Contracting Officer (KO) will determine the need and method of a Postaward Orientation in accordance with FAR 42.5 Postaward Orientation and will notify the Contractor if a Postaward Orientation is required. The purpose of the Postaward Orientation, chaired by the KO, is to discuss technical and contracting objectives of the SOW and review the schedule. A formal (Face-to-Face) meeting is not required. The KO may elect a limited meeting which may include a teleconference or phone call or the issuance of a letter. If a formal meeting is required, it will occur no later than ten (10) business days after the start of the POP. **(Deliverable)**

3.6 Status Meetings
The Contractor POC must be available to meet with the KO and COR upon request within two (2) business days to present deliverables, discuss progress, exchange information and resolve emergent technical problems and issues. (**Deliverables as needed**).

3.7 Unauthorized Obligations
The KO is the sole Government Personnel authorized to make any changes associated with this SOW, the Contract, and its terms and conditions. The Contractor must not take direction from any representative of the recipient country nor any other USCG personnel that alters the requirements of this SOW, price, delivery date, or any other term and condition of the Contract. If the Contractor chooses to take such direction, they do so at their own risk, including but not limited to, liabilities associated with non-payment and contract termination.

3.8 Invoicing- Electronic Submission of Payment Requests
(a) Definitions. As used in these instructions -
(1) "Payment request" means a bill, voucher, invoice, or request for contract financing payment with associated supporting documentation. The payment request must: comply with the requirements identified in FAR 32.905(b), "Content of Invoices" and the applicable Payment clause included in this contract. In addition, discount offerings and small business status if available must be stated. If travel was allowable and approved, components in accordance with FAR 31.205-46 must be provided.

(b) Except as provided in paragraph (c) of this clause, the Contractor must submit payment requests electronically using the Invoice Processing Platform (IPP). Information regarding IPP, including IPP Customer Support contact information, is available at https://www.ipp.gov or any successor site.

(c) The Contractor may submit payment requests using a method other than IPP only when the Contracting Officer authorizes alternate procedures in writing in accordance with Coast Guard procedures.

(d) If alternate payment procedures are authorized, the Contractor must include a copy of the Contracting Officer's written authorization with each payment request.

(e) IPP enrollment information is at https://www.uscg.mil/fincen/Purchase_Order/

(f) Receiving Official: Karl Harris, Karl.A.Harris@uscg.mil
Invoice Approver Official: Karl Harris, Karl.A.Harris@uscg.mil
Contracting Officer's Representative: Karl Harris, Karl.A.Harris@uscg.mil

3.9 Government Points of Contact

Contracting Officer
Kerri Dolezal

Email: Kerri.L.Dolezal@uscg.mil
Phone: (571) 614-0049

Program Manager and Contracting Officer Representative (COR)
Karl Harris
Email: Karl.A.Harris@uscg.mil
Phone: (571) 613-1938

In addition to the Government Points of Contact listed above, are non-Government personnel from outside the agency. Employees of the firms identified below will assist the Government in the administration of this contract and will be authorized access only to the information necessary to enable them to perform their respective duties.

Cherokee Nation Strategic Programs LLC.
10838 E Marshall St, Ste 200E
Tulsa, OK 74116-5682

Shipping Documentation Copy Only:
Klara Cali (non-Government personnel)
Email: Klara.Cali@uscg.mil
Phone: (202) 424-0449

Invoice Documentation Copy Only:
Charlotte Brown (non-Government personnel)
Email: Charlotte.R.Brown@uscg.mil
Phone: (240) 938-6645

Technical Witness
Lee Fleming (non-Government personnel)
Email: Lee.A.Fleming@uscg.mil
Phone: (804) 815-0190

Technical Witness
Fernando Brown (non-Government personnel)
Email: Fernando.M.Brown2@uscg.mil
Phone: (619) 438-2294

In accomplishing their duties related to the contract administration, the aforementioned firms may require access to proprietary information contained in the subsequent Contract correspondences and deliverables. Each employee from the listed firm is required to sign a Non-Disclosure Agreement, confirming that any and all information received must neither be used in any way for personal use or gain nor divulged to another party prior to, during or after award of the contract, unless expressly authorized in law and the Contracting Officer has authorized such disclosure in advance and in writing. The Contracting Officer will obtain copies of these agreements and ensure that they are properly executed.

4 REQUIREMENTS

4.1 General

This contract is for the procurement, installation, testing, and training of Contractor-furnished communication equipment in El Salvador.

4.2 Equipment Substitution

If any parts, components, or equipment as required by the SOW can no longer be obtained after contract award, the Contractor must bear all costs associated with recommending and offering substitutions. The substituted part must be a form, fit, function replacement for the originally proposed component. The Contractor must provide **within thirty (30) calendar days' notice**, from date of award, of any equipment substitution **(Deliverable).** The Contractor must submit written documentation demonstrating form, fit and function to the KO. The KO will approve all equipment substitutions.

4.3 Task A – Installation Design Plan

The Contractor shall conduct a site-survey at five (5) locations within El Salvador to assess current infrastructure and inform the development of the Installation Design Plan (Task A). A summary of all locations are provided in Appendix B.

The Contractor must submit an installation design plan including all systems and equipment identified in Appendix A and the project milestones associated with each Task within 30 calendar days of Contractor site-survey travel. **(Deliverable)**

The Contractor shall include any recommended ancillary equipment or services to establish an operational and efficient communications center at each site. The Contractor shall submit these recommendations to the KO and COR for approval to be incorporated into the contract.

Government acceptance or rejection of the plan will be provided within five (5) business days. The Contractor must not begin installation until the COR provides approval of the installation design plan.

4.4 Task B – Commercial Furnished Equipment

The Contractor must purchase all equipment required in Appendix A. Procurement action must be completed within twenty (20) business days after approval of the installation design plan. The Contractor shall provide all miscellaneous supplies, e.g., cables, connectors, adaptors, power

supplies, and hardware, as needed to install and integrate the communication equipment. No aftermarket or used parts are acceptable.

The Contractor must notify the KO and COR immediately of any equipment with delivery times in excess of forty-five (45) calendar days.

The Contractor must inventory and document all equipment in the presence of the COR on a DD Form 250 (§ 2.2.2). The DD Form 250 is documented proof the equipment has been accepted by the Government allowing the Contractor to invoice for equipment. If additional space is needed, the DD Form 250C Continuation Sheet (§ 2.2.3) can also be used to accompany the main DD Form 250 (§ 2.2.2). The Government will not accept a partial inspection, all items must be inspected and shipped in full.

4.5 Task C – Removal and Installation of all Navigation and Communication Equipment
The Contractor must remove any equipment that is no longer needed (i.e., cables, wires, brackets, mounts, foundations) and being replaced and prepare the area for the new equipment installation.

The Contractor will install the new communication equipment, listed in Attachment II, at each site in El Salvador. The installation of the equipment must be completed without major modification to the sites. Exceptions to the locations for the install of the systems will be authorized by the COR.

Installation must not use of any wiring remaining from previous system removal. The Contractor must remove any cabling that will impede equipment installation and any existing systems throughout the course of the installation of the new equipment. All the equipment removed must be turned over to the COR to be subsequently turned over to the Partner Nation.

HAZMAT removal, extensive crane and rigging usage for moving heavy items, and extensive hot work, i.e., riveting, welding, flame cutting, and other fire or spark-producing operations are not anticipated elements of the installation process. Any such requirements must be brought to the COR's attention for further direction.

4.6 Task D – Verification and Validation of Electronic Navigation Equipment
The Contractor must conduct verification and validation testing of the completed installation using the OEM Technical Manuals. The testing must be documented in a Full Equipment Suite Final Report and must be witnessed, verified, and approved by the COR and in the presence of the Partner Nation. Verification and validation include testing the systems to ensure required functionality, coverage, capacity, interoperability, security, and that availability meets the functional requirements and specifications.

Verification and Validation must include the following:
- Equipment software version and operation
- Equipment serial number verification and documentation

•Integrated system operation upon completion of installation and during underway sea trials
•Inspection of the equipment installation (mounting, cable dressing, grounding, bonding, and weatherproofing)
•Operational and functional tests of all Contractor installed equipment and adjoining support equipment associated with the installation.
The Contractor must:
•Coordinate with the COR at **least five business days prior to** scheduled system test/acceptance test to permit effective scheduling.
•Demonstrate the satisfactory operation of all communications and navigation equipment and systems presence of the COR and the crew.
•Perform operationally testing, using OEM technical manuals, of the newly installed communications and navigation equipment.
•Determine the acceptability of system installation/configuration and documentation for support of electronic systems.
•Determine the fully functional and operational material condition and performance levels of the equipment and support systems.

4.6.1 Full Equipment Suite Final Report: The Contractor must provide the COR a consolidated report documenting the completed installation. The report must include the time period of the work, personnel completing the work, and a brief summary of any unique problems, notes, or lessons learned for the installation. Attachments to the report must include documented Standard Operating and Maintenance Procedures, Owner's manuals, warranty information, technical manuals and drawings, assembly instructions, maintenance and care instructions, and operating instructions. **(Deliverable)**

The Full Equipment Suite Final Report must include the following:

- Demonstration of the satisfactory operation of all communications equipment and systems.
- Demonstration of the satisfactory operational testing, using OEM technical manuals.
- Certification of Accomplishment
- Summary of Test Results
- Actual measured values or other pertinent data (VSWR checks for all radios/antennas, voltage readings for all power cables and power supplies, any associated BITE testing results)
- Status of communications equipment
- The result of each individual system that was tested, in addition to any stand-alone equipment test
- The interoperability and integration into the full equipment suite to the maximum extent possible

4.7 Task E – On Site Technical Assistance/Training

Upon completion of Task D, the Contractor must provide onsite technical assistance/training of the installed systems in accordance with § 2.2.4. This must include providing formal and informal on the job training to the Partner Nation who will be required to operate, repair, and maintain the equipment and systems.

The Contractor must:

- Provide a company authorized service representative, experienced in operation, maintenance, and troubleshooting procedures and training.
- Provide demonstrations and training of systems, subsystems, and equipment operation
- Demonstrate in the field: system features, operational controls, emergency plans and standard operating procedures
  - System Layout (e.g. location, power supply, components)
  - Standard Features
  - Start-up and Shut Down Procedures (e.g. normal and emergency)
  - System Operation
  - Control function
  - Troubleshooting and Casualty Procedures
  - Adjustments, Servicing and Preventative Maintenance

4.7.1 Training Location. Training location will be coordinated with the KO and COR.

4.7.2 Training Comprehension Level. Training must be conducted:

- In the Spanish language and at the basic/intermediate level of expertise
- Using the newly installed systems and associated operations manuals
- At an intermediate skill level
- With a base level core understanding of the system operating theory (i.e., don't teach radio frequency theory, but rather how to employ and operate this particular radio).

4.7.3 Students.
Student population will be twenty (20) officers/enlisted personnel and will have minimal experience operating and maintaining similar communications and navigation equipment.

4.7.4 Training Material.
The Contractor must submit training course content, to include a copy of all printed instructional materials, and tentative daily training schedule to the COR **no less than ten (10) business days prior to start date of training.** Training material must be issued on one (1) CD-ROM or USB jump drive and 21 hard copies and include: **(Deliverables)**

- Standard presentation software (PowerPoint) where appropriate for the classroom phase
- System block diagrams of system configuration
- Operating and maintenance instructions
- Emphasizing safe and proper operating requirements
- Preventative maintenance, special tools needed and spare parts inventory suggestions
- Start-up & Shut-down procedures, operation in all modes possible and emergency procedures
- Shipboard system layout (locations, power supplies, components, etc.)
- Common troubleshooting problems and solutions to keep the system operating at sea

- Usage of the printed installation, operation and maintenance instruction material included in the Operating and Maintenance Manuals.
- Short cards, or "quick setup" sheets for quick reference. These handouts should attempt to simplify procedural steps, address known system issues, and help the students retain settings, shortcuts, and other useful tips

4.7.5 After Action Report

Upon completion of the in-country training iteration the Contractor must provide an AAR to the USG. This AAR should identify what training was planned, what training took place, identify any causes for missed or abbreviated training, and provide a thorough summary of the recipient's current ability to operate and maintain the communication equipment. **(Deliverable)**

4.8 Inspection and Acceptance

Depending on the item, inspection and acceptance may be conducted virtually or in-person. The Contractor must perform the inspection and acceptance and document the results on a DD Form 250. A COR or Government Representative may be on site to witness the inspections. Deficiencies disclosed during inspection must be documented on the DD Form 250. The USG approval of the DD Form 250s, or other authorized documentation, acknowledges the USG's formal acceptance of services provided. The following chart provides the inspection and acceptance information for each task.

Inspection and Acceptance		
Task	**Acceptance Criteria**	**Approval of the following documentation acknowledges the USGs acceptance**
Task A: Installation Design Plan	Government Approval	DD Form 250
Task B: Commercial Furnished Equipment	COR Inspection	DD Form 250
Task C: Rip-Out and Installation of all Communication Equipment	COR Inspection	DD Form 250
Task D: Verification and Validation of Electronic Navigation Equipment	COR Inspection	Test Report(s) and DD Form 250
Task E: Training	COR Inspection	AAR and Email

The USG's formal acceptance of items provided, must be conducted prior to DTS shipping arrangements. Acceptance for all items will be F.O.B. Origin and upon the transfer of custody to the DTS Shipper.

5 PACKAGING, SHIPPING, AND DELIVERY

5.1 Handling and Storage

The Contractor must establish, maintain, control and be responsible for the handling, storage, preservation and management of pre-positioned items in a secure location to prevent damage from loss, deterioration, degradation, or substitution of products for the materials listed in Attachment II, Pricing Schedule. Contractor must maintain accountability of all items until an inspection is conducted by a Government Representative and transfer of title is complete.

5.2 Packing, Packaging Preservation and Marking

The Contractor must prepare the material for shipment in accordance with SAMM, § C7.8 Packaging and Marking.

5.2.1 The Contractor must preserve, pack and package all items in such a way as to ensure complete delivery at a destination without damage or deterioration of the supplies due to the hazards of shipping, handling, or storage. Packaging, packing, and preservation of all assets must enable shipment to destination and transshipment without repackaging or incurring damage during shipment and handling. This level of packaging is designed to protect material against physical damage and deterioration during favorable conditions of shipment, handling, and storage in warehouse conditions for a minimum of eighteen months.

5.2.2 The Contractor must divide and package deliverables into batches as necessary to ensure safe transit. Packaging and batches must be clearly identified and marked, including the description and quantity of the contents as well as the name of the intended destination clearly visible on the exterior of each shipping package. Packing container must contain a packing slip with each individual shipping container.

5.2.3 Item labeling must include the appropriate part number, nomenclature, quantity, and CLIN number (if applicable). Any Hazardous Material (HAZMAT)/Dangerous Goods being shipped must be marked appropriately according to all local, state, and Federal Government law.

5.2.4 The Contractor must procure all materials and provide all labor necessary to complete each of the pre-shipment service tasks below.

Ref #	Pre-Shipment Service
1	Disconnect batteries from electrical system
2	Secure loose gear to prevent shifting during shipment
3	Secure equipment as necessary to prevent movement during shipment
4	Remove flammable liquids if required to comply with ocean transportation requirements

5.3 Marking

The Contractor must mark all shipments under this contract in accordance with SAMM, § C7.8.2 in addition to the following with the following information:

Contract No. (TBD at award)

Foreign Military Sales (FMS) Case Designator ZB-P-LEC

This shipment is authorized for export pursuant to 22 C.F.R § 126.6(a), under FMS case ZB-P-LEC.

The U.S. Government point is:

Primary Point of Contact
Karl Harris
Email: Karl.A.Harris@uscg.mil
Phone: (571) 613-1938

Alternate Point of Contact
Klara Cali
Email: Klara.Cali@uscg.mil
Phone: (202) 424-0449

5.4 Place of Delivery

Delivery Location: To be provided prior to shipment

Delivery POC: To be provided prior to shipment

5.4.1 Failure to mark all packages, boxes, etc. as indicated above, may result in return of the shipment at the Contractor's expense. Any failure in the packing and shipping process can result in problems for the carrier, the freight forwarder, and the customer. Failures can also prevent prompt processing of claims or prevent U.S. customs clearance.

5.5 Shipping Documentation

5.5.1 All commercial freight shipment tracking information and shipping documents must be provided to the **Government Points of Contact**, for forwarding to the DTS shipper and shipping coordination. These documents must include, as applicable, DD Form 250, Packing Slip, customs clearance paperwork, HAZMAT documentation, commercial invoices, etc. The Contractor must not be responsible for the customs clearance process, nor any fees associated with the process. **(Deliverable)**

5.5.2 The Contractor must prepare and document any hazardous cargo, if applicable, in accordance with § 2.2.1 of this SOW. Hazardous cargo is defined as a hazardous substance or material including a hazardous substance, which has been determined by the Secretary of Transportation or International Maritime Organization (IMO) to be capable of posing an unreasonable risk to health, safety, and property when transported. For purposes of applying hazardous surcharges or the use of hazardous commodity rates, hazardous cargo is required to be

stowed on deck per US Coast Guard regulations. A Contractor HAZMAT certified representative must inspect and certify hazardous cargo and the container in which it is shipped. A SDDG must be completed for the HAZMAT.

5.6 Transportation

The Delivery Term Code (DTC) required on the LOA is number seven (7), which requires the Commercial Furnished Equipment shipment to be picked up from the Contractor's facility by a DTS shipper. Acceptance for those items will be F.O.B. Origin and upon transfer of custody to the DTS shipper.

The Contractor must prepare the items in accordance with the policies, regulations, and procedures enumerated in the SAMM, § C7 (Transportation). FMS orders may remain at the Contractor's facility for an extended period of time pending full receipt of items list.

The Contractor must receive, consolidate, stage, package items and provide necessary characteristics (e.g., weight, dimensions, digital pictures) on items/shipment as required by the USG to arrange for shipping. The Contractor must be responsible for loading all items onto the shipping vehicles. The USG will coordinate the arrangement for onward movement to a final destination.

5.6.1 The Contractor must be present during the DTS pick up and transfer of custody. A copy of the DD Form 250 must be included with the packaging list.

5.6.2 The Contractor will not be responsible for Customs clearance nor any fees associated with the process. The Contractor will be provided with in-country POC and shipping address.

6 WARRANTY AND DOCUMENTATION

6.1 Warranty

The Contractor must provide with the equipment any commercially available manufacturing documentation and warranties in both English and Spanish languages. **(Deliverable)**

6.1.1 The warranty must provide for the Government of the requesting country to submit claims to the applicable OEMs**.** The requesting country will contact the applicable OEM vendor directly for warranty claims or service. All warranty coverage must be applicable for use of the equipment OCONUS by a foreign military.

6.2 OEM Documentation

The contractor must provide one (1) hard copy submission and one (1) electronic copy of all required documentation and manuals in English and in Spanish for the equipment to support operations and maintenance. **(Deliverable)**

6.2.1 General Requirements for Documentation. The style of writing must present essential information in a simple, straightforward manner. Content must be organized and structured so that it is easily understood by the reader. Any acronyms must be defined the first time the abbreviation or acronym appears. Thereafter, within each section, the abbreviation or acronym can be used. Hard copy deliverables must be provided in two versions, one paper manual and one electronic version. The Contractor may use the contents of existing U.S. Navy- and USCG-approved manuals if the equipment supported by that manual is identical to equipment being furnished by the Contractor. If the Contractor elects to use existing manuals, the Contractor must examine the existing manual and compare it against the installed equipment to ensure that the manual precisely reflects the installed configuration.

6.3 Technical Manual

The Contractor must provide technical and maintenance manuals for the installed equipment. The manuals must reflect the as delivered configuration of the equipment. The Contractor must provide Commercial-Off-the Shelf (COTS) equipment technical manuals for individual equipment. **(Deliverable)**

6.4 Technical Drawings

Drawings must be comprised of printable depictions of all components in the equipment in their actual location and size, and schematic diagrams as required to depict functional interconnections between components. All physical components must be listed on a bill of materials on the drawing where they are defined and must appear on only one such bill of materials in the entire drawing set. **(Deliverable)**

6.5 Master Equipment List (MEL)

The MEL contains a categorized list of all equipment. **(Deliverable)**

7 DATA DELIVERABLE SCHEDULE

7.1 The following is a consolidated list of the contract deliverables.

Data Deliverable				
SOW Section	**Item**	**Schedule**	**Delivery Method**	**POC**
3.3	Schedule	Submit with Quote	Email	KO
3.3	Schedule changes and explanation for changes, if applicable	Within two (2) business days of the known change	Email	KO and COR
3.4	Travel request including budget	In advance of travel	Email	COR
3.4	Trip Report	After completion of each travel event	Email	COR
3.4.1	DBA	Submit with Quote	Email	KO
3.4.2	APACS	Within forty (40) calendar days of U.S. DoD-sponsored Contractor travel	Email	COR
3.5	Postaward Orientation, if necessary	Within ten (10) business days after the start of the POP	Phone Con or Written Letter	KO
3.6	Status Meeting, as needed deliverables	Within two (2) business days of Government request	Phone Con	KO and COR
4.2	Equipment Substitution	Within 30 calendar days' notice from date of award	Email	KO and COR
4.3	Task A – Installation Design Plan	Within 30 calendar days of site-survey travel	Email	KO and COR
4.6.1	Task D – Full Equipment Suite Final Report	Post-installation	Email	COR
4.7.4	Training Curriculum Material and Schedule	No less than ten (10) business days prior to training	Email	COR
4.7.4	Training Handouts	At Training	Hard Copy	COR and Students
4.7.5	Training AAR	Upon Completion of Training	Email	KO and COR
5.5	Shipping Documentation	Upon Government Request	Email	POCs listed in §5.5
6.1	Warranty	Upon Delivery	Email	KO and COR
6.2	OEM Documentation	Upon Delivery	Email / Hard Copy	KO and COR
6.3	Technical Manual	Upon Delivery	Email / Hard Copy	KO and COR
6.4	Technical Drawings	Upon Delivery	Email / Hard Copy	KO and COR
6.5	Master Equipment List	Upon Delivery	Email / Hard Copy	KO and COR

Appendix A Equipment List

The Contractor must provide the following communication equipment:

Description	Purpose	Part Number
VHF Base Station Transceiver	Short-range maritime communication (up to 25 nautical miles)	Icom IC-M605 (or equivalent)
UHF Base Station Transceiver	Short-range, line-of-sight for local operations or interagency coordination	Motorola SLR 5700 (or equivalent)
HF Transceiver with ALE	Long-range, over-the-horizon for covering large Pacific operational areas. ALE automates channel selection.	Codan Envoy X1 or Barrett 4050 (or equivalent)
HF Power Amplifier	Boost HF signal to 400-500W for reliable long-distance transmission	Codan 306 (or equivalent)
VHF High-Gain Antenna	Omni-directional antenna to maximize range of VHF base station	Comrod AV903-L (or equivalent)
UHF High-Gain Antenna	Omni directional antenna to maximize range of UHF base station	Comrod AV1503-L (or equivalent)
HF Broadband Dipole Antenna	Robust, multi-frequency antenna suitable for wide range of HF channels.	Codan 463 (or equivalent)
Uninterruptible Power Supply (UPS)	Provide clean, stable power and backup during short electrical outages.	(TBD, proposed by Offerors, incorporated at award)
Operator Console Equipment (Desk, Microphones, Speakers, Headsets, etc…)	Provide all equipment required for personnel to operate communication equipment at base station.	(TBD, proposed by Offerors, incorporated at award)
Cabling and Installation Kit (coaxial cables, connectors, lightning arrestors, and grounding materials)	Provide all necessary cabling and materials for successful installation and operation of communication suite.	(TBD, proposed by Offerors, incorporated at award)

(End of Appendix A)

Appendix B Summary of Locations

There are five (5) locations along the coast of El Salvador. Each site was evaluated for office space, climate control, power supply, and available real estate for tower installation. Overall, each location had a designated office space with adequate climate control and power supply. Two (2) of the sites have existing towers that are suitable for use. Two (2) sites have towers with missing upper sections, and one (1) site does not have sufficient real estate for a tower. Individual site conditions are listed below.

Location #1: Capitania

Capitania has an existing tower approximately 20’ in height that is currently being used for mounting a VHF antenna. The tower is missing the upper portion of its structure. It is positioned approximately 30’ from the office, allowing for feasible cable route between the structures. The Contractor providing this equipment must confirm this height and distance is adequate for this location if the tower does not get replaced. The location of the VHF antenna provides adequate range. The current location of the existing VHF marine band radio is in a climate-controlled office space with available power supply. The Contractor must verify and propose the recommended height for the proposed HF antenna for this location. There is limited space available to construct a 60’-80’ tower.

Existing tower and foundation:

Location #2: Concordia

Concordia has an existing tower approximately 30’ in height that is currently being used for mounting a VHF antenna. The tower is missing the upper portion of its structure. It is positioned approximately 20’ from the office, allowing for feasible cable routes between the structures. The Contractor providing this equipment must confirm this height and distance is adequate for this location if the tower does not get replaced. There is a VHF antenna currently mounted and provides adequate range. The current location of the existing VHF marine band radio is in a climate-controlled office space with available power supply. The Contractor must verify and propose the recommended height for the proposed HF antenna for this location. There is limited space available to construct a 60’-80’ tower.

Existing tower:

Existing foundation:

Location #3: Triunfo

Triunfo has an existing tower approximately 50’ in height that appears in good condition. There is a second tower, approximately 80’ in height, that belongs to the Armada adjacent to the office which can be used to mount antennas. A tower is not required for this location. Both towers are positioned approximately 20’ from the climate-controlled office, allowing feasible cable routes to whichever tower is used by the Contractor.

Existing Towers:

Location #4: Acajutla

Acajutla has an existing tower approximately 80’ in height that belongs to the Armada adjacent to the office and currently has VHF and Harris 5800 antenna mounted. The tower is positioned approximately 70’ from the office, allowing feasible cable routes.

Existing Tower:

Location #5: La Liberta

La Liberta has no existing towers at this location, and minimal-to-no real estate is available to install a tower. The only appropriate location found was on the roof of the one-story building. This facility is located directly on the coast with minimal structural interference towards the ocean. There are two (2) locations that can be used as a comms space. Both spaces will allow feasible cable routes to the roof.

Office Rooftop:

(End of Appendix B)

Appendix C Schedule

(To be incorporated at award)

(End of Appendix C)