Section L: Instructions to Offerors

1. General Instructions

The government intends to award a Firm-Fixed-Price (FFP) purchase order resulting from this solicitation to the responsible vendor whose proposal represents the Best value to the government.

Offerors must submit a complete response that directly addresses all requirements outlined in the Performance Work Statement (PWS) and this section. Quotes that fail to follow these instructions or fail to provide the required documentation may be deemed non-responsive and excluded from further evaluation.

Quotes must be separated into two distinct volumes:

- Volume I: Technical & Past Performance
- Volume II: Price

---

2. Volume I: Technical & Past Performance Requirements

2.1 Subfactor 1.1: NSA CSfC Trusted Integrator Status
The offeror must provide definitive, documentary proof that the prime contractor—or the proposed subcontractor performing the configuration—is currently listed on the National Security Agency (NSA) Commercial Solutions for Classified (CSfC) Approved Trusted Integrator list.

- If utilizing a subcontractor for this requirement, the offeror must include a formal Letter of Commitment from the subcontractor.

2.2 Subfactor 1.2: Security Clearances
The offeror must submit a clear statement certifying that their company possesses an active Facility Clearance (FCL) capable of operating under the NISPOM, and that all personnel assigned to the project will hold the required clearances at the time of award:

- Secret: For all general on-site personnel.
- Top Secret (TS): For all personnel performing configuration tasks.
- *Offerors must acknowledge that the government will not sponsor clearances for this effort.*

2.3 Subfactor 1.3: Technical Approach

The offeror shall provide a concise narrative demonstrating their methodology to execute the PWS requirements. The narrative must address the following:

- CLIN 0001 (Study & Design): Briefly describe the process for conducting AP-on-a-stick site surveys and developing High-Level and Low-Level Designs (HLD/LLD).
- CLIN 0002 (Procurement & Install): Detail the plan for physical installation (including the requirement for CAT6A shielded plenum cabling) and the approach for equipment configuration (specifically addressing 802.1x NAC and WIDS integration).
- CLIN 0003 (Testing & Validation): Outline the testing procedures to validate RF coverage and ensure strict adherence to DoD STIGs and CSfC standards.

2.4 Subfactor 1.4: Project Schedule

The offeror must submit a milestone schedule (e.g., Gantt chart or detailed table).

- The schedule must demonstrate full project completion—including the delivery and acceptance of Final Documentation (CLIN 0004)—within 120 calendar days or less from the date of contract award. If this period of performance is not realistic due to long lead items please include documentation to substantiate a longer period of performance.
- The schedule must clearly account for equipment lead times and mandatory government review periods (e.g., 5 business days for deliverable reviews).

2.5 Factor 2: Past Performance

Provide exactly two (2) examples of relevant past performance completed within the last three (3) years. To be considered relevant, the projects must be similar in size, scope (enterprise wireless solutions), and complexity (DoD/Federal environments, CSfC compliance).

For each example, provide:

- Contract Number and Agency/Customer Name.
- Brief description of the scope of work.
- Total contract value.
- Current Customer Point of Contact (Name, Phone Number, and Email).

---

3. Volume II: Price Requirements

Offerors must submit a complete price quote using the government-provided pricing template (if applicable) or in a clear, tabulated format.

3.1 Pricing Structure

The offeror shall provide pricing for all required CLINs as follows:

- CLIN 0001 (Study & Design): Provide a Firm-Fixed-Price (FFP).
- CLIN 0002 (Equipment & Install): Provide a Not-to-Exceed (NTE) FFP.
    - *Mandatory:* The offeror must include a detailed Bill of Materials (BOM) listing all non-GFE equipment, software licenses, and materials required to execute the design, mapped to this CLIN.
- CLIN 0003 (Testing & Validation): Provide a Not-to-Exceed (NTE) FFP.
- CLIN 0004 (Final Documentation): Not Separately Priced (NSP). Costs for this CLIN must be incorporated into CLINs 0001, 0002, and 0003.

3.2 Travel Costs

Offerors are instructed not to propose travel as a separate line item. All anticipated travel costs necessary to execute the requirements at SOCNORTH must be fully burdened and incorporated into the prices for CLINs 0001, 0002, and 0003.

3.3 Price Reasonableness

The government reserves the right to evaluate the detailed BOM and labor estimates supporting the NTE CLINs to ensure the proposed pricing is realistic and reasonable for the technical approach proposed. Unbalanced pricing or pricing that is unrealistically low may be determined to reflect a lack of technical understanding.