Evaluation—Commercial Products and Commercial Services

ADDENDUM TO RFO PROVISION 52.212-2: Paragraph (a) is tailored as follows:

Evaluation:

IAW RFO 52.212-2, Evaluation—Commercial Products and Commercial Services, the Government will award a contract resulting from this solicitation to the responsible Offeror whose offer conforming to the solicitation will be most advantageous to the Government, price and other factors considered. The following factors will be used to evaluate offers:

1. Price (About Equal with Technical)
2. Technical (About Equal with Price)

1. **Price:**

a.) Initially, solicitation responses shall be ordered from lowest to highest TEP, as previously defined.

b.) The Government will evaluate the TEP based on the pricing provided in Attachment 2 – Refurb Price List. The TEP will be extrapolated from the combination of the "TOTAL" pricing in Attachment 2 with the number of aircraft in the fleet the Government anticipates refurbishing over the period of the BPA. This is not a firm number but an estimate for evaluation.

c.) The TEP will be evaluated to determine whether it is reasonable. A reasonable price/cost represents a price/cost that provides best value to the government, considering market prices, the technical and functional capabilities of the contractor, and risk. Additionally, the government reserves the right to, but is not required to, conduct a price realism analysis on offers that appear to be exceptionally low and not supported by the contractor's technical approach. In instances where a contractor's proposed price(s) appears exceptionally low, contractors may be requested to address this disparity by providing evidence of their capability and/or performance at similar price(s). The burden of proof as to price credibility rests with the contractor. An exceptionally or unrealistically low offer that's left unexplained may pose an unacceptable risk to the government and may be a reason to reject a contractor's solicitation response.

d.) The government anticipates adequate price competition and intends to award a contract without exchanges with respective contractors. The Government, however, reserves the right to conduct exchanges if deemed in its best interest.

2. **Technical:**

a.) The technical volume will be evaluated as either acceptable or unacceptable for each subfactor.

i. Acceptable is defined as: "Required documents clearly meet the minimum requirements of the solicitation".
ii. ii. Unacceptable is defined as: "Required documents do not clearly meet the minimum requirements of the solicitation".

b.) The technical is comprised of 4 subfactors, as listed below. An overall technical rating will be assigned; failure to be assigned an acceptable in any technical subfactor will render the enter factor unacceptable and, therefore, ineligible for award. Only those responses determined to be technically acceptable, either initially or as a result of interchanges, will be considered for award. However, the contractor is reminded that the government reserves the right to award this effort based on the initial solicitation response, as received, without interchanges, and may conduct interchanges will all, some, or none of the contractors.

Instructions to Offerors	**Evaluation Criteria**
Subfactor 1: Technical Approach – Shall clearly explain how the quoter intends to ensure successful contract performance IAW the PWS. Technical Approach shall not simply rephrase or restate PWS or contain general statements such as "Standard procedures will be employed". Quotes shall provide convincing rationale addressing how the technical portion of the Quote meets solicitation requirements.	1. Effective and sufficient details and summarizes the offeror's technical approach in ensuring performance per the PWS and solicitation requirements. The standard is met when the conditions accurately describe performance in accordance with the PWS.
Subfactor 2: Candidate Qualification Documentation – Quoter shall submit Qualification documents, to include resumes, that demonstrate the qualifications of each position that the contractor intends to use to perform refurbishment services. The documentation must demonstrate that the qualifications of each site lead/technician submitted meets all of the "Certifications" in Section 1.4 of the PWS.	2. Accurate documentation of each position's qualifications to meet requirements specified in the PWS.

(End of Provision)