

EVALUATION FACTORS FOR AWARD

Basis for Contract Award

Contract award will be made to that Offeror whose proposal offers the best overall value to the Government based on an integrated assessment of the non-cost and cost related factors. The evaluation factors include: Technical, Cost, Past Performance, and Small Business Participation Plan. The non-cost factors will be rated using color coding and adjectival scales. Cost will be evaluated, but the factor will not receive a color coded adjectival rating. Because this is a best-value procurement, the Government reserves the right to make an award to an Offeror other than the Offeror who submits the lowest total evaluated cost or highest rated proposal. The Government intends to evaluate proposals and award a contract without discussions with Offerors (except clarifications as described in Federal Acquisition Regulation (FAR) 15.306(a)). However, the Government reserves the right to conduct discussions and request proposal revisions if the Contracting Officer later determines them to be necessary. If a competitive range is established, the Government may limit the number of proposals to the greatest number that will permit an efficient competition amongst the most highly rated proposals. The Government will award one contract.

The relative order of importance of evaluation factors is as follows: Technical is more important than Cost and Past Performance. Cost is equally important to Past Performance. Technical, Cost, and Past Performance, are all more important that Small Business Participation Plan. The relative order of importance of the Technical subfactors is as follows: Product Profile is more important than Technical Approach. Product Profile and Technical Approach are more important than Program Management. All elements within factors and subfactors are of equal importance.

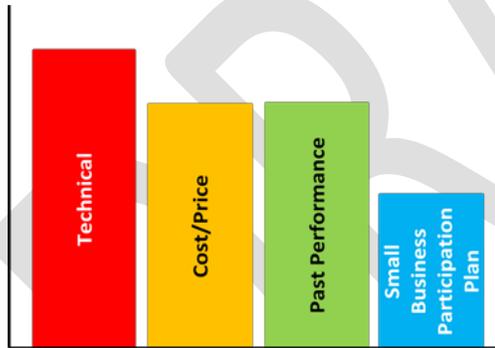


Chart 1 – Relative Ranking of Evaluation Factors

Note: Not to Scale

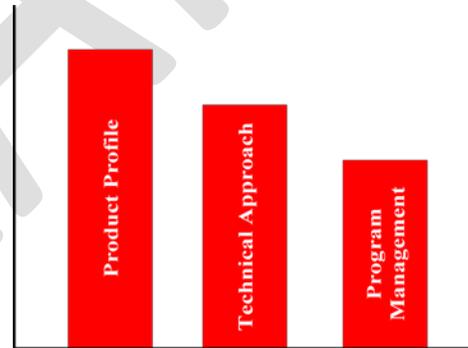


Chart 2 – Relative Ranking of Evaluation Factors: Technical Subfactors

Note: Not to Scale

Any proposal that is evaluated as unacceptable in terms of any of the evaluation factors may be rejected for such reasons. Furthermore, any significant inconsistency between proposed Technical, Cost, Past Performance and Small Business Participation Plan submitted, if unexplained, may be grounds for rejection of the proposal due to an Offeror’s misunderstanding of the work required or an inability to perform any resultant work under the contract. The Government will evaluate each proposal strictly in accordance with its content and will not assume that performance will include areas not specified in the Offeror’s proposal.

- UNACCEPTABLE OFFERS. The Government may render any proposal unacceptable that includes as a minimum:**

42
43 a. Merely offers to perform work according to the RFP terms or fails to present more than a
44 statement indicating its capability to comply with the RFP terms without support and elaboration as
45 specified in Section L of this solicitation.

46
47 b. Reflects an inherent lack of technical competence or a failure to comprehend the complexity
48 and risks required to perform the RFP requirements due to submission of a proposal that is unrealistically
49 high or low in cost and/or unrealistic in terms of technical approach.

50
51 c. Contains any unexplained significant inconsistency between the proposed effort and cost,
52 which implies the Offeror has (1) an inherent misunderstanding of the scope of work, or (2) an inability to
53 perform the resultant contract.

54
55 d. Is unbalanced within the meaning of FAR Part 15, or is unbalanced as to costs for the first
56 ordering period and for subsequent ordering periods where costs are significantly high or low for one
57 given period versus another period.

58
59 a. Fails to meaningfully respond to the Proposal Preparation Instructions specified in
60 Instructions to Offerors of this solicitation.

61
62 b. Cross references from one volume to another volume. All volumes shall be complete
63 with no cross-referencing between volumes.

- 64
65 2. **RESPONSIBILITY.** Pursuant to FAR 9.103, contracts will only be placed with contractors that
66 the Contracting Officer determines to be responsible. Offerors must be able to demonstrate that
67 they meet the standards of responsibility set forth in FAR 9.104. The Government reserves the
68 right to conduct a pre-award survey on any and all Offerors.

69
70 **A. FACTORS AND SUBFACTORS TO BE EVALUATED**

71
72 **FACTOR I – TECHNICAL**

73 Subfactor 1.1 – Product Profile

74 Subfactor 1.2 – Technical Approach

75 Subfactor 1.3 – Program Management

76
77
78 **FACTOR II – PAST PERFORMANCE**

79
80 **FACTOR III – COST**

81
82 **FACTOR IV – SMALL BUSINESS PARTICIPATION PLAN**

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84 **FACTOR I - TECHNICAL.** This factor contains three subfactors: (1.1) Product Profile;
85 (1.2) Technical Approach; (1.3) Program Management. Subfactors are in order of descending
86 importance. The Government will evaluate Technical proposals based on the adequacy of
87 response and feasibility of approach to determine the extent to which Offerors have demonstrated
88 their knowledge, ability, and management controls to successfully execute the contract. Strengths
89 and weaknesses, and the degree of risk associated with each proposal, will be evaluated. Each
90 subfactor will be separately rated. The Offeror's technical capabilities will be evaluated for
91 completeness, feasibility, soundness, and practicality of the proposed approach and plan for

92 accomplishing the requirements of the SOO. Specifically, this will include the steps to carry out
93 each task for appropriateness and efficacy, and detailed explanations of the methods employed.
94 Furthermore, the Offeror's technical approach will be evaluated on the discussion within the
95 proposal of expected major difficulties and problem areas, and recommended approaches for their
96 solution (risk mitigation strategies).

97
98 **STANDARD: The Offeror shall describe their technical approach in meeting the**
99 **requirements stated in the SOO cited in this solicitation. The Offeror shall describe their proposed**
100 **system and processes as outlined in the following subfactors: Product Profile, Technical Approach,**
101 **and Program Management.**

102
103 a. Subfactor 1.1 - Product Profile. The Government will evaluate the completed *in vivo* efficacy
104 studies to determine if the proposed Bioscavenger will, when used prior to nerve agent exposure,
105 which will prevent incapacitation associated with nerve agent exposure, resulting in sustained
106 operational effectiveness. Specifically, the Government will evaluate *in vivo* efficacy data for (1)
107 evidence of increased survival in experimental animals, (2) evidence that the mechanism of action
108 of the proposed prophylactic nerve agent countermeasure is through a direct effect on the nerve
109 agent while in the circulatory system.

110
111 The Government will evaluate completed *in vivo* safety studies to determine if these data
112 suggest safety of the proposed countermeasure without unacceptable performance decrements in
113 human subjects. (See L.3.1.2)

114
115 The Government will evaluate the proposed concept of operations and evidence
116 supporting the proposed route of administration and treatment regimen (i.e., number of doses,
117 duration of treatment). In addition, the Government will evaluate data pertaining to performance
118 characteristics including time to effect and duration of effect against a supralethal exposure to a
119 broad spectrum of nerve agents. The Government will evaluate the proposed product
120 specifications and characteristics, including shelf life stability and field suitability (to include
121 storage and operating temperatures). (See L.3.1.4)

122
123 **STANDARD: The Offeror's data provides sufficient detail to provide evaluation of all past**
124 **accomplishments and future projected efforts, directly related to the proposed candidate(s).**

125
126 b. Subfactor 1.2 – Technical Approach

127
128 The Government will evaluate the Offeror's proposed technical approach (planned or executed)
129 to achieve FDA Approval. The components of evaluation include:

130
131 **Regulatory:**

132 Submission of an IND, NDA/BLA, and other FDA regulatory documents, including FDA
133 communication. This includes facility compliancy with cGMP, GLP, GCP regulations for all
134 studies and manufacturing. Evidence of having a fully functional automated information system
135 (AIS) and its compliance with FDA and ICH guidance in the use of the AIS or the Offeror's
136 proposed description of obtaining an AIS within five months of contract award for the intent of
137 submitting an electronic common technical document (eCTD) including compliance with
138 applicable FDA and ICH guidance as described at the FDA website
139 (<http://www.fda.gov/cder/regulatory/ersr/ectd.htm>).

140
141 **Non-Clinical:**

142 Execution of appropriate nonclinical acute toxicology studies, analytical assays for formulated
143 product characterization, ICH-compliant stability testing, and efficacy and stability testing in
144 accordance with Good Laboratory Practices (GLP) regulations and guidelines necessary to
145 support an IND and NDA/BLA submission.
146

147 **Clinical:**

148 Execution of a Phase 1 dose escalation, safety, and pharmacokinetics (PK) clinical studies in
149 relevant human subject populations in accordance with FDA Good Clinical Practices (GCP) and
150 conduct a Phase 2 expanded safety clinical study in a relevant human subject population in
151 accordance with GCP.
152

153 **Manufacturing:**

154 Conduct of small-scale process development and qualification efforts to achieve a small-scale
155 manufacturing process for a high purity nerve agent prophylactic in accordance with
156 cGMP. Manufacture of a nerve agent prophylactic suitable for nonclinical toxicology studies and
157 clinical trials. Refine and select a final product formulation suitable for administration in humans
158 and a delivery system suitable for military use. Performance of International Conference on
159 Harmonisation (ICH)-compliant stability testing on product used in clinical trial. Development of
160 scale-up manufacturing processes and conduct of manufacturing qualification and validation to
161 achieve cGMP-compliant manufacturing processes. Manufacture of a cGMP product suitable for
162 expanded nonclinical safety studies, definitive animal efficacy studies, and Phase 2 clinical trials.
163 If applicable, conduct of an acute bioequivalence study.
164

165 **Quality Assurance and Quality Control (QA/QC):**

166 The extent to which QA/QC is integrated into the work plan and facilities/manufacturing
167 equipment for all clinical and non-clinical studies and manufacturing efforts.
168

169 **STANDARD: The Offeror's proposed processes are complete, executable and relevant to**
170 **the contract requirements providing the Government an understanding of their ability to**
171 **effectively manage events and activities in advancing the proposed candidate through FDA**
172 **Approval.**
173

174 c. Subfactor 1.3 – Program Management. The Government will evaluate the Offerors' program
175 management capabilities for quality, relevancy, completeness, and robustness of the proposed
176 approach and plan for accomplishing the requirements of the SOO. This will specifically include
177 the steps to best manage each task and detailed explanations of the methods employed.
178

179 The Government's evaluation will include analysis of whether the proposed SOW
180 captures the requirements in the SOO in sufficient detail to demonstrate that all tasks will be
181 executed in full compliance with all relevant statutes and regulations for the effort being executed.
182

183 The Government will evaluate whether the CWBS is described to a depth and breadth
184 necessary to accurately describe the Offeror's proposed effort and sufficiently correlates with the
185 SOW and Contract Line Item Numbers (CLINs). The Government's evaluation will include
186 analysis of whether the Offeror extended the CWBS elements to define the complete contract
187 scope.
188

189 The Government will evaluate the draft IMP to ensure it is described in sufficient detail,
190 including the management and integration of various aspects of the advanced development efforts
191 and manufacturing, the available resources, the assessment of associated risks, the approach to
effective and efficient communication between the Government and the Offeror, the approach to

192 managing and interfacing with key Subcontractors/Consultants and other Government agencies if
193 necessary, and the extraordinary management relationships or techniques. The high level
194 Regulatory Strategy through FDA approval included in the IMP will be assessed to determine the
195 Offeror's understanding of the FDA approval pathway using the Animal Rule.

196
197 The Government's evaluation will include analysis of the critical path, major milestones,
198 tasks/activities, duration, lead/lag/slack time, schedule relationships, and proposed delivery date
199 of a prophylactic nerve agent countermeasure having completed a FDA approval to assess if these
200 IMS components are reasonable, realistic, and complete. The Government's evaluation will
201 include analysis of whether the IMS is directly traceable to the SOW, CLINs and the CWBS.
202 The Government will evaluate whether the tasks/activities in the IMS link together showing
203 predecessor/successor relationships and are sufficient to account for the entire program/project
204 under contract. The Government's evaluation will include analysis of whether the technical
205 approach and risk management plan are reflected in the IMS.

206
207 The Government will evaluate the Offerors' Earned Value Management System (EVMS),
208 which allows the appropriate Government oversight and predictive analysis of all prime and
209 subcontractor schedule efforts and costs. The Government's evaluation of the Offerors' EVMS
210 will be measured against the American National Standards Institute (ANSI)/Electronic Industries
211 Alliance (EIA) standard 748 as well as DFARS 252.242-7001 and DFARS 252.242-7002
212 (http://farsite.hill.af.mil/reghtml/regs/far2afmcfars/fardfars/dfars/dfars252_237.htm#P720_44177)
213 . Evaluation will consider the Offeror's approach to conducting the Integrated Baseline Review
214 post contract award.

215
216 The Government will evaluate the Offeror's proposed Risk Management System
217 including the Risk Management Plan, Risk Mitigation Strategies, and Risk Tracking System. The
218 Government will evaluate the proposed system's ability to comply with all terms and conditions.
219 The Government's evaluation will include analysis of the proposed identified risks and the
220 process for implementing proactive risk management in an integrated and timely manner as part
221 of the overall management effort. Evaluation will also include analysis of the proposed tools to
222 enable integrated methodologies for the risk management process and for risk assessment.

223
224 The Government's evaluation will include analysis of whether the proposed management
225 approach is described in sufficient detail, including managing and integrating various aspects of
226 the proposed effort according to milestones, decision points and related processes so that the
227 Government may assess associated risks; approach to managing and interfacing with other
228 Government agencies (i.e., the FDA); approach to providing the technology unencumbered by
229 any intellectual property protection; and extraordinary management relationship or techniques.

230
231 The Government will evaluate the Offeror's approach to managing
232 subcontractors/consultants. Specifically, the Offeror should discuss its techniques for
233 communicating with its subcontractors/consultants and its plan for ensuring that performance is at
234 the level required to ensure timely and effective contract execution.

235
236 The Government will evaluate the proposed Offeror's ability to obtain, in a reasonable
237 time frame, and sustain a Secret level DoD facility.

238
239 The Government's evaluation will include analysis of the Curriculum Vitae and
240 bibliographic data of the Program Manager and other Key Personnel such as Directors (or
241 equivalent) of Regulatory Affairs, QA/QC, Process Development, Risk Management and

242 Manufacturing for relevant/appropriate experience and training to ensure successful contract
243 performance. Curriculum Vitae and bibliographic data for Consultants and Subcontractor Key
244 Personnel will also be evaluated. The Government's evaluation will include analysis whether of
245 the proposed labor hours and categories are sufficient to successfully to perform the SOW and the
246 plan for addressing vacancies within Key Personnel.

247
248 The Government will evaluate the Offeror's (and key sub-contractor's) Quality
249 Management Plan (QMP) for quality standards in facilities, equipment, methods, practices,
250 records, controls, documentation supporting implemented, comprehensive GLP, cGMP, and GCP
251 compliant systems, comprehensive and adequately staffed Quality Assurance Unit, established
252 quality agreements with subcontractors/consultants, and the approach to technology transfers of
253 processes, animal models and assays. Evaluation will include an analysis of whether the
254 approach to QA/QC is integrated into the work plan. The Government reserves the right to
255 conduct a quality audit to fully evaluate this Subfactor.

256
257 **STANDARD: The Offeror's recent and relevant experience, and past performance will be**
258 **evaluated as a measure of the Government's confidence in the likelihood of the Offeror to**
259 **successfully perform this contract based on previous and current contractual efforts of similar**
260 **nature and complexity relevant to this program.**

261
262 FACTOR II – PAST PERFORMANCE The Government's evaluation will include an analysis of
263 the Offeror's description of relevant on-going and previous (preceding three years only)
264 Government contracts. This evaluation will include analysis of the Offeror's detailed discussion
265 of corporate relevant experience developing CBRN medical countermeasures using the Animal
266 Rule. Analysis will consider:

- 267 a) History of FDA communications, to include timing and content, for biologics or other
268 related products
269 b) Experience managing clinical trials, including large safety trials
270 c) Experience developing and validating drug or biologic manufacturing processes
271 d) Experience developing products using the Animal Rule

272
273 If the Offeror has limited government contract experience, the Government will evaluate the
274 Offeror's description of similar contracts with commercial entities, local and/or state
275 governments.

276 The Government will also evaluate the Offeror's Past Performance Questionnaire(s) submitted to
277 the Government by the Offeror's Reference(s). The Offeror is responsible for ensuring
278 Reference(s) Questionnaire submission(s) are received within the stated timeline. Failure to
279 receive these data from References shall result in a reduced past performance evaluation.

280
281 FACTOR III – COST

282 The Government will evaluate the estimated cost and incentive fee proposed by the
283 Offeror for performing all requirements outlined in this RFP. Evaluation will include analysis of
284 the proposed cost and incentive fee(s), together with the supporting cost information. The
285 Offeror's cost rationale for building the Basis of Estimate will be evaluated for excellent
286 business judgment and protecting the taxpayers' investment. The Government will be the sole
287 judge of validity/appropriateness of these determinations.

288
289 The Offeror's cost proposal will be evaluated, using one or more of the techniques
290 defined in FAR 15.404, in order to determine if it is reasonable and realistic. For a cost to be
291 reasonable, it must represent a cost to the Government that a prudent person would pay in the

292 conduct of competitive business. Normally, cost reasonableness is established through cost and
293 cost analysis techniques as described in FAR 15.404.
294

295 When adequate cost competition exists (see FAR 15.403-1(c)(1)), generally no additional
296 information is necessary to determine the reasonableness of cost. However, if there are unusual
297 circumstances where it is concluded that additional information is necessary to determine the
298 reasonableness of cost, the contracting officer shall, to the maximum extent practicable, obtain
299 the additional information from sources other than the Offeror. In addition, the contracting
300 officer may request information to determine the cost realism of competing offers or to evaluate
301 competing approaches.
302

303 The Government will evaluate whether the proposed Costs are realistic for the work to be
304 performed; reflect a clear understanding of the requirements; and are consistent with the various
305 elements of the Offeror's schedule proposal that correlate with SOO, SOW, CWBS, IMS and
306 CLINs when applicable.
307

308 The proposal should clearly and thoroughly document the cost information supporting the
309 proposed Cost Model in sufficient detail and depth.
310

311 FACTOR IV – SMALL BUSINESS PARTICIPATION PLAN The Government will evaluate the
312 extent to which the Offeror identifies and commits to utilizing, SBs, VOSBs, SDVOSBs,
313 HUBZone SBs, SDBs, WOSBs and HBCUs/MIs in the performance of the contract; such
314 utilization may be as the prime contractor or a subcontractor, or as a member of a joint venture or
315 teaming arrangement. The Government will also evaluate the extent of the Offeror's past
316 compliance with FAR 52.219-8, Utilization of Small Business Concerns, and FAR 52.219-9, and
317 Small Business (SB) Subcontracting Plan. Evaluation will consider the following:
318

- 319 a. The extent to which the proposal specifically identifies SBs, VOSBs, SDVOSBs,
320 HUBZone SBs, SDBs, WOSBs and MI/HBCUs, identifying specific components to be
321 produced by them;
322
- 323 b. The extent of participation of such Small Business Concerns in terms of the value of the
324 total contract amount; and
325
- 326 c. An assessment of the risk, based upon past performance, of the Offeror actually
327 achieving the involvement of Small Business Concerns as proposed. Such assessment
328 will include:
 - 329
 - 330 • For all Offerors, an evaluation of performance over the past three calendar years in
331 complying with the requirements of FAR 52.219-8, Utilization of Small Business
332 Concerns;
333
 - 334 • For Offeror's who are large businesses as defined by the North American Industry
335 Classification System (NAICS) Code applicable to this solicitation, an additional
336 evaluation of past performance over the last three calendar years in complying with
337 the requirements of FAR 52.219-9, Small Business Subcontracting Plan. Where a
338 large business has not held a contract that included 52.219-9, its prior performance
339 will be evaluated against 52.219-8 only.
340

- 341 d. The extent of substantive evidence indicating the level of past compliance with the
342 requirements of FAR 52.219-8 and FAR 52.219-9. This includes signed copies of the
343 teaming arrangements.
344

345 **STANDARD: The Offeror proposes a small business participation goal of at least 35%. Of**
346 **that 35% goal, 5% must be attributed to contributions from Small Disadvantaged Businesses, 5%**
347 **must be attributed to Women-Owned Businesses, 3% must be attributed to HUBZone, 3%**
348 **attributed to Veteran Owned, 3% shall be attributed to Service-Disabled Veteran Owned**
349 **Businesses, and 1% attributed to MI/HBCUs. The Offeror describes an approach for achieving its**
350 **proposed small business participation and subcontracting goals. The approach describes the**
351 **nature of the work relative to the proposed SOW that small firms are anticipated to perform.**
352

353 **Evaluation Approach**

354
355 All proposals shall be evaluated by a team of Government employees. Offerors are advised that
356 the commercial firm identified below will assist the Government in the evaluation process. The use
357 of contractors to assist in the evaluation will be strictly controlled. This firm will be authorized
358 access to only those portions of the proposal data and discussions that are necessary to enable them
359 to perform their respective duties
360

361 The Government will evaluate proposals to determine compliance with all requirements of the
362 solicitation, including any attachments and exhibits. It will also evaluate proposals for unique,
363 creative and innovative methods, processes, and/or solutions that are beneficial to the Government
364 and demonstrate responsiveness to customer needs. The Government will evaluate each proposal
365 response strictly in accordance with its content. The Government will caution Offerors that in order
366 for proposals to be eligible for award, the proposals shall be in compliance with the terms and
367 conditions set forth in the RFP. The Government will not evaluate multiple proposal submissions
368 from the same Offeror.
369

370 Each proposal will be evaluated in accordance with the evaluation criteria set forth above. In
371 order to be eligible for award, an Offeror must be assessed a rating of GOOD or better under the
372 Technical and Management Factors, a LOW Performance Risk rating, and a rating of GOOD or
373 better under the Small Business Participation Plan Factor. The Offeror's cost must also be found to
374 be reasonable and realistic. Any rating of unacceptable at the subfactor level may render the entire
375 factor unacceptable.
376

377 The Government intends to evaluate proposals and award a contract without discussions with
378 Offerors (except clarifications as described in FAR 15.306(a)). However, the Government reserves
379 the right to conduct discussions and request proposal revisions if the Contracting Officer later
380 determines them to be necessary. If a competitive range is established, the Government may limit
381 the number of proposals to the greatest number that will permit an efficient competition amongst
382 the most highly rated proposals.
383

384 **EVALUATION RATINGS**

385

386 **Non-Cost Proposal Evaluation Ratings:**

387

388 **a. Technical.**

389

Technical Ratings		
Color	Rating	Description
Blue	Excellent	The proposal meets and/or exceeds all contractual requirements. The Offeror demonstrates superior understanding of or insight into the requirements. The proposal has no deficiencies for which corrective action is required. The risk of unsuccessful performance is very low as the proposal provides valid solutions and strengths. Overall, the proposal is above average to outstanding.
Green	Good	The proposal meets all contractual requirements and contains minor deficiencies; however, these deficiencies can be readily corrected and are not offset by weaknesses. Corrective or mitigating actions have been proposed for most, but not all, potential problems or risks. The risk of unsuccessful performance is low to moderate in meeting the Government's requirements. The proposal is adequate to good.
Yellow	Marginal	The proposal does not meet one or more contractual requirements and/or there are minor deficiencies that when combined, have significant potential to impact contract execution and performance. The proposal reflects a serious problem for which the contractor has either not identified corrective actions or proposed marginally effective actions which cannot be fully implemented. The proposal is barely adequate but demonstrates a marginal understanding of the requirements. The risk of unsuccessful performance is high in meeting the Government's requirements. Overall the proposal quality is somewhat below average.
Red	Unacceptable	The proposal does not meet most contractual requirements. The proposal has a major problem(s) for which corrective actions would be ineffective. Proposal reflects an insufficient understanding of the requirements and/or fails to demonstrate Contractor capability for meeting the requirements. The risk of unsuccessful performance is high since the proposal's strengths are far outweighed by its weaknesses. Overall, the proposal quality is poor.

390 1. DEFICIENCY. A material failure of a proposal to meet a Government requirement or
 391 a combination of significant weaknesses in a proposal that increases the risk of unsuccessful
 392 contract performance to an unacceptable level.

393
 394 2. STRENGTH. Any aspect of a proposal when judged against a stated evaluation
 395 criterion enhances the merit of the proposal or increases the probability of successful performance
 396 of the contract.

397
 398 3. SIGNIFICANT STRENGTH. A significant strength appreciably enhances the merit of
 399 a proposal or appreciably increases the probability of successful contract performance.

400
 401 4. WEAKNESS. A flaw in the proposal that increases the risk of unsuccessful contract
 402 performance.

403
 404 5. SIGNIFICANT WEAKNESS. A flaw that appreciably increases the risk of
 405 unsuccessful contract performance.

406
 407 **b. Past Performance Evaluation Ratings:**

408
 409 The following Past Performance relevancy rating definitions will be utilized in the evaluation of the
 410 Past Performance Factor, then a Past Performance confidence rating will be applied for the factor:
 411

Past Performance Relevancy Ratings		
Color	Rating	Definition
Green	Relevant	Present/past performance effort involved similar scope and magnitude of effort and complexities this solicitation requires.
Red	Not Relevant	Present/past performance effort involved little or none of the scope and magnitude of effort and complexities this solicitation requires.

Past Performance Confidence Assessments		
Color	Rating	Description
Blue	Substantial Confidence	Based on the offeror's recent/relevant performance record, the Government has a high expectation that the offeror will successfully perform the required effort.
Purple	Satisfactory Confidence	Based on the offeror's recent/relevant performance record, the Government has a reasonable expectation that the offeror will successfully perform the required effort.
Yellow	Limited Confidence	Based on the offeror's recent/relevant performance record, the Government has a low expectation that the offeror will successfully perform the required effort.
Red	No Confidence	Based on the offeror's recent/relevant performance record, the Government has no expectation that the offeror will successfully perform the required effort.

412

413 **c. Small Business Participation Plan Ratings:**

414

415 The Government will use the following adjectival rating definitions in the evaluation of the Small
416 Business Participation Plan Factor.

417

Small Business Participation Plan Ratings		
Color	Rating	Description
Blue	Outstanding	Proposal meets requirements and indicates an exceptional approach and understanding of the requirements. Strengths far outweigh any weaknesses. Risk of unsuccessful performance is very low.
Purple	Good	Proposal meets requirements and indicates a thorough approach and understanding of the requirements. Proposal contains strengths which outweigh any weaknesses. Risk of unsuccessful performance is low.
Green	Acceptable	Proposal meets requirements and indicates an adequate approach and understanding of the requirements. Strengths and weaknesses are offsetting or will have little or no impact on contract performance. Risk of unsuccessful performance is no worse than moderate.
Yellow	Marginal	Proposal does not clearly meet requirements and has not demonstrated an adequate approach and understanding of the requirements. The proposal has one or more weaknesses which are not offset by strengths. Risk of unsuccessful performance is high.
Red	Unacceptable	Proposal does not meet requirements and contains one or more deficiencies. Proposal is unawardable.

418

419 6. **DEFICIENCY.** A material failure of a proposal to meet a Government requirement or a
420 combination of significant weaknesses in a proposal that increases the risk of unsuccessful contract
421 performance to an unacceptable level. Examples of deficiencies include a statement by the Offeror
422 that it cannot or will not meet a requirement, an approach that clearly does not meet a requirement,
423 or omission of data required to assess compliance with the requirement.

424

425 7. **STRENGTH.** An aspect of a proposal that, when judged against a stated evaluation criterion,
426 enhances the merit of the proposal or increases the probability of successful performance of the
427 contract. A “significant strength” appreciably enhances the merit of a proposal or appreciably
428 increases the probability of successful contract performance.

429

430 8. **WEAKNESS.** A flaw in the proposal that increases the risk of unsuccessful contract
431 performance. A “significant weakness” in the proposal is a flaw that appreciably increases the risk
432 of unsuccessful contract performance.

433

434 9. **UNCERTAINTY.** Any aspect of the proposal for which the intent of the Offeror is unclear
435 because there may be more than one way to interpret the offer or because inconsistencies in the

436 offer indicate that there may be an error, omission or mistake. Examples include a mistake in
437 calculation or measurement and contradictory statements.

438
439 Rating Structure: The non-cost factors will be evaluated and rated based upon the general and
440 specific instructions contained herein. The Cost Factor will not have an adjectival rating assigned.

DRAFT