

## Frequently Asked Questions

### *Pertaining to RFTP and IFB Number 16-6049*

1. On RFTP page 5, paragraph C.3, the Government states, "Provide a plan (first five pages) for compliance with Environmental & safety procedures required by appropriate EPA and OSHA standards, describe how you intend to obtain any necessary licenses and permits and address how you intend to comply with the environmental requirements identified in Article Fifteen." Does the parenthetical "(first five pages)" mean that the Government only desires to see the first five pages of the bidder's applicable procedures? In other words, is it the Government's intent to limit bidders' responses to the Environmental & Safety procedures to five pages?

**We have amended the RFTP to remove the parenthetical "(first five pages)."**

2. On RFTP page 7, paragraph D.3, the Government states, "The balance of the technical proposal will not be incorporated into the contract." This is a departure from the Government's previous position with respect to technical proposals. Why is the Government not holding bidder's to their technical proposals by incorporating them in their entirety into the contract?

**The Key Personnel designations in the successful bidder's technical proposal shall be incorporated into any contract awarded in response to this IFB. In all other respects, the provisions of this IFB shall govern the contract contemplated hereby without regard to assumptions, plans, forecasts, conditions or any other matters set forth in any prospective bidder's technical proposal submitted in Step One.**

3. On RFTP page 7, paragraph D.5, the Government states, "You do not need to include any hypothetical Bid Price in your [financial] plan." What is the purpose of a financial plan given that the payment to the Government is primarily a percentage of gross proceeds?

**The Government wants to ensure any prospective buyer understands the financial obligation of the contract.**

**The technical proposal is the primary basis for the evaluation of: (a) the degree to which the bidder's claims of performance capacity are supported, and (b) the ability of the bidder to perform in accordance with the requirements. [...] The technical proposal shall be sufficiently detailed, specific and complete as to enable Government personnel to make a thorough evaluation of the proposal and a sound determination that the bidder will have a reasonable likelihood of meeting the requirements and objectives of the Government.**

4. In section 6 on page 6 of the RFTP under Internal Controls it states "include provisions for managing and approving negotiated sales (or "private treaty sales"). This conflicts with the IFB which states under Article 8, Section 1 that all sales must be made by auction to a third party. Please confirm the use of auctions to third parties is the requirement.

**The requirements you are stating are contained within Article 5, Section 2 of the IFB.**

**The final version of the IFB will include additional sales methods.**

5. Will the Government request a demonstration of the Contractor's web accessible application required under Article Eleven, Section 2 to demonstrate the offeror's ability to comply with the requirements of the RFTP?

**No.**

6. On RFTP page 7, paragraph D.5, the Government states, "Provide financial projections that demonstrate an understanding of the scope of the work and the financial requirements of the contract." Does this mean you want us to present all of our operating costs to meet the requirements outlined in the IFB to run the contract, such as our costs and plan for staffing all government facility scrap yards, equipment acquisition and operating costs, destructive scrapping expenses, licensing and permitting costs, web contract application development costs, sales and marketing costs, finance, accounting and back office costs, etc?

**Per the RFTP Page 7, Section 6, "your demonstration should show that the prospective Contractor has reasonably sufficient financial capacity to meet financial requirements and contingencies associated with performing the contract. Provide as much financial information as is necessary to support your demonstration of financial capacity and to assist DLA in its evaluation."**

7. In certain instances we may elect to utilize the services of our partners. Those services may range from short hauling scrap to processing property that we believe we can mill to increase the value for the DLA and us. While many of those contractors are identified, many have not been. Are we allowed to reference "our partners" or must we be explicit in identifying who they are at this time? It is important to note that we will find it difficult to identify these groups at this time if required to do so.

**If the contractors are identified they should be listed. If they have yet to be identified, the reference to "our partners" will be acceptable.**

8. How should we handle references to our marketplaces in the response? We understand that we are not to include reference to [our company name] in the text, but in many places where we include images our webpages, are we meant to remove or block out [our] logos?

**Per Page 3 of the RFTP: "The company name of the bidder shall appear only at the top of the first page and nowhere else in the proposal except in appendices."**