

**SP8000-20-R-BAA2  
NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY  
MATERIAL TEST (IMT)**



**Broad Agency Announcement  
National Defense Stockpile Industry Material Testing  
DLA STRATEGIC MATERIALS**

**SP8000-20-R-BAA2**

**Amendment 0001**

**SP8000-20-R-BAA2  
NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY  
MATERIAL TEST (IMT)**

*Table of Contents*

<b>1. BACKGROUND .....</b>	<b>3</b>
<b>2. AREAS OF INTEREST .....</b>	<b>5</b>
<b>3. CORRESPONDENCE.....</b>	<b>7</b>
<b>4. DUE DATES .....</b>	<b>7</b>
<b>5. QUAD CHART SUBMISSION INFORMATION .....</b>	<b>7</b>
<b>6. GENERAL WHITE PAPER INSTRUCTIONS.....</b>	<b>8</b>
<b>7. EVALUATION AND DISPOSITION OF WHITE PAPERS .....</b>	<b>10</b>
<b>8. SMALL BUSINESS / SMALL DISADVANTAGED BUSINESS SUBCONTRACTING PLAN.....</b>	<b>10</b>
<b>9. TECHNICAL AND COST PROPOSALS .....</b>	<b>10</b>
<b>10. PROPOSAL FORMAT (FOR FULL TECHNICAL AND COST PROPOSALS).....</b>	<b>10</b>
<b>11. EVALUATION FACTORS .....</b>	<b>15</b>
<b>12. EVALUATION RATINGS .....</b>	<b>16</b>
<b>13. OTHER PERTINENT INFORMATION .....</b>	<b>17</b>
<b>EXHIBIT A: SAMPLE FORMAT OF PERFORMANCE WORK STATEMENT .....</b>	<b>19</b>
<b>EXHIBIT B: PAST PERFORMANCE REFERENCES .....</b>	<b>21</b>

**SP8000-20-R-BAA2  
NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY  
MATERIAL TEST (IMT)**

BROAD AGENCY ANNOUNCEMENT (BAA)  
FOR DEFENSE LOGISTICS AGENCY (DLA) STRATEGIC MATERIALS  
NDS INDUSTRIAL MATERIAL TESTING

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**SP8000-20-R-BAA2 (Amendment 0001)**

**Notice Type:** Broad Agency Announcement (BAA) Fiscal Year FY2019 to FY2021 Industry Material Testing (IMT). This notice constitutes a solicitation for SP8000-20-R-BAA2. The Government may not pay the full-proposed cost or the Government may pay a percentage of the proposed cost for any future acquisitions under Broad Agency Announcement, Industry Materials Testing (IMT). This BAA remains open during the period beginning on the date it was originally posted on the Federal Business Opportunities website (<https://www.fbo.gov>) from 15 November 2019 to September 30, 2021.

## **1. BACKGROUND**

As administrator of the National Defense Stockpile (NDS) and on behalf of the President of the United States, DLA Strategic Materials is charged with acquiring and retaining stocks of strategic and critical materials. Additionally, DLA Strategic Materials is charged with encouraging the conservation and development of domestic sources of such materials, to decrease and preclude a dangerous and costly dependence by the United States upon unreliable foreign sources or a single point of failure for supplies of such materials during a National Emergency.

As part of our efforts to encourage conservation and development of domestic sources of strategic and critical materials, DLA Strategic Materials sponsors industry materials tests, pursuant to section 98g of title 50, United States Code (U.S.C.). DLA Strategic Materials intends to expand this work, pursuant to 50 U.S.C. 98h-6(a)(3), to qualify existing domestic facilities and domestically-produced strategic and critical materials to meet defense and essential civilian requirements when existing domestic sources of supply are insufficient or vulnerable to a single point of failure.

The BAA IMT program is developed by DLA Strategic Materials to encourage and enhance domestic production of strategic and critical materials, including startup and small businesses, by identifying, testing and certifying materials produced from U.S. domestic or foreign organizations for the National Defense Stockpile (NDS), and linking the Department of Defense (DoD) manufacturers to new potential material suppliers.

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

This BAA is to identify, test, and certify domestically produced strategic and critical materials from reliable sources to substitute for materials produced by foreign sources or sole source producers. The intent of testing and certification of IMT is to help producers of critical and strategic materials find investors and/or users to promote their domestic production. Interested firms are encouraged to determine if they have a material listed in the “Areas of Interest” of this BAA. Submission of other strategic and critical materials is also encouraged if the materials are considered to be of interest to Department of Defense (DoD) programs of record.

The sample sent for testing can be in various types and forms, including gas, liquid or solid. The solid sample can be as powder, pellet, ingot or chunk, etc. The liquid sample can be in aqueous or organic phase, slurry, etc. The test specification and methodology can be based on the NDS’ requirements, industrial standards or producer’s preferences. The test results can be physical, chemical, structural, electrical, optical, such as particle size, surface area, density, viscosity, porosity, permeability, hardness, heat/electrical conductivity, thermal stability, magnetic strength, radioactivity, chemical composition, surface characteristics, morphology, optical index, etc.

Tests can be arranged, managed and monitored by the Government or by Offerors. The Government will pay the full costs of tests arranged and managed by the Government or by Offerors.

The properties of the results from the tests will fully and solely belong to the Offeror, with the Government keeping a copy as a record. The Government will ensure the full protection of the producer’s intellectual properties (IP) of the material and production technology/process. The Government will not share the material and production technology/process with any outside Government organizations or persons without the producer’s request and permission in advance.

DLA Strategic Materials strongly encourages respondents to identify the U.S. Government customer organizations (e.g., Program Executive Officer, acquisition program office) cognizant of the issues or challenges associated with a given strategic and critical material or its production process. This should be an organization / agency that has the technical or programmatic expertise for assessing the value of the strategic and critical material and its production process to potential DoD customers. DLA Strategic Materials further encourages respondents to provide information related to contracts (e.g., contract number, current / pending DoD or other contracts) and Programs of Record (including points of contact) related to a respondent’s proposal.

DLA Strategic Materials’ need for this BAA stems from the rapidly expanding requirement to stabilize and restore strategic and critical materials supply chains compromised by diminishing manufacturing sources and material shortages (DMSMS). In many cases, DMSMS constraints are self-imposed by the defense acquisition process; namely, drop-in replacement, substitute, or qualitatively better strategic and critical materials are available, but DoD cannot accept these materials because DoD has not qualified such materials for use in defense systems. Qualification of substitute strategic and critical materials represents a substantial cost-avoidance to DLA Strategic Materials, reduces dependence upon unreliable foreign sources, and improves the overall health and competitiveness of the defense industrial base.

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

This BAA is issued under the provisions of Parts 35.016 and 6.102(d) (2) (i) and (ii) of the Federal Acquisition Regulation (FAR), which provides for the competitive selection of proposals submitted in response to this announcement. Accordingly, proposals selected for award are considered to be the result of full and open competition and fully compliant with Public Law 98-369, entitled “The Competition in Contracting Act of 1984.”

This BAA is an expression of interest only and does not commit the Government to make an award or pay proposal preparation costs generated in response to this announcement. The cost of proposal preparation for response to a BAA is not considered an allowable direct charge to any resultant contract or any other contract.

No contract award will be made unless funds are available. If the Government issues a contract award, the Government will issue a contract on a Firm Fixed Price, Cost Reimbursement, or hybrid (a combination of firm fixed price and cost reimbursement line items) basis. Prospective Offerors are reminded that only a duly warranted Contracting Officer may obligate the Government to an agreement involving expenditure of Government funds. Only the information provided in this notice is available. No formal solicitation will be issued. No award is expected to have a period of performance greater than a twelve-month base period and two one-year options periods for a total of three years, with a not to exceed value of \$250,000 per contract. The Government may not pay the full proposed cost or the Government may pay a percentage of the proposed cost for any future acquisitions under an Broad Agency Announcement.

## **2. AREAS OF INTEREST**

Strategic and critical materials classes of interest for qualification research under this BAA are the following:

(1) Energetic Materials:

- (a) Materials and production processes that increase the range, lethality, or safety of propellants, pyrotechnics, explosives, and initiating compositions used in ammunition<sup>1</sup>
- (b) Materials and production processes that decrease the weight of ammunition
- (c) Materials and production processes that eliminate or decrease the use of hazardous materials in ammunition
- (d) Material and production process substitutes and / or drop-in replacements to relieve a single point of failure in a supply chain, dependence upon unreliable foreign sources of supply, or replacement of a legacy / obsolete material

(2) Energy and Power Materials:

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<sup>1</sup> For the purpose of this BAA, “ammunition” is defined as (1) small arms, mortar, automatic cannon, artillery, and ship gun ammunition; (2) bombs; (3) unguided rockets, projectiles, and submunitions; (4) chemical ammunition as permitted by the Organization for the Prohibition of Chemical Weapons Convention; (5) land mines; (6) demolition material; (7) grenades; (8) flares and pyrotechnics; (9) guided projectiles, rockets, missiles, and submunitions; (10) naval mines, torpedoes, and depth charges; (11) cartridge and propellant-actuated devices; (12) chaff and chaff dispensers; (13) guidance kits for bombs and other ammunition; (14)

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

swimmer weapons; (15) explosive ordnance disposal tools; and (16) related ammunition containers and packaging materials.

- (a) Materials that increase the energy density or safety of batteries in weapon systems, National Security Space systems, or commercial items incorporated into components utilized by a DoD program of record
  - (b) Material and production process substitutes and / or drop-in replacements to relieve a single point of failure in a supply chain, dependence upon unreliable foreign sources of supply, or replacement of a legacy / obsolete material
- (3) Aeronautical and Astronautical Materials:
- (a) Metals, alloys, fibers, composites, or processes (e.g., heat treat) for such materials that would allow for new material systems to be used existing aerospace applications
  - (b) Materials and production processes (e.g., additive manufacturing) that achieve current design requirements with a reduction in production steps or lead time
  - (c) Materials with that combine thermal or solar conductivity with improved impact protection, transparency, or ultra-violet protection
  - (d) Material and production process substitutes and / or drop-in replacements to relieve a single point of failure in a supply chain, dependence upon unreliable foreign sources of supply, or replacement of a legacy / obsolete material
- (4) Armor Materials:
- (a) Materials, including textiles, that decrease the weight of armor systems with like or improved ballistic performance
  - (b) Materials, including textiles, that combine ballistic protection with other forms of defense (e.g., chemical, biological, radiological, nuclear)
  - (c) Material and production process substitutes and / or drop-in replacements to relieve a single point of failure in a supply chain, dependence upon unreliable foreign sources of supply, or replacement of a legacy / obsolete material
- (5) Stable Isotopes:
- (a) Materials and production processes that increase the safety or efficiency of nuclear reactor coolant and waste storage systems
  - (b) Material and production process substitutes and / or drop-in replacements to relieve a single point of failure in a supply chain, dependence upon unreliable foreign sources of supply, or replacement of a legacy / obsolete material
- (6) Paints, Coatings, and Surface Treatments

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

- (a) Materials that improve corrosion resistance or provide like corrosion resistance with a decrease in weight, coating thickness, surface treatments, or use of hazardous materials
- (b) Materials with combined protection capabilities (e.g., ultra-violet, chemical, electromagnetic) to reduce the weight or thickness of coatings or reduce the number of required coatings
- (c) Material and production process substitutes and / or drop-in replacements to relieve a single point of failure in a supply chain, dependence upon unreliable foreign sources of supply, or replacement of a legacy / obsolete material

### **3. CORRESPONDENCE**

All correspondence and questions on this BAA, including requests for information on how to submit a quad chart, white paper or proposal as well as submission of the same should be directed to [DCSO-FRC-F2@dla.mil](mailto:DCSO-FRC-F2@dla.mil). Please reference BAA number SP8000-20-R-BAA2 in all correspondence and communications.

### **4. DUE DATES**

This BAA remains from December 16, 2019 to September 30, 2021. White papers may be submitted from the date of opening through March 30, 2021, and will be reviewed and evaluated as received. White papers submitted after March 30, 2021 are “late” and will not be considered. After review of white papers, DLA Strategic Materials may request parties to submit proposals. All evaluations of white papers or proposals shall cease July 30, 2021. Any accepted white papers and/or proposals not awarded by the BAA end date of September 30, 2021 must be resubmitted by the Contractor under the newly issued BAA for evaluation and possible award. Each proposal request will include the date the proposal is due.

### **5. QUAD CHART SUBMISSION INFORMATION**

Offerors shall submit an unclassified Quad Chart, in Microsoft PowerPoint format and landscape orientation, to DLA Strategic Materials electronically to [DCSO-FRC-F2@dla.mil](mailto:DCSO-FRC-F2@dla.mil) **Attachment A – Quad Chart Template is attached to this BAA for your reference.** The Quad Chart should be formatted as stated and include the following information:

- **Heading** (Times New Roman 24pt Bold)
  - Title of Project
  - Company
  - BAA Requirement Number
- **Upper Left Quadrant:**
  - Picture or graphic illustrating proposed materials to be tested

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

- **Lower Left Quadrant** (Times New Roman 12pt Normal):
  - Material name, molecular formula
  - Material physical and chemical appurtenances, such as solid, liquid, gas, fine particle,
  - The sample quantity that will be submitted for test
  - The package of the sample materials, such as in a plastic bag, under pressure (at such Psi), vacuum
  - Hazardous and toxic information, such as flammable, explosive, acid etc.
  
- **Upper Right Quadrant** (Times New Roman 12pt Normal):
  - Where the raw material source(s) is located, such as Nevada, USA
  - How the material will transition to existing military systems or programs
  - Technology / Manufacturing Readiness Level for the material production, such as laboratory scale, proto type, full production etc. (current level and anticipated level at project completion)
  
- **Lower Right Quadrant:** (Times New Roman 12pt Normal):
  - Estimated cost if the test is arranged, managed and monitored by the offeror
  - Major test specification suggested, such as chemical composition, purity, particle size, etc.
  - Major test methods suggested, such as, ICP-MS, FTIR, GC-MS etc.
  - Material stability, such as sensitive to light, UV, moisture, oxygen etc.

DLA Strategic Materials intends to utilize the Quad Chart for the purposes of efficiently describing the scope of an Offeror's proposal. The Quad Chart shall not be used for the purposes of evaluating a proposal; however, ***Offerors that do not submit a Quad Chart will not be eligible for award.***

**Virus Check:** Perform a virus check before uploading the Quad Chart. If a virus is detected, DLA Strategic Materials will reject the file, and the Offeror's proposal will be ineligible for award.

**Security:** Do not lock or encrypt Quad Chart files.

## **6. GENERAL WHITE PAPER INSTRUCTIONS**

DLA Strategic Materials requests interested parties to submit a synopsis of their proposal, commonly referred to as "white paper". DLA Strategic Materials is seeking unclassified, white papers and proposals that do not contain proprietary information. Offerors are requested to submit white papers prior to the submission of a complete, more detailed proposal. The purpose of white papers is to minimize the labor and price associated with the production of detailed proposals that have very little chance of being selected for funding/testing. An interested party must submit a white paper in order to be eligible for further consideration. After review of white papers, DLA Strategic Materials may request certain parties to submit a full technical and price proposal; such a request does not guarantee contract award. Proposals submitted without the prior submission of a white paper will not be evaluated for award. All proposals submitted in response to this BAA will be considered based upon the evaluation criteria in this BAA. The Government reserves the right to make one, more than one, or no awards under this BAA.



**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

Any responsible source capable of satisfying the Government's needs may submit a white paper, which shall be considered by DLA Strategic Materials. Historically Black Colleges and Universities (HBCU) and Minority Institutions (MI) are encouraged to submit white papers and join others in submitting white papers; however, no portion of this BAA shall be set aside for HBCU and MI participation due to the impracticality of reserving discrete or severable areas of research in this science. Foreign-owned firms' participation is subject to foreign disclosure review procedures. Foreign-owned firms should immediately contact the contracting focal point for information if they contemplate responding.

PROSPECTIVE AWARDEE(S) SHALL BE REGISTERED IN THE SYSTEM FOR AWARD MANAGEMENT (SAM) PRIOR TO AWARD, DURING CONTRACT PERFORMANCE, AND THROUGH FINAL PAYMENT OF ANY AWARD RESULTING FROM THIS ANNOUNCEMENT. INFORMATION ON SAM REGISTRATION IS AVAILABLE AT <https://www.beta.sam.gov/>.

**WHITE PAPER PREPARATION AND SUBMISSION INSTRUCTIONS**

(1) Offerors should submit white papers via email directly to the following email address ([DCSO-FRC-F2@dla.mil](mailto:DCSO-FRC-F2@dla.mil))

(2)

Point of Contact: [DCSO-FRC-F2@dla.mil](mailto:DCSO-FRC-F2@dla.mil)  
Cecilia.Arrington@dla.mil

(a) White papers must be in the following format but do not require any special forms:

- Single PDF formatted file as an email attachment
- Page Size: 8 ½ x 11 Inches
- Margins – 1 Inch
- Spacing– Single
- Font– Times New Roman, 12 point

(3) The white paper shall not exceed five pages plus a cover page and a one page addendum as discussed below. The white paper shall include a title, BAA number, Offeror contact information (point of contact (POC) name, phone number, email address, and company address)

(4) The white paper shall give the material name, molecular formula, physical and chemical property, hazardous and toxic information, area of interest, potential defense or essential civilian applications, and types of tests requested.

(5) A brief abstract with information explicitly pertinent to the proposed work must be provided in the white paper. No Government furnished information, equipment, property or data will be provided.

(6) As an addendum to the white paper, include biographical sketches (one page) of the key personnel who invent, develop, improve or produce the material, highlighting their

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

qualifications and experience.

- (7) The white paper shall indicate if the Offeror wants the testing to be arranged by the Government or by themselves. If the Offeror wants to find an analytic institution and arrange tests, the cost portion of the white paper shall contain a “not-to-exceed” cost amount of the proposed project to be completed.

**7. EVALUATION AND DISPOSITION OF WHITE PAPERS**

- (1) Evaluation Process: Offerors are advised that invitations for complete proposals may be made on the initial white paper submission and the availability of funding. As stated above, the white paper will be evaluated for area of interest, potential defense or major civilian applications of the material, type of tests requested, and identification of hazardous and toxic. White papers evaluated to have significant merit may be invited to submit a complete detailed proposal.
- (2) Disposition Process: After completion of evaluation, the Offeror will be notified in writing of acceptability or unacceptability (via email). The Government may select white papers that are most promising for further consideration.

**8. SMALL BUSINESS / SMALL DISADVANTAGED BUSINESS SUBCONTRACTING PLAN**

Large Business concerns will be required to submit a Small Business / Small Disadvantaged Business Subcontracting Plan if their white paper is selected for further consideration. The North American Industry Classification System (NAICS) code is 541715 - Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology). The size standard for Small Business is fewer than 1,000 employees.

**9. TECHNICAL AND COST PROPOSALS**

The Government reserves the right to request full technical and cost proposals from all, some, or none of the Offerors submitting white papers. Any such request for full technical and priced proposals does not guarantee award. Decisions to select to fund certain proposals will be based on funds availability and the merits of the proposal. Additionally, to be eligible for a potential contract award, all prospective Offerors must meet certain minimum standards pertaining to financial resources, ability to comply with performance schedules, prior record of past performance, integrity, organizational structure, experience, operational controls, technical skills, facilities and equipment in accordance with FAR Part 9. Every effort will be made to protect the confidentiality of the proposal and any evaluations. The Offeror must mark the proposal with a protective legend in accordance with FAR 52.215-1(e), Instructions to Offerors – Competitive Acquisition (Jan 2004). NOTE: DLA Strategic Materials intends to award a firm fixed price, cost reimbursement, or hybrid type contract as a result of any proposal selected for award.

**10. PROPOSAL FORMAT (FOR FULL TECHNICAL AND COST PROPOSALS)**

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

**PROPOSALS THAT DO NOT COMPLY WITH ALL FORMATTING AND PAGE LENGTH REQUIREMENTS OUTLINED BELOW WILL BE RATED AS UNACCEPTABLE AND REJECTED.**

Technical proposals are limited to thirty (30) single-sided pages. There is no page limit for the cost proposal. Submission of proposals shall be in the following format and provide the content requested within the “Areas of Interest” section of this BAA. Offerors’ proposals MUST be submitted in accordance with the instructions listed below.

Offerors shall submit one (1) electronic version (via e-mail) of the proposal in the following format: (a) Microsoft Word format; (b) 8.5" x 11" paper; (c) headers on each page to identify page content; (d) single-spaced, and (e) 12 point Times New Roman font with 1-inch margins around the page. Any project Gantt charts may be submitted on larger (e.g. legal paper), as required to be readable. There is no penalty for submitting shorter proposals, as long as the Offeror covers all required material. Proposals longer than 30 pages will be rated as unacceptable and rejected.

The proposal should be clear and concise and shall include sufficient detail for effective evaluation and substantiating the validity of stated claims in the proposal. Offerors shall propose, recognizing that the Government has no prior knowledge of Offeror’s facilities and experience and will base its evaluation exclusively on the merits and content of the information presented in the proposal. The only exception is that the Government reserves the right to evaluate relevant past performance not included in the technical proposal.

If an Offeror wants to find out the analytic institution, arrange and monitor the tests, the proposal should be submitted in two volumes: Technical (Volume I) and Cost (Volume II). If an Offeror wants the Government to find out the analytic institution and arrange the tests, Volume II (Cost Volume) will not be requested. The volumes shall be separate and complete so that evaluation of each may be accomplished independently. The volumes shall be written on a stand-alone basis so that its contents may be evaluated without cross-referencing. A separate technical and price proposal is required for any separate option proposed by Offerors.

- **Two separate volumes consisting of:**
  - Volume I – Technical Proposal
  - Volume II – Price Proposal
- **Volume I, Technical Proposal (30 page limit)**
  - Shall consist of the Proposed Project and address the Evaluation Factors as contained within this BAA.
  - Shall contain a business case analysis (BCA) for the project and discuss how work conducted under the BAA will transition to support of DoD programs of record.
  - No pricing or cost information shall be contained in this volume.
- **Volume II, Cost Proposal (no page limit)**
  - Shall contain price and pricing information in support of Volume I technical project.
  - The price proposal shall include all of the price information cited in Volume

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

II Section 5 related to the Project Task.

**VOLUME I – TECHNICAL PROPOSAL**

Technical proposals are limited to thirty (30) single-sided pages. No pricing information shall be contained within the technical proposal. Technical proposals shall contain the following sections:

**Table of Contents:** The table of contents shall specify, by page number, the location of information requested in these instructions. **The Table of Contents does not count toward the 30 page limit.**

- (1) **Section I – Cover Page:** The Cover Page shall provide the following information: (1) BAA number; (2) Proposal Title; (3) material name; (4) Area of Interest; (5) Point of Contact, including name, telephone number, e-mail address, and mailing address (no post office box); (6) Cage Code; (7) DUNs Number; (8) Contractor’s business type selected among the following categories: Large Business, Small Disadvantaged Business (SDB), Other Small Business, HBCU, MI, Other Educational, or Other Nonprofit; and (8) Summary of the Costs. The information contained in Section I shall be limited to one page. **The Cover Page counts towards the 30-page limit and shall be labeled as Page One (1).**
  
- (2) **Section II – Executive Summary:** An Executive Summary of the Offeror’s proposed material is required. This summary shall be used to gain an understanding of the overall propose material(s). It should identify and highlight significant features, summarize innovative claims and unique contribution(s) of the proposal, and include the salient points of the proposed material, including its target applications and the expected outcome improvement associated with the material. The information contained in Section II shall be limited to one page. **The Executive Summary page count towards the 30-page limit and shall be labeled as Page Two (2).**
  
- (3) **Section III – Performance Work Statement (PWS):** The Offeror is required to submit a proposed PWS that accurately describes the test tasks requested for the material, is enforceable, and void of inconsistencies.

The proposal shall include the material’s chemical and trade name, and molecular formula (if known), producer’s name if different from the Offeror. The proposal shall describe raw material source, production technology/process, operating condition. The proposal shall indicate the sample type (solid, liquid, or gas; powder, pellet, ingot, or chunk; aqueous or organic phase, etc.), sample quantity (kilogram or pound), suggested test tasks and methodology, and others (such as, sample in argon/nitrogen, under pressure/vacuum (Psi value), acid or base (pH value), sensitive to oxygen, moisture, light or UV; toxic, flammable, explosive, etc.)

An Offeror can propose one or both of following two options for material test:

Option One: Material Test Arranged by the Government: In this option, upon approval of the proposal, an Offeror shall submit the material to the Government, and the Government will

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

locate an analytic institution and arrange the test.

Option Two: Material Test Arranged by Offeror: In this option, the Offeror shall find an analytic institution, determine the test tasks, and provide the Government the institution information (Name, Address, point of contact (POC) phone number), task and cost information. Upon approval of the proposal, the Government will provide the Offeror the funding for the test. The Offeror shall arrange the test and, after completion of the test, provide the Government a copy of test results.

If, in the Government's opinion, the Offeror's PWS does not reflect these requirements, the Government will prepare/modify a PWS using information available in the Offeror's proposal; this process may delay the award. The PWS must be a separate and distinct part of the proposal. The proposed PWS must contain a summary description of the technical methodology as well as the test task description, but not in so much detail as to make the PWS inflexible. **The PWS page(s) do not count towards the 30-page limit.** The PWS should include the following sections: 1.0 Objective, 2.0 Scope, 3.0 Background and 4.0 Task/Technical Requirements. See exhibit A for sample formatting of PWS.

- (4) **Section IV – Detailed Proposal Information:** Offerors shall submit a complete technical proposal that demonstrates the materials proposed in the area of interest. The technical proposal is expected to contain written and visual information. It must be succinct, well written and presented in a clear straightforward manner. Proposals that merely restate or rephrase the white paper may be considered technically unacceptable and may not be considered further. The technical proposal shall specifically address the six evaluation areas: (1) transition from qualification material test to DoD programs of record, (2) relevance and contributions of the material to the area of interest, (3) overall scientific and technical merits of the material; (4) new and creative solutions or techniques for the material development or production, (5) offeror's qualifications, capabilities and experience; and (6) past performance. **The Detailed Proposal Information page(s) count towards the 30-page limit.**
- (5) **Section V – Business Case Analysis (BCA):** The offeror may be required to submit a BCA that will discuss how the Offeror plans to transition materials from the qualification work undertaken by the BAA to the supply chains of DoD programs of record. This will include discussing the benefits to specific government program offices. Additionally any information that may assist the government in understanding how this will affect the market should be included. **The Business Case Analysis page(s) count towards the 30-page limit.**
- (6) **Section VI – Deliverables and Schedule:** If an Offeror is to arrange tests by itself, it shall submit to the Government a list of deliverables, including test tasks and completion dates, a schedule for project performance, and deliverables. Note that payment will be commensurate with receipt and approval of deliverable(s). **The Deliverables and Schedule page(s) count towards the 30-page limit.**
- (7) **Section VII – Past Performance References:** Offerors shall submit a list of past performance references that will be provided to the Government. See exhibit B for sample information. If Offeror is a startup or new company, the Government may waive the

**SP8000-20-R-BAA2  
NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY  
MATERIAL TEST (IMT)**

requirement of its past performance references. **Past Performance References page(s) do not count towards the 30-page limit.**

- (8) **Section VIII – Resumes:** Offerors shall include resumes of key personnel related to the material development and/or production. **Resumes page(s) do not count towards the 30-page limit.**
- (9) **Supplement – Safety Data Sheet (SDS):** Offerors shall include the SDS of the material in the proposal if it is available. If the material is a completely newly developed one, so that no suitable SDS is available, Offerors shall provide as much as possible information about the material, particularly its hazardous and toxic areas. The Government reserves the right to reject a material if the Offeror neglects to provide the SDS. **SDS page(s) do not count towards the 30-page limit.**

## **VOLUME II – COST PROPOSAL**

If an Offeror proposes to arrange tests by itself, it must submit a Cost proposal. Cost proposals have no page limitation. Offerors shall submit at a minimum the information listed below relating to cost.

**Table of Contents:** The table of contents shall specify, by page number, the location of information requested in these instructions.

- (1) **Section 1 – Proposal Type and Value:** The following information must be provided: name and type of materials, brief test task description, performance period, and total cost.
- (2) **Section 2 – Work Breakdown:** The cost proposal shall include a test breakdown structure and cost data in sufficient detail to support evaluation of reasonableness (e.g. direct labor by categories, indirect labor, indirect prices, travel, subcontract, services, materials, equipment, etc.).
- (3) **Section 3 – Project Task:** The cost proposal shall include at a minimum all of the cost information listed below:
  - (a) Direct Labor: Individual labor categories or assigned persons with associated labor hours and unburdened direct labor rates.
  - (b) Indirect Prices: Fringe Benefit, Overhead, G&A, Price, etc. (base amount and rate).
  - (c) Travel: Number of trips, destinations, durations, trip justification (purpose), etc.
  - (d) Material: Equipment, facilities, etc.

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

- (e) Profit dollars and percentage rate.
- (4) **Section 4 – Other Direct Prices:** All other prices associated with the project should be itemized.
- (5) **Section 5 – Payment Plan Schedule:** Provide a proposed monthly invoice payment plan in accordance with the items listed in Section VI – Deliverables and Schedule, in the Technical Proposal.

The Contracting Officer reserves the right to award without discussions. Unsuccessful Offerors may submit a written request to the Contracting point of contact for a debriefing in accordance with FAR 15.506.

## **11. EVALUATION FACTORS**

Proposals received as a result of the BAA will be evaluated in accordance with evaluation criteria specified herein through a peer or scientific review process. Written evaluation reports on individual proposals will not be evaluated against each other since they are not submitted in accordance with a common work statement and each proposal stands on its own merit. These criteria are listed in descending order of importance, and the non-price factors, when taken together, are significantly more important than price.

**Proposal Factor 1: Technical Acceptability.** The Offeror must be determined acceptable under subfactors 1 – 5 to meet the overall technical acceptability of Factor 1.

**Proposal Subfactor 1: Transition from Qualification Industry Material Test to DoD Programs of Record:** Will be evaluated based on the thoroughness of the Offeror’s BCA and the extent to which DoD programs of record — inclusive of the prime contractor or major subcontractors to such programs — and other DoD Components plan to integrate technical solutions from proposed qualification research into existing or planned DoD programs.

**Proposal Subfactor 2: Relevance and Contributions to the Area of Interest:** Will be evaluated based on the degree to which proposed materials, source and production technology/processes meet requirements of DoD programs of record and essential civilian industrial base need.

**Proposal Subfactor 3: Overall Scientific and Technical Merits of the Proposed Effort:** Will be evaluated for the degree to which the proposed test relies upon sound engineering and scientific practices to achieve proposed material.

**Proposal Subfactor 4: Capabilities, Related Experience, Facilities, or Techniques:** Will be evaluated based on the degree to which the capabilities, related experience, techniques, or unique combinations thereof are likely to achieve proposed test material successfully.

**Proposal Subfactor 5: Qualifications, Capabilities and Experience:** Will be evaluated based on the degree the proposed principal researcher/scientist/engineer, team leader or other key personnel, who are critical in achieving the proposed objectives, are likely to accomplish

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

proposed BCA objectives successfully.

**Proposal Factor 2: Past Performance:** A past performance evaluation shall be conducted in accordance with FAR Part 9 and FAR Part 15.305(a) (2). This assessment is based on the Offeror's performance on active and physically completed contracts supplying the same or similar services either commercially or with the Government. Evaluations of past performance will be based on the degree to which current and previous efforts indicate the probability of the Offeror successfully accomplishing the contract requirements as listed in the Performance Work Statement (PWS). The Government will consider the Offeror's ability to consistently and timely develop or produce the material. In addition, the Government may review any other sources of information for evaluating past performance. Other sources may include, but are not limited to, past performance information retrieved through the Contractors Performance Assessment Reporting System (CPARS) and System for Award Management (SAM). While the Government may elect to consider data from other sources, the burden of providing detailed, current, accurate and complete past performance information rests with the Offeror. In the case of an Offeror without a record of relevant past performance or for whom information on past performance is not available or so sparse that no meaningful past performance rating can be reasonably assigned, the Offeror may not be evaluated favorably or unfavorably on past performance. Therefore, the Offeror shall be determined to have unknown past performance. In the context of acceptability/unacceptability, "unknown" shall be considered "acceptable." Discussions may be held with the Contractor where past performance information is a factor preventing their proposal from being acceptable.

**Proposal Factor 3: Price:** Will be evaluated based on the overall realism and reasonableness of the proposal and availability of funds.

NOTE: Proposals submitted in response to this BAA shall be evaluated through a peer or scientific review process, as they are received. Any accepted white papers and/or proposals not awarded by the BAA end date of September 30, 2021 must be resubmitted by the Contractor under the newly issued BAA for evaluation and possible award. Proposals lacking technical merit or relevance to DLA Strategic Materials' needs, or those proposals that may fall in areas wherein funds are not expected to be available, may be rejected without further action. Proposals stand on their own merit and will not be evaluated against other proposals.

## **12. EVALUATION RATINGS**

The evaluation team will classify proposals into one of the following categories:

**Category I:** Proposed material is well conceived, scientifically and technically sound, pertinent to the program goals and objectives, and offered by a responsible contractor with the competent scientific and technical staff and supporting resources needed to ensure satisfactory program results. The proposal's BCA presents a clear timeline for delivery of the proposed material or technology solution to a DoD program of record. The DoD program of record *and* the prime contractor or the relevant major subcontractor to such a program certify their intent to integrate the proposed material or technology solution into the program.



**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

A proposal may satisfy the aforementioned certification with official correspondence from a representative of a DoD program of record and the prime contractor or relevant major subcontractor, with this letter stating the intent to integrate the proposed material or technology solution into the program. This certification of intent may be conditional upon the success of the proposal's work (i.e., whether the technology solution meets performance requirements of the program of record).

Proposed materials in Category I are recommended for acceptance (subject to availability of funds).

**Category II:** Proposed material is scientifically or technically sound but is of sufficiently low technology or manufacturing readiness that it cannot be readily integrated into a DoD program of record. The proposal's BCA may present a clear timeline for delivery of the scale-up production of the proposed material or technology solution to a DoD program of record. The DoD program of record *or* the prime contractor or the relevant major subcontractor to such a program certify their intent to integrate the proposed material or technology solution.

A proposal may satisfy the aforementioned certification with official correspondence from a representative of a DoD program of record and the prime contractor or relevant major subcontractor, with this letter stating the intent to integrate the proposed material or technology solution into the program. This certification of intent may be conditional upon the success of the proposal's work (i.e., whether the technology solution meets performance requirements of the program of record).

Category II proposed materials are recommended for acceptance but at a lower priority than Category I proposed materials.

**Category III:** Proposed material is scientifically or technically sound but is of sufficiently low technology or manufacturing readiness that it cannot be readily integrated into a DoD program of record. Namely, the proposal's BCA may present a clear timeline for delivery of the proposed material or technology solution to a DoD program of record. *Neither* the DoD program of record *nor* the prime contractor or the relevant major subcontractor to such a program certify their intent to integrate the proposed material or technology solution.

Category III proposed materials are recommended for acceptance but at a lower priority than Category II proposals.

**Category IV:** Proposed material is not technically sound and does not meet the requirements of a DoD program of record, inclusive of the program contractor or major subcontractors to such programs.

Category III proposed materials are not recommended for acceptance.

### **13. OTHER PERTINENT INFORMATION**

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

- (1) **Responsibility Determination:** To be eligible for award of a contract, all prospective Offerors must meet certain minimum standards pertaining to financial resources, ability to comply with performance schedules, have a satisfactory performance record, integrity, organizational structure, experience, accounting and operational controls, technical skills, facilities and equipment and be otherwise qualified. For additional information concerning standards of responsibility for prospective contractors, please refer to FAR Subpart 9.1.
  
- (2) **System for Award Management (SAM):** Successful Offerors not already registered in SAM will be required to register prior to award of any contract. Information on SAM registration is available at <https://www.sam.gov/SAM>.
  
- (3) **Representations and Certifications:** The Offeror shall complete and submit Representations and Certifications via SAM at <https://www.sam.gov/SAM>.
  
- (4) **Enterprise Contractor Manpower Reporting Application (ECMRA):** In accordance with DLAD 37.103-90(e), the following Contractor manpower reporting requirement must be included in the Performance Work Statement (PWS). The Contractor shall report all Contractor labor hours required for performance of task(s) performed under the PWS for the Defense Logistics Agency via a secure data collection site. The Contractor is required completely fill in all required data fields using the following web address: <http://www.ecmra.mil/>. Reporting inputs will be for the labor executed during the period of performance during each Government fiscal year (FY), which runs October 1 through September 30. While inputs may be reported any time during the FY, all data shall be reported no later than October 31 of each calendar year, beginning with 2020. Contractor may direct questions to the help desk at <http://www.ecmra.mil>.

**SP8000-20-R-BAA2  
NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY  
MATERIAL TEST (IMT)**

**EXHIBIT A: SAMPLE FORMAT OF PERFORMANCE WORK STATEMENT (PWS)**

The following is offered as the format for the PWS.

(1) 1.0 - Objective: This section is intended to give a brief overview of the specialty area and should describe why it is being pursued, and what you are trying to accomplish.

(2) 2.0 - Scope: This section includes a statement of what the PWS covers. This should include the materials and technology area to be tested, objectives/goals, and major milestones for the effort.

(3) 3.0 - Background: The offeror shall identify appropriate documents that are applicable to the effort to be performed. This section includes any information, explanations, or constraints that are necessary in order to understand the requirements. It may include relationship to previous, current and future operations. It may also include techniques previously tried and determined ineffective.

(4) 4.0 - Technical Requirements:

(a) This section contains the detailed description of the material(s) to be tested, including material name, molecular formula, physical and chemical properties, hazardous/toxic information, sample quantity and package for test, requested test tasks, raw material source information, and production technology/processes. This portion of PWS should be developed in an orderly progression and have enough detail to establish the feasibility of accomplishing the overall program goals. The test tasks should be segregated into major tasks, such as physic analysis, chemical analysis, etc., and identified in separately numbered paragraphs according to the decimal system above. Each numbered major task should delineate, by subtask, the work to be performed. The PWS shall contain every task to be accomplished.

(b) The test tasks must be definite, realistic, and clearly stated. Use “shall” whenever the work statement expresses a provision that is binding. Use “should” or “may” whenever it is necessary to express a declaration of purpose. Use “will” in cases where no Offeror requirement is involved; e.g., power will be supplied by the Government. Use active voice in describing work to be performed.

(c) Do not use acronyms or abbreviations without spelling-out acronyms and abbreviations at the first use; place the abbreviation in parenthesis immediately following a spelled-out phrase. This provides the definition for each subsequent reuse. As an option, a glossary may contain definitions of acronyms and abbreviations.

(d) If presentations/meetings are identified in your schedule, include the following paragraph in your PWS:

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

“Conduct presentations/meetings at times and places specified in the contract schedule.”

(5) 5.0 - Responsibility: This section shall indicate if the Offeror or the Government will find out analytic institution and arrange the tests. If the Offeror does it, the Cost Volume (Volume II) and the analytic institution information shall be enclosed, including its name, overview, website, POC, phone number, email etc.

(6) Manpower Reporting for Service Contracts

In accordance with DLAD 37.103(e), the following Contractor manpower reporting requirement shall be included in the Performance Work Statement (PWS):

The Contractor shall report all contractor labor hours (including subcontractor labor hours) required for performance of services provided under this contract for the Defense Logistics Agency via a secure data collection site. The contractor is required to completely fill in all required data fields using the following web address: <http://ww.ecmra.mil>. Reporting inputs will be for the labor executed during the period of performance during each Government fiscal year (FY), which runs October 1 through September 30. While inputs may be reported any time during the FY, all data shall be reported no later than October 31 of each calendar year, beginning with 2020. Contractors may direct questions to the help desk at: <http://www.ecmra.mil>. Due Date: October 31 each calendar year.

**SP8000-20-R-BAA2  
NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY  
MATERIAL TEST (IMT)**

**EXHIBIT B: PAST PERFORMANCE REFERENCES**

Please identify three companies/Government agencies that you have worked with in the prior three years. DLA Strategic Materials will contact these companies/agencies to obtain a reference for your company.

1. PROJECT 1: \_\_\_\_\_

a. Work Performed: \_\_\_\_\_

b. Name of Company/Agency: \_\_\_\_\_

c. Dollar Value: \_\_\_\_\_

d. Point of Contact: \_\_\_\_\_

e. Telephone Number: \_\_\_\_\_

f. E-Mail Address: \_\_\_\_\_

2. PROJECT 2: \_\_\_\_\_

a. Work Performed: \_\_\_\_\_

b. Name of Company/Agency: \_\_\_\_\_

c. Dollar Value: \_\_\_\_\_

d. Point of Contact: \_\_\_\_\_

e. Telephone Number: \_\_\_\_\_

f. E-Mail Address: \_\_\_\_\_

3. PROJECT 3: \_\_\_\_\_

a. Work Performed: \_\_\_\_\_

b. Name of Company/Agency: \_\_\_\_\_

c. Dollar Value: \_\_\_\_\_

d. Point of Contact: \_\_\_\_\_

e. Telephone Number: \_\_\_\_\_

f. E-Mail Address: \_\_\_\_\_

**SP8000-20-R-BAA2**  
**NATIONAL DEFENSE STOCKPILE (NDS) INDUSTRY**  
**MATERIAL TEST (IMT)**

**END OF BAA**