

Headquarters U.S. Air Force

Integrity - Service - Excellence

Market Research Synopsis



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U.S. AIR FORCE



Market Research – RFI #1

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- **Request For Information (RFI #0001) issued 21 May 10 and 28 May 10; Responses due 4 Jun 10**
- **RFI Questions referenced: Contract Structure, NAICS Code 541620 (Environmental Consulting Services)**
- **9 Firms responded**
 - **7 Large businesses**
 - **2 Small businesses**
- **Range in Max. Workload \$3M to \$800M**



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Key Points

✓ **Experience**

- 8 had OCONUS experience
- 4 firms had AFCEE experience
- 3 firms had DOD experience
- 2 firms had neither

✓ **Contract Type**

- Generally supported CPFF vs. FFP
- Incentives undesirable because of administrative burden

✓ **Acquisition Strategy**

- Majority supported FTO over PPT
- 5 against fully burdened labor rates
- Received extensive inputs concerning evaluation criteria



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Key Points

✓ PWS Concerns

- **Minimum of 15 days for reports**
- **Received input on metrics**
- **Most will require use of teaming partners and other subcontractors to meet PWS requirements**

✓ Suggested NAICS alternatives were 541330, 541990, 54172, 541990 & 541620

✓ Most firms concerned with meeting the Small Business goal being based on actual obligated \$ and the sub-categories being based on anticipated subcontracted \$.

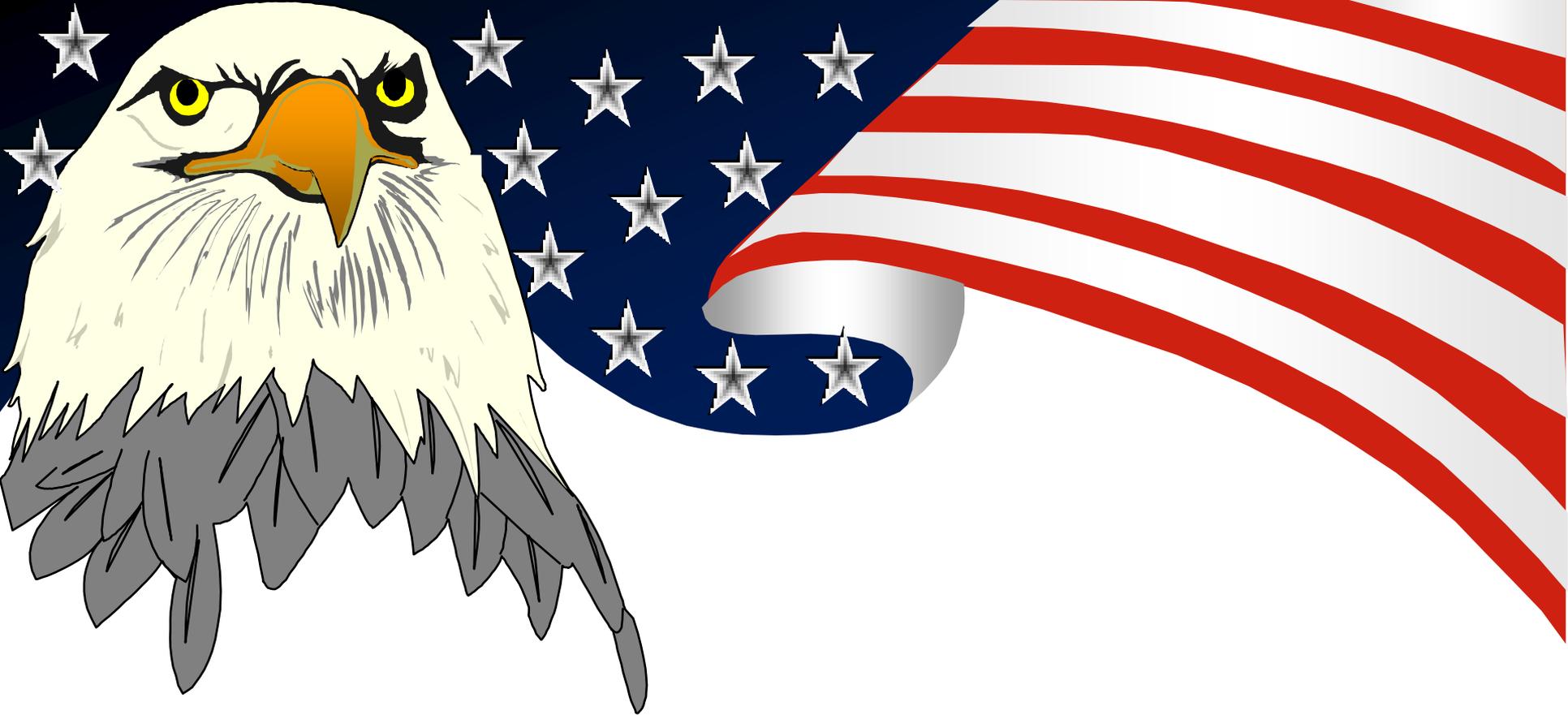


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Key Points

- ✓ **Most supported a pre-proposal conference**
- ✓ **Topics requested**
 - **Introductions to Gov't/Acquisition team**
 - **Technical Overview**
 - **Contracting and Acquisition Overview**
 - **Explanation of source selection process**
 - **Demographics of current contract**
 - **Security, Safety, and Facilities overview**
 - **OCI issues**
 - **How individual TO s will be issued**
 - **Acquisition schedule**
 - **Terms and conditions**
 - **Overview from the user**
 - **Funding profile**
 - **Contracting challenges that have occurred on current contracts**
 - **War Zone Deployments**
 - **Performance Metrics**



Thank you for your attention

Questions?

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