

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT		1. CONTRACT ID CODE	PAGE OF PAGES 1 2
2. AMENDMENT/MODIFICATION NO. A0001	3. EFFECTIVE DATE 02/12/2004	4. REQUISITION/PURCHASE REQ.NO.	5. PROJECT NO. (If applicable)
6. ISSUED BY U.S. DOT/RSPA/Volpe Center 55 Broadway Cambridge MA 02142	CODE DTS-852	7. ADMINISTERED BY (If other than Item 6) U.S. DOT/RSPA/Volpe Center 55 Broadway Cambridge MA 02142	CODE DTS-852
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)		(x) 9A. AMENDMENT OF SOLICITATION NO. DTRS57-04-R-20012	
		x 9B. DATED (SEE ITEM 11) 01/29/2004	
		10A. MODIFICATION OF CONTRACT/ORDER NO.	
		10B. DATED (SEE ITEM 13)	
CODE	FACILITY CODE	11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS	

The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers is extended. is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning _____ copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment number. FAILURE OF YOUR ACKNOWLEDGEMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. ACCOUNTING AND APPROPRIATION DATA (If required.)

13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS. IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.

(x)	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO THE AUTHORITY OF:
	D. OTHER (Specify type of modification and authority)

E. IMPORTANT: Contractor is not. is required to sign this document and return _____ copies to the issuing office.

14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)

See the attached continuation sheet for details

15A. NAME AND TITLE OF SIGNER (Type or print)		16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print)	
15B. CONTRACTOR/OFFEROR	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA	16C. DATE SIGNED
_____ (Signature of person authorized to sign)		_____ (Signature of Contracting Officer)	

1. Block No. 12 of Standard Form 33 is hereby amended to read as follows:

In compliance with the above, the undersigned agrees, if this offer is accepted within 180 calendar days (*60 calendar days unless a different period is inserted by the offeror*) from the date for receipt of offers specified above, to furnish any or all items upon which prices are offered at the price set opposite each item, delivered at the designated point(s), within the time specified in the schedule.

2. The following clause is added to Section H of the solicitation:

H.18 LIMITATION ON SUBCONTRACTING (FEB 2004)

In accordance with FAR Clause 52.219-14 Limitation on Subcontracting, Small Business Set-Aside Prime Offerors must demonstrate the following at proposal submission:

At least 50 percent of the cost of contract performance incurred for personnel shall be expended for employees of the concern. The cost of contract performance incurred for personnel is the direct labor cost and any applicable indirect burdens (i.e. Fringe, Overhead, and G&A), excluding other direct costs, and profit or fees.

3. See Attachments – List of Attendees and Power Point Presentation from Pre-Proposal Conference on February 11, 2004

ATTENDEES AT TRANSPORTATION SECURITY SOLUTIONS
 PRE-PROPOSAL CONFERENCE aka BIDDERS' CONFERENCE
 SOLICITATION NOS. DTRS57-04-R-20011 AND DTRS57-04-5-20012
 VOLPE CENTER, CAMBRIDGE, MA
 FEBRUARY 11, 2004

NAME	COMPANY
1. MOSCHITTA, TOM	Aanko Technologies, Inc.
2. DAVOREN, DAVID	Abacus Technology Corporation
3. ANDERSON, JEFFREY	Abt Associates Inc.
4. CASAGRANDE, ROCCO	Abt Associates Inc.
5. MILLER, RICH	ACCESS Systems Inc.
6. MCDONALD, THOMAS	ACCESS Systems Inc.
7. LIEBERMAN, RICHARD	ADT Federal Systems
8. MARVOSH, MITCH	Aegir Systems Inc.
9. PERUMAL, VENKAT	AGCS Inc.
10. ROBINSON, BARBARA	AGCS Inc.
11. LAMONT, WARREN	Alion Science and Technology
12. ST. CLAIR, JAMES	American Management Systems Inc.
13. PONTILLO, NELSON	American Systems Corporation
14. TURNER, STEVE	Anteon Corporation
15. WATSON, HARRY	Anteon Corporation
16. HUNTLEY, PHILIP	Aon Crisis Management Practice
17. STEVENS, JOHN	Applied Marine Technology Inc.
18. LONG, LENNART	Applied Research Associates Inc.
19. RENFROE, NANCY	Applied Research Associates Inc.
20. O'NEILL, DANIEL	Applied Risk Management (ARM)
21. BODREAU, ROBERT	ARCON Corporation
22. COOPER, LEE	ARCON Corporation
23. KUNKLE, STEVE	ARES Corporation
24. BARRY, PETER	Barry Security Systems Inc.
25. GILLIS, JOSEPH	Barry Security Systems Inc.
26. BURNHAM, MIKE	Battelle
27. HANNIGAN, STEVE	Battelle
28. MICHAELSON, LORI	BearingPoint
29. BENNETT, ZOE ALLEN	Bennett Resource Group Inc.
30. MOUSSA, N. ALBERT	BlazeTech Corporation
31. FALK, ALAN	Booz Allen Hamilton
32. WILLIAMS, DAVID	Booz Allen Hamilton
33. LESTER, RICHARD	Cambridge Environmental Inc.
34. HUSSEY, LAURIE	Cambridge Systematics Inc.
35. NARAYANSWAMY, RAMAN	Caradas, Inc.
36. CLINTON, ROBERT	Clinton Technologies
37. MILLER, CLYDE	Clyde Miller Associates Inc.
38. ZILINSKY, PEG	Coast and Harbor Associates Inc.
39. HUTCHINS, KRIS	Coast and Harbor Associates Inc.
40. DEROZE, BARRY	Consolidated Safety Services Inc.
41. WATKINS, ROBERT	Consolidated Safety Services Inc.
42. SCHLEIFER, DANIEL	CoreStreet
43. D'AGOSTINO, SALVATORE	CoreStreet
44. JOHNSON, WES	Covenant Services Worldwide

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 SOLICITATION NOS. DTRS57-04-R-20011 AND DTRS57-04-5-20012
 VOLPE CENTER, CAMBRIDGE, MA
 FEBRUARY 11, 2004

45. NOE, JAMES	Critical Incident Solutions
46. JORDAN, WILLIAM	Davis-Paige Management Systems
47. SMITH, DAVID	Decision Strategies
48. BELELLA, PAUL	Delcan Inc.
49. KEELER, BRIAN	DMJM+HARRIS
50. SHAPIRO, STEVEN	DMJM+HARRIS
51. CHUNG, DUKE	DUCOM Inc.
52. MILLER, TERRY	DUCOM Inc.
53. ALEXANDER, DANIEL	EFI Global
54. COUSINEAU, GARRET	Embarcadero Systems Corporation
55. STEELE, ROBERT	ENSCO Inc.
56. MEE, BRIAN	ENSCO Inc.
57. PURTELL, DAN	First American Title
58. KOHLI, VIJAY	Fulcrum Corporation
59. ELLER, ROBYN	GAITS Inc.
60. RAPOSA, DORRI GILES	HDR
61. BING, ALAN	ICF Consulting
62. HUNTINGTON, DAVID	Infotec Systems
63. DAUPLAISE, JOHN	Inside Security Technologies
64. DOANE, TIMOTHY	Integrated Management Services Inc. (IMSI)
65. BROUILLETTE, DOUG	Intergraph Solutions Group
66. BROUSSARD, PAT	Intergraph Solutions Group
67. AJAYI, OLU	Jack Faucett Associates
68. MCNULTY, DENNIS	John J. McMullen Associates, Inc.
69. JOHNSON, EMANUEL	JohnHaus Group LLC
70. DAVID, MARSHALL	Johnson Controls Inc.
71. MOSTOW, MICHAEL	Johnson Controls Inc.
72. LENDRY, DAVID	KENROB and Associates Inc.
73. PULS, DAYA	KENROB and Associates Inc.
74. KOVATCH, GEORGE	Kovatch Consulting
75. HUBBARD, TONY	KPMG
76. WEBER, GEOFF	KPMG LLP
77. DUSZA, BRIAN	Kroll Inc.
78. BAKER, JOHN	Lockheed Martin Information Technology
79. CASSENTI, LARRY	Lockheed Martin Information Technology
80. BANKS, COURTNEY	Lockheed Martin Systems Management
81. RYDER, WILLIAM	Lockheed Martin Systems Management
82. SANFORD, BOB	LVW Electronics
83. BIRCH, KEITH	Marsh Risk Consulting
84. GOLDEN, MARK	Marsh Risk Consulting
85. OWENS, CHERYL	MAXIMUS
86. BALOG, JOHN	McCormick/Taylor and Associates Inc.
87. HETRICK, TERRY	Michael Baker Corporation
88. ROSE, JASON	Michael Stapleton Associates
89. HARVEY, JOHN	Microlan Systems Inc.
90. MULLUNG, THOR	MollungSystemsManagement

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 VOLPE CENTER, CAMBRIDGE, MA
 FEBRUARY 11, 2004

91. KOCHANSKI, TED	MU-Vision Inc.
92. NIKOLAIDIS, KOSTAS	Myrmidon Networks Inc.
93. GIANNACOPOULOS, PETER	Myrmidon Networks Inc.
94. PIERCE, NANCY	Network Designs Inc.
95. JUCHTMAN, SHMULIK	New Age Security Solutions
96. RON, RAFI	New Age Security Solutions
97. MCGHEE, JOHN	NWTC Inc.
98. BANNON, PATRICK	ObjectVideo
99. PORTLOCK, THOMAS	Odyssey Systems Consulting Group
100. FISCHER, AMY	Omega Risk Group Inc.
101. FULCHER, NORM	Omega Risk Group Inc.
102. CLEMENTS, TIM	Oracle Corporation
103. NATHANIEL, DUANE	Oracle Corporation
104. GUY, JANICE	P3I Inc.
105. THOMAS-FULLER, PATRICIA	P3I Inc.
106. ESTES, DONALD	Palisades Consulting Group
107. LERNER-LAM, EVA	Palisades Consulting Group
108. KNIGHT, JOSEPH	Parsons
109. LIAO, SAM	Parsons Brinckerhoff
110. MADENBURG, RICHARD	Parsons Brinckerhoff
111. PERKINS, TONY	QMI
112. MAHONEY, BOB	QSS Group Inc.
113. DREYER, JOHN	Quantech Services Inc.
114. KENNEDY, TERRY	Quantech Services Inc.
115. JURISTA, JANET	Raytheon Technical Services Company
116. O'HARA, MIKE	Raytheon Technical Services Company
117. LANE, HAROLD	Risk Control Institute
118. CONNORS, WILLIAM	Risk Management Advisors Inc.
119. MARSHALL, MATTHEW	Rizzo Associates Inc.
120. DAWSON, JOSEPH	RobbinsGioia
121. COLES, RICK	Robinson Aviation Inc.
122. LAZARZ, DAN	RobsonWoese Inc.
123. TORPEY, RICHARD	RobsonWoese Inc.
124. BARTON, JAMES	SAIC
125. BRODY, RICHARD	SAIC
126. BERENSON, LAWRENCE	Sako & Associates Inc.
127. LIBENGOOD, RONALD	SecuraComm Consulting Inc.
128. CAPUTO, FRANK	SecuraComm International
129. CIRILLO, ROB	Secure America
130. WOOD, WILLIAM	Self
131. CREIGHTON, KATHY	Shaw Group
132. RUSZCZYK, LEONARD	Shaw Group
133. WHITE, RONALD	SI International Inc.
134. FECTION, BOB	SimplexGrinnell
135. COLANINNO, RONALD	Southbank Consulting
136. STRICKLAND, KEVIN	Southbank Consulting

ATTENDEES AT TRANSPORTATION SECURITY SOLUTIONS
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 SOLICITATION NOS. DTRS57-04-R-20011 AND DTRS57-04-5-20012
 VOLPE CENTER, CAMBRIDGE, MA
 FEBRUARY 11, 2004

137.	ALBERTSON, SCOTT	SPARTA, Inc.
138.	MOSES, THOMAS	Spill Center
139.	ATWELL, BERNADINE	STG Inc.
140.	GOODEN, JOYA	STG Inc.
141.	CASEY, KEVIN	SUNY Maritime College
142.	HAYES, ROY	Systems Engineering Inc.
143.	DUNHAM, JON	SYTEX Inc.
144.	LEWIS, ROGER	SYTEX Inc.
145.	BLAIS, ROGER	TASC Inc.
146.	LAPALME, EDWARD	TASC Inc.
147.	GRASSIE, RICHARD	Techmark Security Integration Inc.
148.	PROUT, FRANCIS	Tecumseh Professional Associates Inc.
149.	HEIDEMAN, MATTHEW	TEKsystems
150.	WAJDA, JOHN	TEKsystems
151.	HEALEY, BRIAN	Telemus Solutions
152.	HAWKES, ROGER	Tetra Tech EMI
153.	SHATTUCK, DOUG	Tetra Tech EMI
154.	LEACH, SUSAN	Tetra Tech FW Inc.
155.	CHARLES, MARIE-LAURE	Thales North America
156.	DEVESA, ERIC	Thales North America
157.	BERGER, MATTHEW	The Bionetics Corporation
158.	MORRISON, JOHN	The Bionetics Corporation
159.	NILSSEN, SCOTT	The Multitech Group
160.	LUKER, HOWARD	The Wexford Group
161.	MUZZI, JOHN	The Wexford Group
162.	DADAY, JIM	Titan Corporation
163.	GRANVILLE, DENIS	Titan Corporation
164.	BROWN, RAY	Total Security Services International Inc.
165.	BEATTY, JEFF	TotalSecurity.US
166.	SMITH, GLEN	TPG Security Consulting
167.	KOSATKA, ART	TranSecure
168.	HARGROVE, BELINDA	TransSolutions
169.	BULLOCK, DOUGLAS	Trinity Technology Group
170.	LARAMIE, WILLIAM	Triumph Technologies Inc.
171.	LABROSSE, DAVID	Unisys Corporation
172.	O'DONNELL, BRETT	Unisys Corporation
173.	BUTLER, HARRY	URS Group Inc.
174.	TROJAN, EDWARD	URS Group Inc.
175.	KAMINSKAS, MICHAEL	UTD Inc.
176.	NORTON, NAT	Vanasse Hangen Brustlin Inc.
177.	DONOHUE, BRIAN	VR Viz
178.	DADDAZIO, RAYMOND	Weidlinger Associates Inc.
179.	GOLDMAN, MATTHEW	Weston Solutions Inc.
180.	LYONS, RONALD	Z-Tech Corporation



Pre-Proposal Conference February 11, 2004

Transportation Security Solutions

DTRS57-04-R-20011 (Full and Open)

DTRS57-04-R-20012 (Small Business Set-Aside)





AGENDA

- **Welcome and Introductions**
- **Ground Rules**
- **Highlights of the Two Requests for Proposals**
- **Volpe Center Overview**
- **Volpe Center Security Initiatives**
- **Submission of Questions and Break**
- **Section C/Statements Of Work Overview**
- **Submission of Additional Questions**
- **Reminders**



INTRODUCTIONS

- **David Scali, Chief, Acquisition Management Division**
- **Jeanne Fuller, Contracting Officer's Technical Representative**
- **Orin Cook, Chief, Contracts and Business Process Branch**
- **Carol Ferrante, Contracting Officer**
- **Elizabeth Segal, Administrative Contracting Officer**
- **Michael Attachi, Administrative Contracting Officer**
- **Gerald Luke, Contract Price Analyst**
- **Glenn Goulet, Acting Chief, Infrastructure Protection & Operations Division**
- **David Raymond, Project Manager**
- **William Baron, Project Manager**

GROUND RULES

- **Any statements, remarks or explanations made during this pre-proposal conference shall not qualify the terms of the solicitation.**
- **Terms and conditions of the solicitation remain unchanged unless an amendment is issued that incorporates any possible changes discussed or alluded to during today's pre-proposal conference.**

GROUND RULES (cont.)

- **Each attendee has received an information packet containing Volpe-specific brochures and index cards for written questions.**
- **Attendees must submit their questions in writing on the index cards. Please print.**
- **Questions will be collected at two announced times during this conference.**
- **No verbal questions will be answered.**

BACKGROUND OF OMNI SECURITY PROGRAM



SECURITY SYSTEMS (SS)

- **Awarded on July 13, 1998**
- **Ordering Period expired on July 12, 2003**
- **Five Prime Contractors**
- **Work focused on the conduct of analytical studies, design, and installation of security systems as well as information security.**



PHYSICAL SECURITY SYSTEMS (PSS)

- **Awarded on January 2, 2001**
- **Ordering Period expires on January 1, 2006**
- **Four Prime Contractors**
- **Work is segmented into four activities:**
 - 1. Analysis and Planning**
 - 2. Technology Assessment and Development**
 - 3. System Design, Development, Integration, and Deployment**
 - 4. Program Management**



TRANSPORTATION SECURITY SOLUTIONS (TSS) DTRS57-04-R-20011 (Full & Open)

- **Anticipated Award Date – June 1, 2004**
- **Estimated Number of Awards – Four to Six**
- **Work will be in the following Task Areas:**
 - 1. Vulnerability Assessments and Security Planning**
 - 2. Mitigation Planning and Implementation**
 - 3. Program Development Support**



TRANSPORTATION SECURITY SOLUTIONS (TSS) DTRS57-04-R-20012 (Small Business Set-Aside (SBSA))

- **Anticipated Award Date – October 1, 2004**
- **Estimated Number of Awards – Two to Four**
- **Work will be in the following Task Areas:**
 - 1. Vulnerability Assessments and Security Planning**
 - 2. System Implementation**



HIGHLIGHTS OF THE REQUESTS FOR PROPOSALS (RFP)



TASK ORDERS ISSUED UNDER TSS FULL AND OPEN & SBSA CONTRACTS

Section B.1.B. (both RFPs)

Due to the variety of services required under the contracts and the circumstances that affect their duration and definition, task orders may be issued on a firm fixed price (FFP), cost-plus-award-fee (CPAF), cost-plus-fixed-fee (CPFF) completion, or cost-plus-fixed-fee (CPFF) term basis at the Contracting Officer's discretion based on the guidelines provided in Part 16 of the Federal Acquisition Regulations. Performance-based task orders will be used to the maximum extent practicable.





TECHNICAL PROPOSALS

FULL AND OPEN COMPETITION

**SMALL BUSINESS SET-ASIDE
COMPETITION**



DTRS57-04-R-20011

Full and Open Award Exclusions

Section L.2.B.

- **If an Offeror is awarded a prime contract under the Full and Open TSS solicitation, the company cannot be a Prime contractor under the Small Business Set-Aside TSS solicitation.**
- **Contractors may not act as both a Prime contractor and a subcontractor under this Full and Open TSS solicitation. Proposals involving such teaming arrangements will be excluded from consideration.**
- **A Prime contractor in the Full and Open TSS solicitation may act as a subcontractor in the TSS Small Business Set-Aside. A Prime contractor in the TSS Small Business Set-Aside may act as a subcontractor in the Full and Open TSS solicitation.**



DTRS57-04-R-20011 Full and Open Awards

Section M.1.C.

Award will be made to those responsive and responsible Offerors that provide the best value to the Government.



DTRS57-04-R-20011 Full and Open Section M – Evaluation

Technical Understanding is more important than each of the three remaining factors.

Management Approach is less important than Technical Understanding but more important than Past Performance and Staffing.

Past Performance and Staffing are of equal importance.



DTRS57-04-R-20011 Full and Open Section M – Evaluation (cont.)

- **Combined Technical evaluation factors are more important than evaluated cost for the purpose of making award.**
- **However, the importance of Cost should not be minimized because as the Technical rankings of Offerors become closer, Cost becomes a more important factor.**



DTRS57-04-R-20012

SBSA Award Exclusions

Section L.2.B.

- **If an Offeror is awarded a prime contract under the Small Business Set-Aside TSS solicitation, the company cannot be a Prime contractor under the Full and Open TSS solicitation.**
- **Contractors may not act as both a Prime contractor and a subcontractor under this Small Business Set-Aside TSS solicitation. Proposals involving such teaming arrangements will be excluded from consideration.**
- **A Prime contractor in the Small Business Set-Aside TSS solicitation may act as a subcontractor in the Full and Open solicitation. A Prime contractor in the Full and Open TSS solicitation may act as a subcontractor in the Small Business Set-Aside TSS solicitation.**



DTRS57-04-R-20012

SBSA Awards

Section M.1.C.

- **First award will be made to the highest rated 8(a) Offeror certified under the applicable North American Industry Classification System (NAICS) Code 541690 (size standard is \$6M).**
- **The remaining award or awards will be made to the Offerors that provide the best value to the Government.**



DTRS57-04-R-20012

SBSA Section M – Evaluation

Technical Understanding is more important than each of the three remaining factors.

Management Approach is less important than Technical Understanding but more important than Past Performance and Staffing.

Past Performance and Staffing are of equal importance.



DTRS57-04-R-20012

SBSA

Section M – Evaluation (cont.)

- **Combined Technical evaluation factors are more important than evaluated cost for the purpose of making award.**
- **However, the importance of Cost should not be minimized because as the Technical rankings of Offerors become closer, Cost becomes a more important factor.**



COST AND BUSINESS PROPOSALS

FULL AND OPEN COMPETITION

**SMALL BUSINESS SET-ASIDE
COMPETITION**



Cost & Business Proposals Full and Open/SBSA

- **Award will be made on initial offers.**
- **Offerors should ensure that complete, clear, and convincing Cost and Business information is provided.**
- **Proposals must contain sufficient information so that evaluation can be completed without additional correspondence.**



Cost & Business Proposals Full and Open/SBSA (cont.)

Administrative Labor

- **Must be proposed in accordance with established accounting practices**
- **Must also be estimated in the Cost proposal**

Cost & Business Proposals Full and Open/SBSA (cont.)

Other Direct Costs (ODCs) (Offeror-estimated)

- **Identify direct costs that the Offeror will charge to support this effort in accordance with its approved accounting system (i.e. copying, postage, etc.)**

The above ODCs are in addition to the RFP-stipulated ODCs.



Cost & Business Proposals Full and Open/SBSA (cont.)

Labor

- **The Level of Effort is different for each RFP**
- **The Level of Effort represents approximately one year of the requirement**
- **Labor category rates must be consistent with rates of persons whose resumes are submitted with the Offeror's proposal**



Cost & Business Proposals Full and Open/SBSA (cont.)

Labor (cont.)

- **Include information on Uncompensated Overtime in accordance with FAR 52.237-10**
- **Include information for evaluation of Compensation for Professional Employees in accordance with FAR 52.222-46**

Cost & Business Proposals Full and Open/SBSA (cont.)

AREAS OF CONCERN WITH COST PROPOSALS

- **No current indirect rate recommendations are available from DCAA**
- **The Offeror proposes to deviate from its existing indirect rate structure**
- **Subcontracts generally are either larger dollar value CPFF or small dollar value consultant-type T&M**



Cost & Business Proposals Full and Open/SBSA (cont.)

AREAS OF CONCERN WITH COST PROPOSALS (cont.)

- **Schedule 5 (applies to Primes only) Factors for Fixed Fee, Award Fee, and Profit**

Two-tiered approach:

- **One rate for subcontractors, equipment, and travel only**
- **Another rate for all other costs**

Cost & Business Proposals Full and Open/SBSA (cont.)

Accounting Systems

- **If approved: Provide statement and evidence of approval by a Government agency such as the Defense Contract Audit Agency (DCAA).**
- **If not approved: Describe your system and explain why Government approval is likely.**



LIMITATIONS ON SUBCONTRACTING FOR SBSA - DTRS57-04-R-20012

**Reference: FAR 52.219-14 Limitations on Subcontracting
(DEC 1996)**

To be considered for the TSS SBSA, the small business concerns must demonstrate the following in their proposal submission:

- “(1) Services. At least 50 percent of the cost of contract performance incurred for personnel shall be expended for employees of the concern.”**
- Cost of contract performance incurred for personnel— direct labor cost and any applicable indirect burdens (i.e. Fringe, Overhead, and G&A), excluding ODCs, profit, or fees.**



VOLPE CENTER OVERVIEW



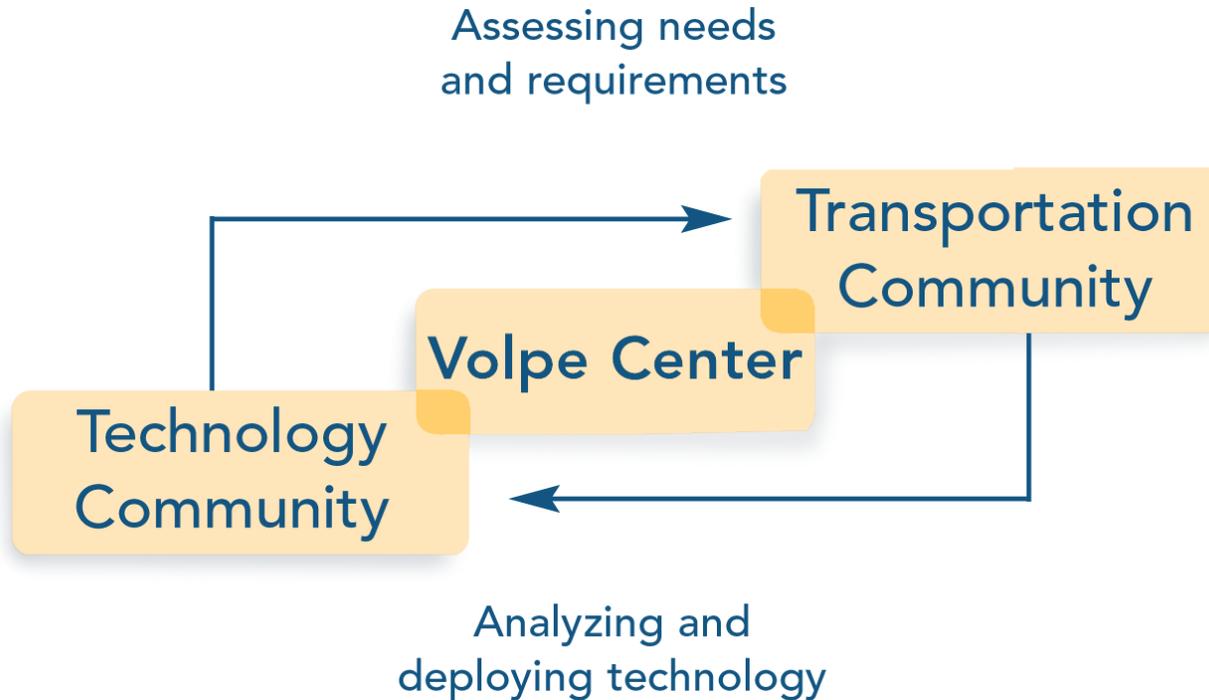
Volpe Mission

To serve as a Center of Excellence for (1) informed decision-making and active anticipation of emerging transportation issues; and (2) advancing technical, operational, institutional, and managerial innovation to improve the nation's transportation system.

Vision

To be a world-recognized catalyst for innovation and a forum for government, industry, and academia in the development, use, and improvement of transportation and logistics systems.

Role of the Volpe Center in the Innovation Process





Our Most Important Asset: Dedicated Transportation Professionals

- 550 Full-time Federal Employees
 - 384 Professional Technical Staff
 - 263 Advanced Degrees (71 PhDs, 192 Masters)
- About 1000 High-Quality Technical Staff from Industry and Academia

Full Spectrum of Technical Disciplines, from Engineering and Physics to the Social Sciences

Funding Mechanism

- No federal appropriation, market driven operation derived from project work for customers.
- Funding mechanism permits project work for federal, state, local and foreign governments and private organizations and promotes agility and entrepreneurial spirit.

A Unique Capability

- **Transportation Expertise**

Institutional knowledge of the global transportation system and its stakeholder perspectives.

- **Federal Perspective**

Federal responsibilities, objectives, and activities in the public interest.

- **Technical Disciplines**

Full spectrum of technologies and disciplines relevant to transportation system improvements.



Full Spectrum of Technical Disciplines

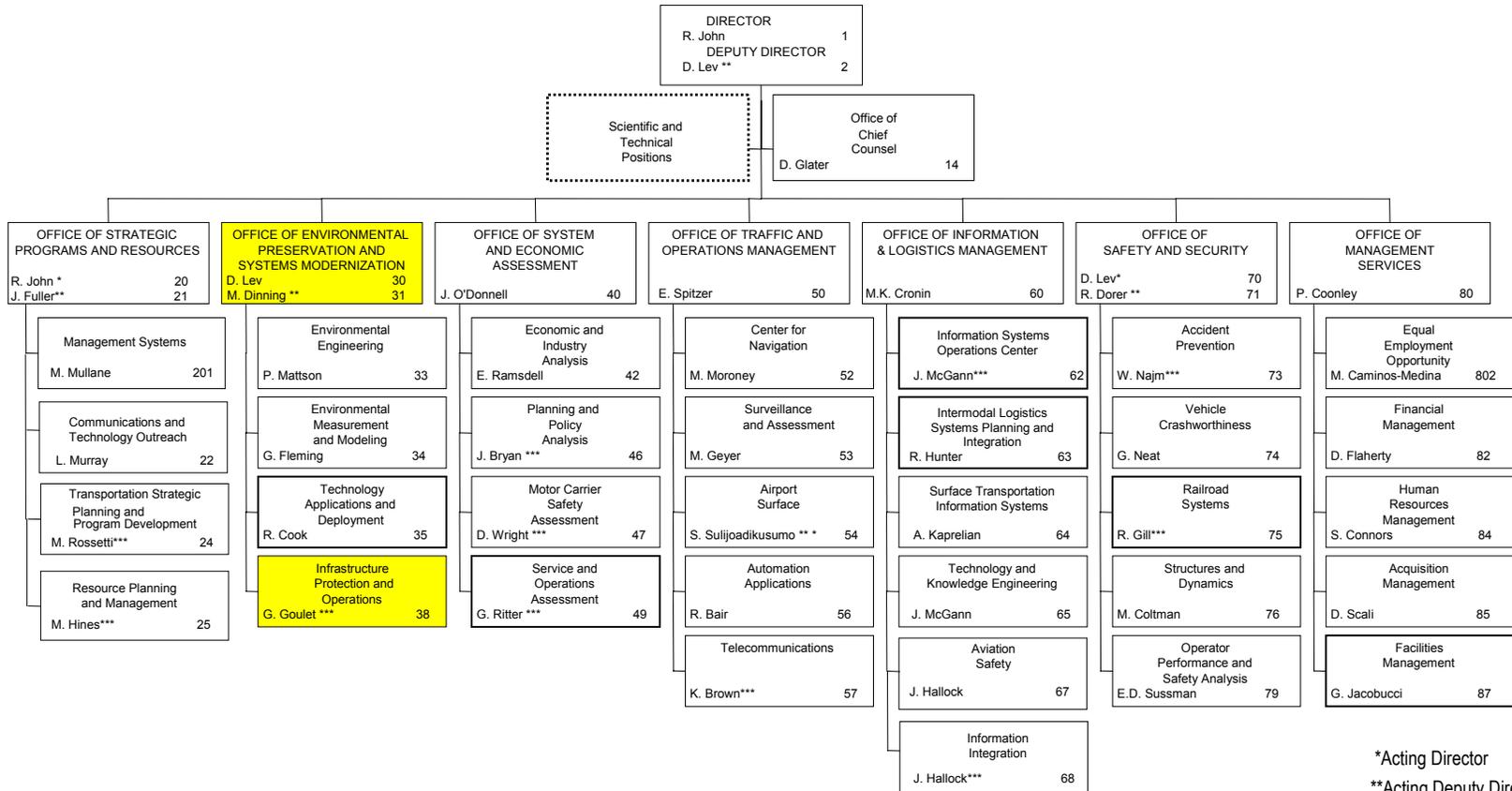
- Security
- Communication, Navigation, and Surveillance
- Vehicle, Guideway, and Terminal Systems
- Environmental Studies and Remediation
- Information Systems
- Operations Research and Analysis

● Security

- Communication, Navigation, and Surveillance
- Vehicle, Guideway, and Terminal Systems
- Environmental Studies and Remediation
- Information Systems
- Operations Research and Analysis



Research and Special Programs Administration Volpe National Transportation Systems Center



*Acting Director

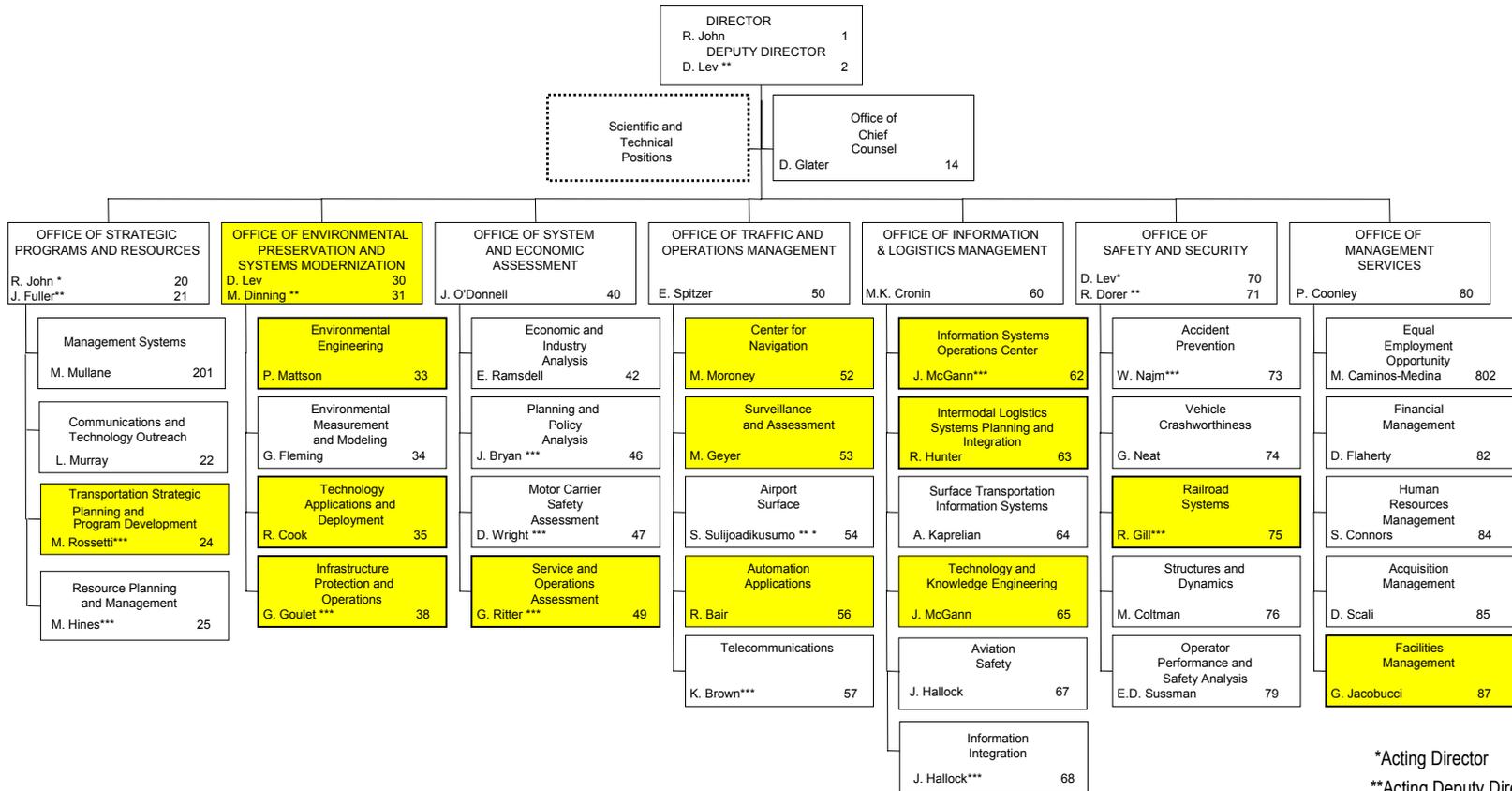
**Acting Deputy Director

***Acting Division Chief

Updated: January 15, 2004



Research and Special Programs Administration Volpe National Transportation Systems Center

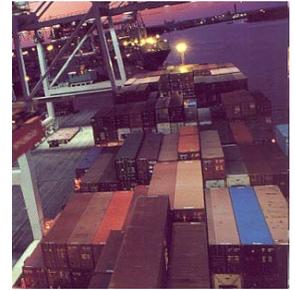


*Acting Director

**Acting Deputy Director

***Acting Division Chief

Updated: January 15, 2004



Volpe Center Security Initiatives





Volpe Center Security Activities: Examples

**Vulnerability
Assessments**

**Presidential Commission
GPS
Ports and Supply Chains**

**Mitigation
Planning &
Implementation**

**Integrated Security Systems
Driver, Vehicle and Cargo Screening
Vessel and Vehicle Tracking**

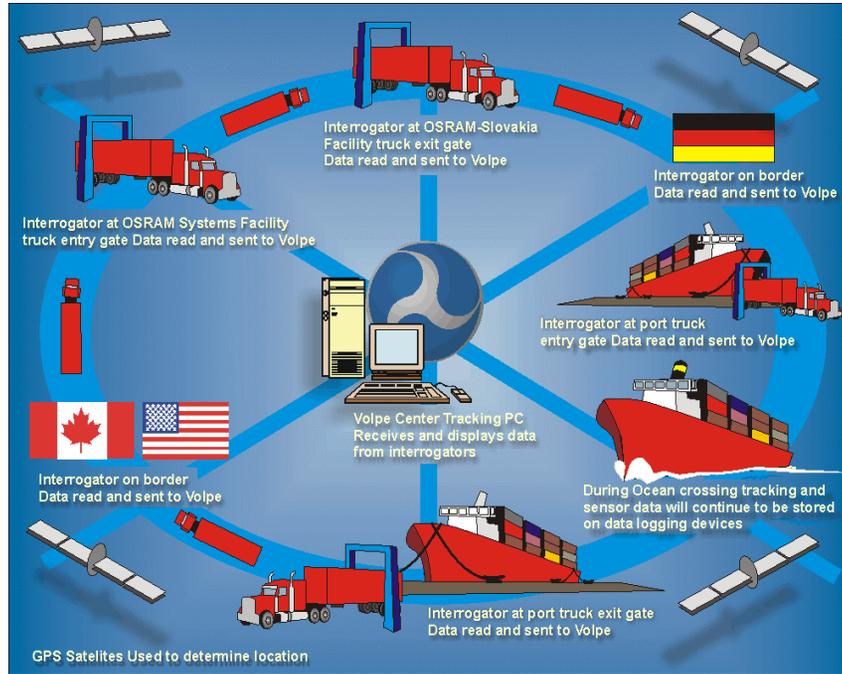
Response

**Transit Emergency Response Workshops
Bioterrorism Response Workshop
9/11 Case Studies**

Recovery

Environmental Remediation

Assessments of Facilities and Operations



Operation Safe Commerce



Ports and Shipping



Air Traffic Control Facilities

Mitigation: Helping Design and Implement State-of-the-art Security Systems



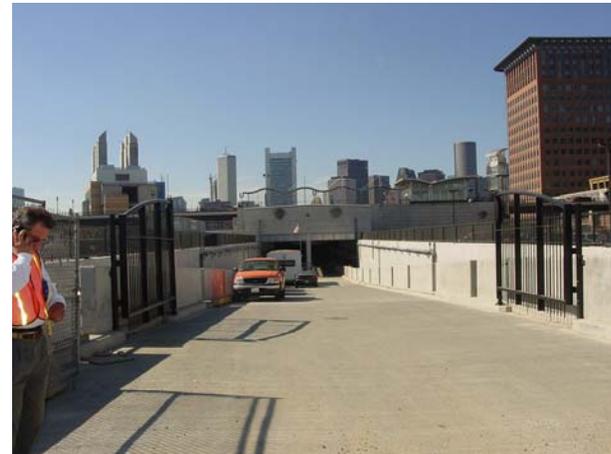
Airports and FAA Facilities



Critical Government Facilities



Railroad Bridges



Transit Infrastructure



Mitigation: Implementing Integrated Physical Security Systems

- Credentialing
- Access Control
- Screening
- Intrusion Detection
- CCTV
- Digital Video & Behavioral Recognition
- Emergency Communications
- Command Centers

Mitigation: Evaluating Counter-terrorism Technologies



Container Screening



Electronic Seals



Vehicle & Driver Identification

- Manage Entry Point Screening (EPS) Program for Technical Support Working Group (TSWG)
- Screening vehicles, vessels, packages, cargo, and people for explosives and WMD

Response and Recovery



Supported FTA Training,
Guidelines and Workshops

Agencies need interagency
agreements and integrated
communications

Guidelines, equipment, plans
and training needed for
recovery





Security Summary

- Volpe provides support to DOT and other agencies to maximize the safety, security, and operability of elements of the Nation's infrastructure
- Volpe Center has core competencies in security systems and technologies, applied as part of a multi-disciplinary approach
- Promoting a layered, systems approach to improve security, mobility and economic vitality
- Strive to reduce vulnerabilities and be prepared to respond and recover to minimize impacts

What We Need

- As DOT, Federal, state, and local agencies move to increase their organization's security programs, specialized skills and expertise will be required
- Staffing strategy
 - Federal and contractor support to meet broad range and number of skills needed for uncertain, near, and long-range requirements
 - Competitive pool of easily-accessible technical resources through task order contracts



Information

Volpe Website:

<http://www.volpe.dot.gov>

Volpe Journal Security Issue:

<http://www.volpe.dot.gov/infosrc/journal/index>

10-MINUTE BREAK

**WRITTEN QUESTIONS WILL BE
COLLECTED**





SECTION C/STATEMENTS OF WORK OVERVIEW

DTRS57-04-R-20011 – Full and Open

**DTRS57-04-R-20012 – Small Business
Set-Aside**





Transportation Security Solutions Full & Open DTRS57-04-R-20011 Statement of Work



Full & Open DTRS57-04-R-20011 Statement of Work

What does this solicitation address?

- **Protection of physical assets, operations, and people.**
- **Primarily - physical security threats**

REQUIRED expertise and capability:

**Vulnerability
Assessments**

**Mitigation
Planning &
Implementation**

Response

Recovery

- **Vulnerability assessment and security planning**
- **Mitigation and implementation**
- **Program development support**



Full & Open DTRS57-04-R-20011 Statement of Work

Note

- **Cyber security**

- **Program Development**
 - **Contingency and Emergency Response**
 - **Recovery**



Full & Open DTRS57-04-R-20011 Statement of Work

GENERAL TASKING

- **A contractor may be required to assess, analyze, design, develop, integrate, deploy, and monitor security systems, subsystems, and components.**
- **These designs shall fully integrate optimum equipment and products.**



Full & Open DTRS57-04-R-20011 Statement of Work

GENERAL TASKING (cont)

- **Utilize a “systems approach” to design**
- **System designs and recommended security programs may include structures; hardware; electronics; computer systems; communication systems; skills required for operation; and system-user interface, procedures, and training.**



Full & Open DTRS57-04-R-20011 Statement of Work

Task Area 1: Vulnerability Assessments and Security Planning

- **Security Policy**
- **Security Program Development**
- **Threat and Vulnerability Assessments**
- **Risk Analyses**
- **Security Audits**
- **System Analysis**



Full & Open DTRS57-04-R-20011 Statement of Work

Task Area 2: Mitigation Planning and Implementation

- **Integrated Security System Design and Installation**
 - **Technology Assessment**
 - **Conceptual System Definition**
 - **System Design**
 - **Production/Acquisition of System Components**
 - **System Installation**



Full & Open DTRS57-04-R-20011 Statement of Work

Task Area 2: Mitigation Planning and Implementation (cont)

- **Post Installation Testing**
- **Security Procedure Development**
- **Security System Training**
- **Next Generation Enhancements**
- **Evaluation of Countermeasures**
- **Post-Deployment System Monitoring,
Maintenance and Repair**



Full & Open DTRS57-04-R-20011 Statement of Work

Task Area 3: Program Development Support

- **Contingency and Emergency Response Development**
- **Recovery**



Transportation Security Solutions

SBSA DTRS57-04-R-20012

Statement of Work



SBSA DTRS57-04-R-20012 Statement of Work

What does this solicitation address?

- **Protection of physical assets, operations, and people.**
- **Primarily - physical security threats**

REQUIRED expertise and capability:

**Vulnerability
Assessments**

**Mitigation
Planning &
Implementation**

Response

Recovery

- **Vulnerability assessment and security planning**
- **System implementation**



SBSA DTRS57-04-R-20012

Statement of Work

NOTE - CYBER SECURITY

- **Cyber security work (e.g., protection of databases, systems, and networks) is being performed under other contracts.**
- **However, if cyber security is an integral part of a physical security study, a system to be developed, or a system to be deployed, it may be included under this contract.**



SBSA DTRS57-04-R-20012 Statement of Work

FULL AND OPEN VS. SBSA

The Government will determine by complexity, size, and vulnerability whether to compete a task order to the Full and Open TSS contractors or to the Small Business Set-Aside TSS contractors.



SBSA DTRS57-04-R-20012 Statement of Work

FULL AND OPEN VS. SBSA (cont.)

For task order competition in all cases, the decision will be based on whether there are two or more technically qualified small businesses that could compete for the task order and on the Contracting Officer's determination that the estimated task order value is fair and reasonable.



SBSA DTRS57-04-R-20012 Statement of Work

GENERAL TASKING

- **A contractor may be required to assess, analyze, design, develop, integrate, deploy, and monitor security systems, subsystems, and components.**
- **These designs shall fully integrate optimum equipment and products (Off-the-shelf).**



SBSA DTRS57-04-R-20012

Statement of Work

GENERAL TASKING (cont)

- **Utilize a “systems approach” to design**
- **System designs and recommended security programs may include structures; hardware; electronics; computer systems; communication systems; skills required for operation; and system-user interface, procedures, and training.**



SBSA DTRS57-04-R-20012 Statement of Work

Task Area 1: Vulnerability Assessments and Security Planning

- **Security Program Development**
- **Threat and Vulnerability Assessments**
- **Risk Analyses**
- **System Analysis**



SBSA DTRS57-04-R-20012 Statement of Work

Task Area 2: System Implementation

- **Security Design and Installation**
 - **Technology Assessment**
 - **Conceptual System Definition**
 - **System Design**
 - **Acquisition of System Components**
 - **System Installation**



SBSA DTRS57-04-R-20012 Statement of Work

Task Area 2: System Implementation (cont)

- **Post Installation Testing**
- **Security Procedure Development**
- **Security System Training**
- **Evaluation of Countermeasures**
- **Post-Deployment System Monitoring,
Maintenance and Repair**

**ADDITIONAL WRITTEN QUESTIONS
WILL BE COLLECTED**



REMINDERS

DTRS57-04-R-20011 Full and Open Competition

**PROPOSALS ARE DUE BY 3:00 P.M.
EASTERN STANDARD TIME, ON
MARCH 9, 2004**



REMINDERS

DTRS57-04-R-20011 Small Business Set-Aside Competition

**PROPOSALS ARE DUE BY 3:00 P.M.
EASTERN STANDARD TIME, ON
APRIL 16, 2004**





REMINDERS

FULL AND OPEN & SBSA

- **Written questions for both competitions are due by COB February 17, 2004**
- **Oral Presentations will begin approximately 16 days after the proposal submission due date**
- **Offerors will be notified at least 10 days in advance of their scheduled Oral Presentation date**





**THANK YOU FOR YOUR ATTENDANCE
AT THIS CONFERENCE**

**PLEASE TURN IN YOUR BADGE TO
THE GUARD AT THE DESK IN THE
FRONT LOBBY**