



Network Enhancing Technology Solutions (NETS)

Department of Commerce

(DOC)

Office of Acquisition Management

(OAM)

Shared Services Procurement Office

(SSPO)



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1.0 General Information

1.1 Purpose

This Request for Quote (RFQ) solicits quotes for Network Enhancing Technology Solutions (NETS) on behalf of the Department of Commerce (DOC) bureaus and offices.

This will result in the establishment of multiple Blanket Purchase Agreements (BPA) for Firm-Fixed-Price (FFP) commercial off-the-shelf (COTS) IT products, licenses and supporting software orders. The requirements are described in the attached Statement of Work (SOW) (Attachment 1). The BPA award length will span five years, constituting a five-year total ordering period and a total BPA capacity of \$750 million.

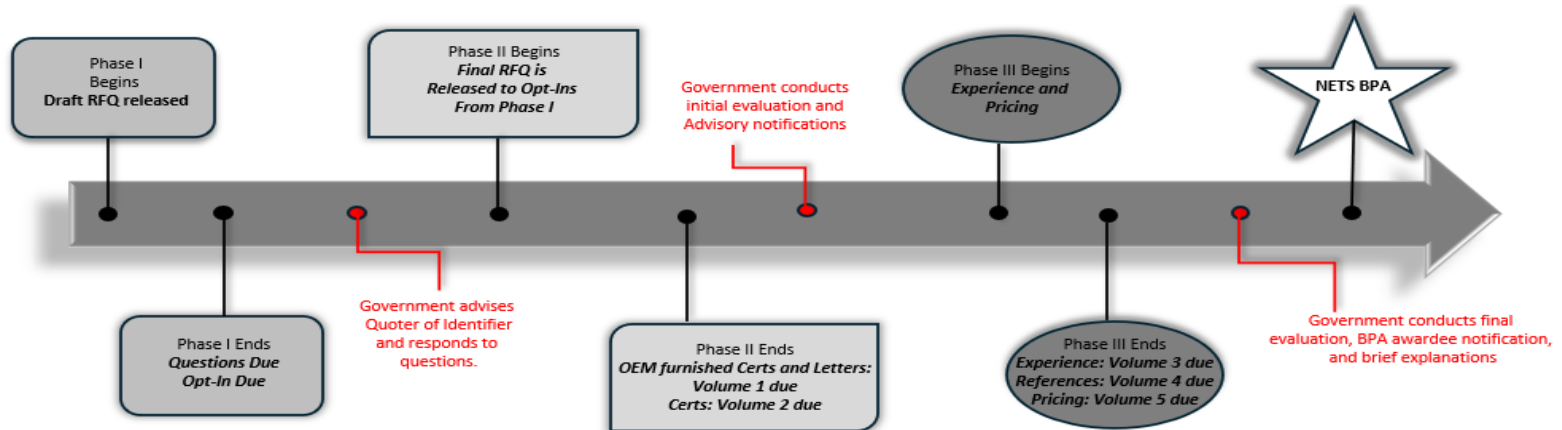
1.2 Method of Acquisition

The Government intends to establish the BPA by using FAR 8.405-3 ordering procedures under the General Services Administration (GSA) Federal Supply Schedules (FSS) program utilizing the Multiple Award Schedule (MAS) Category of 33411, Purchasing of New Electronic Equipment. In order to be eligible for award the Contractor must hold a MAS contract with schedule category 33411. This procurement is set-aside 100% for Small Business. It is anticipated that three (3) or more awards will be made from this solicitation, but the Government reserves the right to make the number of awards that are in its best interests.

1.3 Phases of Acquisition

This RFQ follows a three (3) phased approach: Phase I begins with a Draft RFQ, a question-and-answer period (QAS), and an opt-in opportunity. Phase II focuses on the evaluation of the Original Equipment Manufacturer (OEM) certifications, Letters of Supply (LOS), and OEM-Contractor Partnerships. Phase III evaluates Demonstrated Prior Experience and Price. The Phase I activities aim to help potential Quoters decide whether to participate by offering transparent information before investing significant time, financial resources, and effort in preparing solicitation responses.

Phase I, Phase II, and Phase III submittals shall be submitted via email to: NETS@doc.gov. Acceptable evidence to establish the time of receipt will be based on the receipt date/time stamp in the quotation submission through the Commerce designated email box for this procurement. In instances of technical delays, the Contracting Officer (CO) has the discretion to provide fair consideration for quotations where evidence exists that the quotation was submitted to via email to: NETS@doc.gov prior to the submission deadline.



2.0 Communications & Opt-In Submission

2.1 Phase I

The government will post the Draft RFQ and related documents on GSA eBuy. Each Quoter **must** email the designated inbox: NETS@doc.gov to confirm their intent to submit a quote before the QAS deadline by submitting a cover letter. Failure to do so may prevent the Quoter from being eligible for award, even if they participated in the QAS by submitting questions. Additional details on the QAS and Opt-in requirement are provided below.

QAS: The Government will issue a Draft RFQ before the Final RFQ release. All documents will be provided as drafts, with the traditional QAS occurring **exclusively** during the Draft RFQ phase. There will be no additional session for asking questions after responses are given in this phase, including after the final RFQ is issued. However, the Government reserves the right to hold an additional QAS if significant changes occur between the draft and final documents and if deemed in the Government's best interest.

Please use this Draft RFQ and QAS to submit your questions and provide your Opt-in notification.

Due Date/Time: Questions relevant to this Draft RFQ must be submitted via email to: NETS@doc.gov. Questions and Opt-In are due no later than **12:00 PM Eastern Time on April 16, 2025**.

The Government does not intend to provide a response to questions submitted after the due date, and quoters will not receive a Federal Government response until all questions have been received by the due date.

While the Government will not attribute questions to specific Quoters, the text of the questions and answers may be published and shared with Quoters who have submitted the required Opt-In notification. Please note that any changes to the RFQ document will be made within the document itself. Responses within the Q&A document do not have the full force and effect of an amendment to the draft solicitation and are provided as a courtesy for clarity. If any changes from the QAS are determined by the government are required, they will be reflected within the final request for quote (RFQ). The quoter is responsible for thoroughly reviewing and understanding all solicitation documents.



Opt-In: Please note: If a Quoter fails to provide the Opt-In notification by the listed due date/time via email to: NETS@doc.gov, then that Quoter will NOT be permitted to submit a Quotation against this RFQ. FAR 8.405-3, which governs the issuance of blanket purchase agreements, does not require the Government to provide the RFQ to every schedule contractor. Instead, FAR 8.405-3(b)(2)(iii) mandates that the RFQ be provided only to schedule contractors offering services that meet the agency's needs. Additionally, FAR 8.405-3(b)(2)(v)(B) allows the Government to narrow the pool of quoters, provided it ensures that quotes are received from at least three contractors capable of fulfilling the requirements, based on market research. **Accordingly, for this RFQ, the Government is using the Draft RFQ, QAS, and Opt-In as Phase 1 to identify the subset of prospective quoters who qualify.**

Opt-In limitations:

- 1) The Quoter who submits the Opt-In notification, and who holds an active MAS with the appropriate SIN, is the only quoter permitted to submit a quotation. The Quoter is not permitted to abruptly transition into a subcontractor while designating another contractor as the Prime Quoter. **Only the contractors who submit the required Opt-In notification by the due date/time will be eligible to receive the Final RFQ.**
- 2) Contractors who Opt-In are not required to submit questions.
- 3) Contractors who Opt-Out are not required to submit anything to the Government.
- 4) The Government will **only** consider QAS responses from those contractors who have decided to Opt-In.
- 5) If the Quoter elects to Opt-In, the Government will notify the quoter of the specific identifier that will be utilized in place of quoter identifier marks in phase II and phase III of this RFQ.

PHASE I SUBMISSION:
<ul style="list-style-type: none">The Opt-In requirement is limited to a one-page cover letter.

The Opt-In requirement is limited to a one-page cover letter only, containing the following information:

- Quoter Name and UEI
- GSA MAS Schedule/Contract Number
- Point of Contact information:
 - Name
 - Phone Number
 - Email address
- An opt-in statement as follows: [Quoter Name] elects to Opt-In for this procurement and receive the Quoters Specific Identifier, Final RFQ, and related documents.

This document must not include any advertising or marketing material nor any information beyond what is explicitly required. Failure to comply will result in the removal of these items from consideration. The one-page cover letter will be the only appropriate document to contain the quoters' company logo and name throughout this RFQ.



3.0 Phases II and III Quotation Preparation Instructions

PHASE II and PHASE III submissions will not contain company-branded logos, company identification marks (i.e. Quoter Company Name) and images that identify the quoter. The quoter will only acknowledge or refer themselves by utilizing the Government provided identifier. Failure to adhere to this requirement in phase II and phase III will result in removal of consideration. Note: OEM drafted certifications and letters are exempt from this requirement.

Advisory Notification:

After the Government completes its evaluation of the Phase II submissions, the Quoter will receive an advisory notification via e-mail from the Government. This notification will serve as the Government's advisory recommendation to proceed or not to proceed with a Phase III submission. Regardless of the advisory recommendation, all Quoters who intend to participate in Phase III shall send an email with their intent to participate to NETS@doc.gov no later than Four (4) business days after receipt of the notice. The advisory recommendation will specify the time and date for the intent to participate cutoff. Quoters who are most highly rated for Factor 1 will be invited to proceed with the Phase III quotation submission. Quoters who are not among the most highly rated will be advised that they are unlikely to be viable competitors and recommended not to proceed further. The intent of this advice is to minimize quotation preparation costs for those Quoters with little-to-no chance of receiving a BPA award.

If a Quoter receives an advisory notification to proceed to Phase III, the Quoter shall send an email to NETS@doc.gov no later than four (4) business days after receipt of the advisory recommendation, indicating their intent to participate in Phase III. After the Government receives notice from the Quoter stating their intent to participate in Phase III, the Government will send a response email indicating the Phase III submission due date.

If a Quoter receives an advisory notification not to proceed to Phase III, but still chooses to participate in Phase III, the Quoter shall send an email to NETS@doc.gov no later than four (4) business days after receipt of the advisory recommendation, indicating their intent to participate in Phase III. After the Government receives notice from the Quoter stating their intent to participate in Phase III, the Government will send a response email indicating the Phase III submission due date.

General Submission Information:

In response to this RFQ, the Contractor shall prepare a detailed quote for meeting all stated requirements. The Quoter must demonstrate the ability to meet the requirements of the Statement of Work (SOW). Quotation documents shall comply with the following limitations and characteristics:

- Do not include marketing materials on volumes.
- Margins (Top, Bottom, Right and Left) no smaller than 1" (headers and footers are allowed in the margins)
- Submission shall be provided in electronic format only
- All font, including graphics and tables are to be Times New Roman, font size 12 with no other exceptions
- Quotes shall be submitted in a format readable by and searchable in Microsoft (MS) Office 2007 (or later), MS Word, MS Excel, or in text searchable PDF format, as applicable.



- **All** Volumes will be submitted as separate attachments under one email to NETS@doc.gov and will include the following in the subject line: “Quoter No. (insert assigned identifier) DOC NETS RFQ Response”.
- Failure to participate in Opt-In time frame during **Phase I** will preclude Quoters from participating in Phase II and Phase III and any further consideration of their quote.
- Failure to submit any of the information requested in this RFQ during the date and time frame allotted for each phase may lead to the rejection of the quotation.

IAW FAR 8.405-3(d)(3) Contractors may be awarded BPAs that extend beyond the current term of their GSA Schedule contract, so long as there are option periods in their GSA Schedule contract that, if exercised, will cover the BPA’s period of performance.

Quoters may not enter into Multiple Award Schedule (MAS) Contractor Team Arrangements (CTA) with another small business or other than small businesses (OTSBs). The MAS CTA process is prohibited with work sharing and privity of contract and submissions of the team. MAS CTAs are prohibited by the government for this BPA. The Quoter does have the ability to utilize subcontractors for meeting Government requirements except for *Tier 1 OEM Federal Authorized Reseller and Partnership requirements*.

3.1 Phase II

PHASE II SUBMISSION*
Factor 1 – OEM Certifications: <ul style="list-style-type: none">• Volume One (1): OEM furnished Certifications and Letters• Volume Two (2): Completed Government provided document identifying OEM Certifications, Letters of Supply, and Partnerships (Reference Attachment 3)

Certifications:

The Quoter shall provide evidence of the following in their volume submittal. The ability to submit evidence that exceeds the Federal Authorized Reseller certification and partnerships requested may instill higher confidence and will be considered in the best value analysis. The ability to submit certifications, letters, and partnership status at the Prime Quoter level may instill higher confidence. Each bullet under each OEM tier requires evidence which could be a hyperlink to the OEM site showing the contractor’s unexpired status, letter, or certificate.

Tier One (1) OEMs:

- The Quoter shall submit evidence of affirmative confirmation as a Federal Authorized Reseller for the Original Equipment Manufacturers Cisco and Dell at the Prime Quoter level.
- The Quoter shall submit evidence of affirmative confirmation as a Cisco Select Federal Partner and Dell Gold Federal Partner for the Original Equipment Manufacturers Cisco and Dell at the Prime Quoter level.



- The ability to submit evidence that exceeds the minimum requirements of a Cisco Select (i.e. Premier, Gold) Federal Authorized Reseller at the Prime Quoter level may instill higher confidence. Cisco Gold is considered the highest-level partnership status available.
- The ability to submit evidence that exceeds the minimum requirements of a Dell Gold (i.e. Platinum, Titanium) Federal Authorized Reseller at the Prime Quoter level may instill higher confidence. Dell Titanium is considered the highest-level partnership status available.
- The ability to submit evidence as a Letter of Supply for the Original Equipment Manufacturers Cisco, Dell, or both, may instill higher confidence.

Tier Two (2) OEMs:

- The Quoter shall submit evidence of affirmative confirmation as a Federal Authorized Reseller for three (3) of the Tier Two (2) Original Equipment Manufacturers.
- The ability to submit evidence that exceeds the minimum three (2) of the Tier Two (2) Federal Authorized Reseller certifications may instill higher confidence.
- The ability to submit evidence of partnership status (e.g., Gold, Silver, Bronze), as applicable, for the Tier Two (2) Original Equipment Manufacturers may instill higher confidence.
- The ability to submit evidence as a Letter of Supply for the Original Equipment Manufacturers' level may instill higher confidence.

Tier Three (3) OEMs:

- The Quoter shall submit evidence of affirmative confirmation as a Federal Authorized Reseller for three (3) of the Tier Three (3) Original Equipment Manufacturers.
- The ability to submit evidence that exceeds the minimum three (3) of the Tier Three (3) Federal Authorized Reseller certifications may instill higher confidence s.
- The ability to submit evidence of partnership status (e.g. Gold, Silver, Bronze), as applicable, for the Tier Three (3) Original Equipment Manufacturers may instill higher confidence.
- The ability to submit evidence as a Letter of Supply for the Original Equipment Manufacturers' may instill higher confidence.

The Quoter shall complete volume two (attachment 3) in correspondence with the submitted Original Equipment Manufacturer Federal Authorized Reseller certifications, Letters of Supply (LOS), and OEM-Contractor Partnerships certifications submitted in volume one. Volumes one and two will be compared for equivalency and validity by the Contracting Officer prior to submission of volume two to the technical evaluators for review. The Contracting Officer may confirm validity with any certification documentation submitted with the OEM. Failure to meet minimum requirements or misrepresent certifications, letters, and relationships with the OEM will result in removal from evaluation.

3.2 Phase III

PHASE III SUBMISSION
Factor 2 – Demonstrated Prior Experience Volumes: <ul style="list-style-type: none">• Volume Three (3): Demonstrated Prior Experience Narratives (500 word-limit response for each experience)• Volume Four (4): Ability to Contact References (Reference Attachment 2)



Factor 3 – Volume Five (5): Government provided Price Volume (Reference Attachment 4)

Demonstrated Prior Experience Volume:

The Quoter shall provide a narrative summary for each prior experience request relative to the requirements of the SOW and populate the References Attachment 2 with the requested inputs in correspondence with each experience narrative. Written response content that extends beyond any specified total character count will not be considered.

The Quoter shall detail its demonstrated prior experience within volume three (3) submission as it aligns to the requirements of the SOW as a Prime or Subcontractor awardee on a BPA or other ordering vehicle or contract for fulfillment of commercial off-the-shelf (COTS) IT products, licenses and supporting software orders. The Quoter(s) shall provide sufficient information for the Government to evaluate its level of confidence that the prior experience and/or capability described reflects contracts of similar size, scope and complexity with the RFQ requirements. Order size under the BPA in terms of dollar values is anticipated to range between orders with a total cumulative value of \$5K up to orders with an annual value of \$5M or more. There is a minimum dollar threshold of \$5 million total contract dollar value for prior experience references, higher dollar values may instill higher confidence. Prior experience should be inclusive of the quoted team including any subcontractor agreements. Experience may come from both Federal and commercial contracts, but federal contracts may instill higher confidence. Quoters may cite the same contract to address multiple core functional areas. The Quoter shall detail its experience addressing the three demonstrated experiences listed below:

Experience One (1):

The quoter shall demonstrate their experience in a 500-word limit response narrative describing the contractor's strategic use of industry's best practices, standards, and guidelines to mitigate cybersecurity risks within the supply chain. The narrative should encompass:

- Describing the tools and methodologies employed to maintain compliance with cybersecurity mandates and standards.
- Detailing the process in place to stay informed of new legislation, executive orders, and directives related to supply chain cybersecurity risks.
- Detailing ISO or equivalent certifications the quoter maintains to effectively combat supply chain risk.

Experience Two (2):

The quoter shall demonstrate their experience in a 500-word limit response describing experience as a commercial off-the-shelf (COTS) value added reseller. The narrative should encompass:

- Demonstrating technical expertise, and ability to provide additional services like installation, customization, and support.
- Describing the tools and methodologies employed to actively expand partnerships with Original Equipment Manufacturers (OEMs).
- Describe the "value-add" the quoter provided to its customers.

Experience Three (3):



The quoter shall demonstrate their experience in a 500-word limit response narrative describing responding to orders in a high-paced environment. The narrative should encompass:

- Demonstrating experience responding to requests for quotation (RFQ) in a high work tempo environment to maintain the 15-day turn-around time (SLA Agreement) from requisition to award.
- Describing the tools and methodologies employed to respond to RFQs as practicable during surges in quarter three (3) and quarter four (4) of the Federal fiscal year.
- Outlining proactive measures, the quoter has implemented if identified they are trailing behind other BPA awardees in the volume of orders processed.

References Volume:

The Quoter may only cite contracts or projects as a reference if the work is ongoing or has been completed within the last 36 months from the release date of this solicitation. If using an ongoing project, then there shall be at least 12 months of documented performance history available. The Quoter may use prior experiences in which they served as a prime or subcontractor; however, experience as a prime may instill higher confidence. The Quoter must identify the Quoter's role (prime vs. subcontractor) in all the prior experience references submitted. Experience from subcontractors may be cited in Attachment 2, however at minimum, the small business serving as the Prime Quoter is required to cite experience specific to its performance for at least one (1) of the potential three (3) experience entries. The Quoter is encouraged to share examples of experience supporting a similar office within a federal agency. Non-federal experience may be referenced, but the Quoter's federal experience is preferred and may instill higher confidence.

For each experience demonstrated, a corresponding reference is required in Attachment 2. Quoter may use the same contract or project for more than one of the references, the Quoter shall include the following:

- Contract/task order/other document number
- Contract Dollar Value
- Prime or Subcontractor Notification
- Contracting Agency
- Customer / Reference Information for the Contract
 - The Government reserves the right to review and consider any information contained within the Contractor Performance Assessment Reporting System (CPARS) or any other Government or publicly available system, source, or individual.

Price Volume:

This section consists of the pricing and business terms associated with the Quote to enter into an agreement to perform the desired work. It includes a Pricing Percentage Discount and a Sample Quotation Template (Attachment 4) for completion. The Contractor shall submit sufficiently detailed information in the price sample quote and percentage discounts tab on the excel document (Attachment 4) to permit the Contracting Officer and authorized representatives to evaluate the quote for completeness, fairness and reasonability.



The Government estimates that the volume of purchases encompassing all orders placed in the five-year ordering period may amount to \$750M. **Please note that the estimated capacity amount is only an estimate and is not a guarantee of work. The BPA does not obligate any funds.** The Government is obligated only to the extent of authorized orders awarded under the BPA. There is no limit on the dollar value of task orders issued under a BPA. All orders under this resulting BPA will be Fixed-Firm Price (FFP).

A. Completed/Signed SF 1449

The Standard Form 1449 is to be executed fully with original signature and included in this volume. The person signing shall have the authority to legally bind the Contractor to all provisions of the quote, fully recognizing that the Government has the right, by the terms of the solicitation, to make an award without discussions if it so elects. The minimum quote validity period is **120 calendar days** unless the Contractor proposes to offer a longer validity period at time of quote submission. Countersignature of the Quoter's signed SF 1449 by an authorized Government Contracting Officer will represent the fully executed BPA award form for Quoter's selected for award.

B. Signed Amendments (if any)

The Quoter shall include executed (signed) SF30 forms acknowledging all amendments that have been issued for this solicitation. If it appears that any prospective BPA awardee has inadvertently missed an SF30 form, then the Contracting Officer may allow them to provide them during the exchanges process.

C. Completed Pricing Template

The Contractor shall include the completed Pricing Sample Template (Attachment 4). Any applicable discounts off of the contractor's GSA Schedule rates are requested and strongly encouraged. NOTE: The electronic copy submitted with the quote must be submitted in Microsoft Excel format with read and write access.

Consistent with the Attachment 4 instructions, Quoters shall complete the sample price quotation for the requested sample of Tier One (1) OEM products. In accordance with the Attachment 3 instructions, Quoters are responsible for ensuring that the qualifications associated with their MAS Category meet or exceed the requirements.

4.0 Evaluation Method and Factors

4.1 Evaluation Method

- a. The Government anticipates it will issue multiple Blanket Purchase Agreements (BPAs) resulting from this RFQ to the responsible Vendors whose quotes are determined to provide best value to the Government, considering both price and non-price factors.
- b. In determining which quotes provide best value to the Government, an integrated evaluation and assessment of Quoters will be conducted and the Government will make award to the Highest Technically Rated Vendors with a Reasonable Price (HTRV-RP). In this regard, the goal of



this procurement is to establish a set of multiple-award BPAs with the vendors determined to provide the greatest overall value and lowest overall performance risk. Orders will subsequently be competed among the multiple-award BPA holders utilizing FAR 8.405-3(c)(2) fair opportunity procedures. Use of the HTRV-RP method for determining best value at the BPA level will best achieve the objective of establishing multiple-award BPAs with vendors most capable of providing best value at the order level which will result in the lowest overall cost alternative to meeting the Government's needs.

- c. The evaluation includes the following non-price factors in descending order of importance:

Factor 1 – OEM Certifications

Factor 2 – Demonstrated Prior Experience

Both factors will be evaluated using confidence ratings with a rating scale of High Confidence, Some Confidence, and Low Confidence. OEM Certifications (Factor 1) and Demonstrated Prior Experience (Factor 2) are approximately equal and when combined are more important than Price (Factor 3). When combining both Factor 1 and Factor 2 ratings you receive the Highest Technically Rated Vendors.

- d. The price (Factor 3) evaluation will not result in establishment of a total evaluated price. The evaluation process will neither be based on the Lowest Price Technically Acceptable (LPTA) nor Tradeoff process. Within the best value continuum, the FAR defines best value as using any one or a combination of source selection approaches. For the anticipated BPA awards, the HTRV-RP process described herein will determine the best value basis for these agreements. Accordingly, the Quoters with the highest ratings across the Experience Volumes, Certifications Volumes with a price determined to be fair and reasonable will be eligible for award.
- e. Quotes will be reviewed for page limitations. Pages exceeding the page limitation will be eliminated from evaluation at the outset and will not be considered by the evaluation team
- f. Quotes will also be reviewed for compliance with instructions. Quotes that are determined "Non-compliant" with solicitation instructions may be removed from consideration for award during evaluation.
- g. A quote that lacks sufficient information or otherwise fails to comply with solicitation instructions in one or more phases and factors may be removed from further consideration for award or continued evaluation.
- h. The Government reserves the right to waive any minor informality or irregularity in the quotations received.
- i. The Government anticipates selecting awardees based on initial quotes, without engaging in exchanges with Quoters. The Quoters should recognize that their initial price and technical volumes may be used as the sole and final basis for award and should quote accordingly. Quoters are thus strongly encouraged to submit their best technical solutions and price in response to this RFQ. The Government reserves the right to request additional information,



however, such as revisions to correct minor clerical errors, or to request additional discounts if it is in the Government's best interest to do so.

- j. This method does not use any aspects of FAR subpart 15.3. The use of this fair opportunity process does not obligate the government to determine a competitive range, conduct discussions with any contractors, solicit proposals or revisions thereto, or use any other source selection techniques associated with subpart 15.3.
- k. Exchanges with Best-Suited Contractor(s): The Government anticipates selecting the best-suited Quoters from initial responses without engaging in exchanges with Quoters. Therefore, Quoters are strongly encouraged to submit their best technical and pricing quotes in response to this RFQ. Once the Government determines the Quoters that are the best-suited (i.e., the apparent successful Quoters), the Government reserves the right to communicate with only those Quoters to address any remaining issues, if necessary, and finalize an agreement with those Quoters. These issues may include anything in the non-price or price factors. Additionally, the quoter may be offered the opportunity to remedy any issues, if they exist for any factor, prior to establish of the agreement. If the parties cannot successfully address any remaining issues, as determined pertinent at the sole discretion of the Government, the Government reserves the right to communicate with the next best-suited Quoters based on the original analysis and address any remaining issues. Once the Government has begun communications with the next best-suited Quoter, no further communications with the previous Quoter will be entertained until after the agreement has been awarded.
- l. The quoters submissions in Phase II and Phase III will be masked and not contain company-branded logos, company identification marks (i.e. Quoter Company Name) and images that identify the quoter.
- m. Restriction on the Use of Artificial Intelligence (AI) Technologies in RFQ Submissions

The use of Artificial Intelligence (AI) technologies, including but not limited to AI-assisted writing tools and automated content generators, is expressly discouraged for the preparation of the required 500-word response narratives. All narratives should be the original work of the Quoter, demonstrating their unique expertise, methodologies, and compliance strategies. Quotes must represent the Quoter's original work and must not infringe upon the intellectual property rights of others. Plagiarism, including the unauthorized use of AI-generated content, is strictly prohibited and may result in the quote being deemed non-compliant.

By submitting a Phase III response, the Quoter certifies that the narratives provided were created without the assistance of AI technologies. Failure to comply with this requirement may result in disqualification of the submission response at the sole discretion of the Contracting Officer. Furthermore, the Government reserves the right to investigate and verify the authenticity of the submitted narratives, including the use of open-source AI detection tools. Plagiarism, including the unauthorized use of AI-generated content, is strictly prohibited and may result in the quote being deemed non-compliant.



4.2 Evaluation Factors

The following factors will be used to evaluate quotes:

1. Phase I: Cover Letter

The Government will review the cover letter submittal to ensure the following information:

- The Quoter's Unique Entity Identifier (UEI) is valid in System for Award Management (SAM) with the appropriate Quoter Name.
- The Quoter is a valid GSA MAS Schedule/Contract Number under schedule category 33411
- The Quoter submitted a Point of Contact.

2. Phase II: Factor 1 -Original Equipment Manufacturer (OEM) Certifications, Letter of Supply, Partnerships

The Government will evaluate the Quoter's certifications, letters, and partnerships as it aligns to the requirements of the SOW. There are two volume submittals required for factor 1, one volume consists of the Quoter's OEM provided certifications and letters, while volume two consists of a corresponding reference document (Attachment 3). The Government will consider the information required for certifications and partnerships as listed in Section 3.1 of this RFQ, including each bullet under each OEM Tier requirements submission.

3. Phase III: Factor 2 - Demonstrated Prior Experience

The Government will evaluate the Quoter's prior experiences as it aligns to the requirements of the SOW. There are three (3) experience narratives, each one is given a 500-word limit and each narrative must include a reference (Attachment 2). The Government will consider the information required for each demonstrated prior experience as listed in Section 3.2 of this RFQ, including each bullet under each Demonstrated Prior Experience submission.

4. Phase III: Factor 3 -Price

The Government will evaluate the completeness, fairness and reasonability of the sample price quote including discounted rates and of the Quoter's approach to OEM discount percentages against the Quoter's GSA Schedule price to provide best value solutions under the fair opportunity ordering process to be applied at the order level. Additionally, the Government will evaluate the Quoter's price quote for compliance with the RFQ instructions.

Confidence Ratings for Non-Price Factors:

The evaluation of each non-price factor (Factors 1 and 2) will be done holistically with a rating scale of "high confidence," "some confidence," and "low confidence," representing the technical team's confidence that the Quoter understands the requirement and will be successful in performing the work. Each non-price factor will receive an individual confidence rating as outlined in the table below; there will not be an overall or roll-up confidence rating for the nonprice factors.



High Confidence	The Government has high confidence that the Quoter understands the requirement, proposes a sound approach, and will be successful in performing the agreement with little or no Government intervention.
Some Confidence	The Government has some confidence that the Quoter understands the requirement, proposes a sound approach, and will be successful in performing the agreement with some Government intervention.
Low Confidence	The Government has low confidence that the Quoter understands the requirement, proposes a sound approach or will be successful in performing the agreement even with Government intervention.

4.3 Communicating Innovative Techniques with Industry

This solicitation encompasses several innovative procurement techniques. To increase transparency of them with industry, they are listed below. The PTAI, <https://acquisitiongateway.gsa.gov/periodic-table>, includes a full tile sharing the description, problems solved, benefits of use, small business benefit, and real sample documents (including training aids) for each.

- Communicating Innovative Techniques with Industry (CITI)
- Down-Selects
- Confidence Ratings
- *Masked Quotes*
 - This is a new technique for SSPO and is not yet on the PTAI. The process is being considered to mask the name of the quoter's and teams to ensure an unbiased evaluation by the technical evaluation team.
- On-the-Spot Consensus Evaluation
- Streamlined Documentation
- HTRV-RP

5.0 Attachments

Attachment 1: Statement of Work
Attachment 2: References
Attachment 3: OEM Certifications
Attachment 4: Percentage Discounts and Sample Quotation
Attachment 5: BPA Terms and Conditions
Attachment 6: Standard Form 1449
Attachment 7: Limited Sources Justification