

SECTION C

EVALUATION FACTORS FOR AWARD

Proposals shall be evaluated in accordance with this section of the solicitation using the criteria specified below to evaluate each proposal. "Evaluation" (as used in this section) means comprehensive scrutiny of every aspect (unless specifically excluded by the terms of this section) of the offeror's proposal including written submissions, discussions, negotiations, and site visits. The evaluation of proposals will be conducted by a source selection panel. The selection for award shall be made by a Source Selection Authority (SSA).

Award will be made to that offeror whose proposal contains the combination of those criteria offering the best overall value to Battelle and not necessarily to the offeror with the lowest price or highest technical evaluation. Best value will be determined by a trade-off analysis of comparative differences in the value of technical merit/management features with differences in price/cost. Battelle is concerned with striking the most advantageous balance between technical merit/management features and price/cost.

Technical Evaluation

This solicitation contains requirements which must be satisfied in order to qualify for evaluation of any offer to begin. These requirements are identified as Mandatory Requirements [MR]. The definition of an [MR] is as follows:

[MR] Mandatory Requirement - Compliance with this Battelle need is absolute. Failure to demonstrate demanded performance/comply with any [MR] will generally result in the unacceptability of a proposal. Compliance allows the offeror's proposal to qualify and be considered for further evaluation. An offeror will not receive an evaluated rating by fulfilling this requirement.

A LISTING OF THE MRs MAY BE FOUND IN ATTACHMENT 1.

After satisfying all MRs, the offeror must provide value related factors [VLF] which in Battelle's judgement provides a system which will allow for the accomplishment of science as described in the User Requirements Document (see Appendix 2) in the best possible manner. Achieving excellence over competing offers should be the offeror's goal.

The definition of a VLF is as follows: A value related factor is a desired feature or functionality which exceeds an MR requirement.

VALUE RELATED FACTORS MAY BE FOUND IN ATTACHMENT 1. THEY ARE NOT LISTED ANY ORDER OF IMPORTANCE.

AN OFFEROR'S PROPOSAL MUST MEET THE MANDATORY REQUIREMENTS [MR] IN ORDER TO BE CONSIDERED FURTHER!

AN OFFEROR CAN ACHIEVE AN EVALUATION RATING ONLY BY OFFERING VRFs

Price/Cost

Price will be a substantial, significant factor and will be highly influential in the selection of an offeror for award. Battelle will evaluate offers based on the **Total Aggregate, System Price (TASP)** shown in **Section G, Price Proposal**. **The lease price will be evaluated based on a three year lease. A lease award is anticipated.**

The financial section of each proposal will be evaluated to determine if proposed prices provided by the offeror are reasonable and realistic. If minor facility modifications are required to accommodate an offeror's proposed system, Battelle's estimated cost will be added to the TASP. Battelle cannot reasonably consider a TASP beyond \$24 million.

Past Performance

Past Performance will be evaluated in making a source selection decision. The source selection evaluation panel will survey the offeror's customers to make a confidence level assessment based on the information received. This assessment will provide an indication of how well an offeror delivers on its promises. The confidence level assessment could affect the overall best value decision by the source selection official.

Offerors shall provide the following business management information:

- Name, address, and telephone number of the offeror's three most recent (different companies or government activities) customers now using a machine(s) having high performance computing capabilities such as described within this solicitation. First line supervisors who continually work with the machine are considered customers;
- Name of the company or government activity identified above as a customer; and,
- Type of system being used by the customer, date of delivery, and available statistics to indicate the mean time to repair (MTTR) and mean time between failure (MTBF).

The information above shall be supplied at the same time an offeror indicates an intent to provide a proposal.

From these data, Battelle intends to gain knowledge of, as a minimum, the offeror's:

- Ability to deliver computers of the proposed type on schedule, successfully install these systems, pass system acceptance and reliability tests in a timely fashion, number of outstanding deviations at the time of acceptance, and maintain the systems over a period of time;
- History of successfully and promptly resolving system hardware, software, operations, and integration problems;
- History of successfully and promptly fulfilling technical queries;
- Adherence of supplied equipment to present standards and responsiveness of the company to new standards; and,

- Customer assessment of system reliability, ease of operation, documentation, time to repair, ease of repair, freedom from bugs, and customer support.

Battelle may survey customers not provided by the offeror who are known by Battelle to have a business relationship with the offeror.

Other Factors Considered

Other factors (in addition to technical evaluation, price/cost, and past performance) which will be evaluated to determine offeror responsibility are: production capability, financial condition, and any other factors required by applicable statutes or regulations.

Summary

Battelle's goal in this acquisition is to acquire a system with value related factors and features at the most reasonable price possible resulting in the best overall value to Battelle. Any reasonable offer which proposes the value related factors contained within this solicitation or proposed value related features over/above those contained in this solicitation will be considered.

SECTION G

PRICE PROPOSAL FORM

\$ AMOUNTS

Line Item 1: HPCS-2 Purchase Price [MR] _____
[The first year of Hardware/Software Maintenance is included
in the warranty and is part of this price]

Line Item 2: Installation [MR] _____

Line Item 3: Acceptance Testing [MR] _____

Line Item 4: Year 2 Hardware Maintenance[MR] _____

Line Item 5: Year 2 Software Maintenance [MR] _____

Line Item 6: Year 3 Hardware Maintenance [MR] _____

Line Item 7: Year 3 Software Maintenance [MR] _____

Total Aggregate System Price _____

Line Item 8: Operating Lease [No title transfer] [MR]* _____/mo. _____

Line Item 9: Capital Lease [Title after 3 years][MR]* _____/mo. _____

Options. [VRF]**

* This price is a Total Aggregate System Price which includes all of the elements [Line Items 1-7] as shown above in the total aggregate purchase price.

** Battelle will consider out-year upgrades or any other offer which enhances the best value of the machine offered.