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• **Research**
• **Partnership to**
• **Secure Energy**
• **for America**
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RPSEA Proposals
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Secure Energy for America



RPSEA's First Proposals

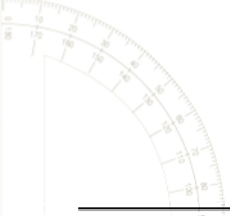
1. What we requested
2. How we evaluated proposals
3. Results of the evaluation
4. What we learned
5. What we are doing to improve



What We Requested

- Full and Open competition
- Cost-reimbursable contracts

- To date, we have issued:
 - 1 Small Producer RFP with multiple awards
 - 1 Unconventional Onshore RFP with multiple awards
 - 9 Ultra-deepwater RFP's with single awards



What We Requested - Proposal Requirements

IV. PROPOSAL CONTENTS:

The Offerors proposal shall include:

- A. Volume I - Cost/Price Proposal (see instructions in Attachment III)
- B. Volume II - Technical Proposal (see instructions in Attachment II)
- C. Government Property Questionnaire (Attachment VIII)
- D. Signed Proposal Signature Page (part VII of this Attachment I)

In addition, proposals over the specified amounts will require submission of the following documents, as described in Section VI below.

For proposals over \$100,000: [Representations and Certifications Part D, Department of Energy](#)

For proposals over \$650,000: [Cost Accounting Standard \(CAS\) Certification](#)

For proposals over \$550,000: [Standard Subcontracting Plan](#)

Completeness - All information required by the RFP must be supplied in order to constitute a responsive Offer. Non-responsive offers will not be considered for award.

Technical Volume

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Compliance Review

RPSEA will perform an initial Pass/Fail review of all proposals to determine that:

- (1) The Offeror is eligible for an award as determined by the EPCRA Law;
- (2) The Offer is responsive to the solicitation requirements;
- (3) The Offeror has satisfied all mandatory RFP requirements.

Technical Review

Criterion 1: Commercial –15%

- Agreement/Compliance with terms of the sample subcontract.
- Identification and amount of industry cost share.
- Contracting Strategy
- Total Cost and summary by Task

Criterion 2: Technical and Management Qualifications and Experience – 50%

- Experience with flow assurance technologies
- Experience with wax control/remediation technologies
- Available computer and technical resources
- Proven ability to deliver on time and within budget
- Quality of support staff, based on experience and track record in industry
- Human Resources availability

Criterion 3: Technical Approach – 30%

- Total Scope of Work (elaboration on tasks and deliverables) and Management Plan
- Schedule compliance
- Ready access to information from past industry events/workshops and literature search tools
- Plan for testing and qualification of new technology
- Proven ability to innovate with limited resources
- Technology transfer plan

Criterion 4 - Quality and Health, Safety & Environmental (HS&E) – 5%

- Description of quality and HS&E process



Proposals Received to Date

Program Element	Proposals Received	Non-Compliant
Small Producer	17	4
Unconventional Onshore	50	3
Ultra-deepwater	22	0
TOTAL	89	7



Reasons for Non-Compliance

Non-Compliance	Number of Proposals
Over the page limit	3
Non-responsive to the table of	2
Non-responsive overall	2



What We've Learned

- Many offerors are familiar with and skilled at responding to federal type solicitations (universities, laboratories, NGO's, some large private sector companies)
- Many offerors have little or no experience responding to federal type solicitations (small to medium sized private sector companies)
- Some potential offerors were not aware of the opportunity
- The response period was too short (45 days)
- Distribution of proposals for review was cumbersome (CD distribution)

What We Are Doing

- Evaluating a simplified/streamlined approach to RFP's
- Identifying additional methods to get the word out
- Researching why some potentially didn't propose
- Increasing the response time to 60 days
- Implemented a secure ftp site for proposal distribution
- Asking for your input on how we can improve the process.**

