

**BATH IRON WORKS CORPORATION  
REQUEST FOR PROPOSAL  
BASIC INFORMATION AND INSTRUCTIONS**

This Request For Proposal [RFP] contains specific directions regarding information to be furnished in your proposal. It is important that you adhere fully to all directions in the preparation of your proposal.

Additionally, your proposal must comply with the terms and conditions, specifications, quantities and schedules as set forth herein.

This RFP may include the following documents as applicable: the Buyer's procurement specification, Statement of Work, Buyer unique referenced specifications, and other Buyer unique documents applicable to this procurement. Since most federal or military specifications are commonly used throughout the industry, they are included by reference only. If the material specifications attached hereto invoke any federal, military or commercial specifications or standards, it is the responsibility of the Seller to obtain these documents from the publisher. Failure of the Buyer to provide any such reference documents shall not be acceptable grounds for late submission of proposals.

BIW will award a contract to a responsible Offeror whose proposal conforms to the RFP requirements. In order to be eligible for award the Offeror must be determined to be "responsible". Responsible is defined as having: (1) adequate financial resources to perform the Subcontract; (2) the ability to comply with the required or proposed delivery or performance schedule; (3) a satisfactory performance record; (4) a satisfactory record of integrity and business ethics; and, (5) the necessary organization, experience, accounting and managerial capability to perform the work.

Award of a contract from this solicitation will be made to the Offeror whose proposal is determined in BIW's reasonable, professional judgment to be most advantageous to BIW. BIW may (1) reject any or all proposals, (2) reject materially unbalanced proposals, (3) accept other than the lowest priced proposal, (4) waive informalities and minor irregularities in proposals received, or (5) award on initial proposal without discussions. Therefore, your initial offer should contain the best terms from a cost or price and technical standpoint.

During the evaluation process, it may be necessary for BIW to conduct written or oral discussions with the Offeror. The purpose of such discussions is to assist BIW in fully understanding the proposal in all respects by: (1) clarifying those aspects of a proposal that may contain omissions, ambiguities or uncertainties; (2) verifying and identifying strengths and weaknesses that could affect performance of the work; (3) verifying the validity of the proposed costs; and, (4) assessing the Offeror's personnel and the Offeror's capabilities to perform the work. Discussions also may address price, schedule, technical requirements or other terms of the proposed contract. BIW discourages exceptions to the general terms and conditions and/or the special provisions of the RFP. Exceptions will be considered in only the most unusual of circumstances.

The proposal must be submitted via the GD Sourcing Exchange or in a sealed envelope, with reference to the RFP Number on the exterior of the envelope, and addressed to the BIW Purchasing Representative identified in the document forwarding this solicitation.

By submitting a proposal the Offeror hereby grants BIW permission to conduct, at its sole discretion, a survey of the Offeror's operation. Such survey shall not be an indication that an offer will be accepted or a contract awarded.

Late delivery of your proposal or failure to accept BIW's standard terms and conditions may be cause for rejection of your proposal.

Clearly identify any payment discounts applicable to your proposal.

For auction-type procurements (reverse or dutch) containing a single or multiple bidding groups, offerors are required to bid on all items in each bidding group. Offerors are not required to bid on all bidding groups. Offerors submitting partial offers for a bidding group will not be considered for award and should not enter a bid on the bidding group during the auction event.

For all other procurements, offerors submitting "all or none" offers (offers conditioned upon the award of all of the items in the RFP) may not be evaluated for award. However, offerors submitting "partial" offers (offers for only some of the items in the RFP and not others) will be evaluated and considered for award. Any resulting contract award may be split amount the offerors, if such action is deemed advantageous by BIW. In the event of a split award BIW may renumber the awarded line items for ease of administration.

It is expected that the contract awarded as a result of this RFP will take the form of the enclosed pro-forma contract. Therefore, the Offeror should complete the following sections of this document:

- Page 1 of the pre-printed pro-forma P.O. or the Cover and Offer Sheet of the pro-forma contract;
- Section B of that same document; and,
- Section C of that same document.

\*For all proposals exceeding \$150,000, the enclosed Representations, Certifications and other Statements Required of the Offeror (Form 942 RCS) must be completed and submitted with the proposal.

\*Public Law 87-653, "Truth In Negotiations," requires that all factual data relative to a proposal and reasonable available at the time of negotiation be reviewed. To satisfy this requirement in accordance with FAR 15.403-4 Requiring Cost or Pricing Data, the Offeror shall submit the information required pursuant to FAR 15.408 Table 15-2 for each proposal that is equal to or greater than \$700,000. Proposals exceeding \$700,000 are subject to fact-finding and/or audit by the Buyer and/or the Government. If it is unclear whether this procurement is for U.S. Government end use or should you need copies of

FAR 15.408 Table 15-2 please submit your request in writing to the Purchasing Representative identified in the document forwarding this RFP.

\*For all proposals exceeding \$650,000 a Small Business and Small Disadvantaged Business Subcontracting Plan as defined by FAR 52.219-9 must be submitted.

Offerors should identify those portions or parts of their proposal which they consider to be confidential and/or proprietary by marking them accordingly.

Offerors' proposals must include a Material Safety Data Sheet (MSDS), OSHA Form 174, for each proposed item of Hazardous Material and/or each proposed item containing Hazardous Material.

Finally, because of the nature of the intended procurement, BIW may require that supplementary information be contained in the proposal to establish that the Offeror has an understanding of as well as the capability to accomplish the solicited scope of work. To the extent that this added information is needed, it is identified as Proposal Data Item Descriptions (PDIDs) as an enclosure to this RFP. The responses shall be presented as a separate section within the proposal and organized by PDID.

\*Applicable to U.S. Government contracts only.