

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

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

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

This RFQ 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 quotations.

BIW will issue an order to a responsible Supplier whose quotation conforms to the RFQ requirements. In order to be eligible for award the Supplier must be determined to be "responsible". Responsible is defined as having: (1) adequate financial resources to perform the order; (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.

The issuance of an order from this solicitation will be made to the Supplier whose quotation is determined in BIW's reasonable, professional judgment to be most advantageous to BIW. BIW may (1) reject any or all quotations, (2) reject materially unbalanced quotations, (3) accept other than the lowest priced quotation, (4) waive informalities and minor irregularities in quotations received, or (5) offer a contract based on initial quotation without discussions. Therefore, your initial quotation 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 Supplier. The purpose of such discussions is to assist BIW in fully understanding the quotation in all respects by: (1) clarifying those aspects of a quotation 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 Supplier's personnel and the Supplier'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 RFQ. Exceptions will be considered in only the most unusual of circumstances.

The quotation may be submitted via the GD Sourcing Exchange, by facsimile or via U.S. mail, with reference to the RFQ Number on the exterior of the envelope, and addressed to the BIW Purchasing Representative identified in the document forwarding this solicitation.

By submitting a quotation the Supplier hereby grants BIW permission to conduct, at its sole discretion, a survey of the Supplier's operation. Such survey shall not be an indication that an offer will be extended by BIW.

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

Clearly identify any payment discounts applicable to your quotation.

Suppliers submitting "all or none" quotations (quotations conditioned upon the award of all of the items in the RFQ) may not be evaluated for award. However, Suppliers submitting "partial" quotations (quotations for only some of the items in the RFQ and not others) will be evaluated and considered for award. Any resulting award may be split among the Suppliers, 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 order offered as a result of this RFQ will take the form of the enclosed pro-forma Purchase Order. Therefore, the Supplier should complete the following sections of this document:

- Page 1 of the pre-printed pro-forma P.O.;
- Section B of that same document; and,
- Section C of that same document (if applicable).

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

\*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 \$650,000. 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/

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

Suppliers' quotations 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 quotation to establish that the Supplier 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 RFQ. The responses shall be presented as a separate section within the quotation and organized by PDID.

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