

\*\*\*Addendum to FAR 52.212-1\*\*\*

## QUOTE SUBMISSION INSTRUCTIONS

**Submission Due Date.** The offeror must ensure its Quote, in its entirety, reaches the required destination before the date and time set for closing of the solicitation. The submission due date for this solicitation is 24 September 2026 at 01:00 PM EDT.

The lateness rules for submitted Quote are outlined in FAR 52.212-1 "Instructions to Offerors-Commercial Items," and are incorporated into this solicitation.

**Submission.** The Quote submitted in response to this solicitation shall be formatted as stated below and furnished electronically to Contracting Officers, MSgt James Yoshikawa at [james.yoshikawa@us.af.mil](mailto:james.yoshikawa@us.af.mil) and MSgt Kristen Lucey via email at [kristen.lucey.2@us.af.mil](mailto:kristen.lucey.2@us.af.mil). The Quote shall only be submitted as described.

**Quote Compliance.** The Government must have received from the offeror a fully compliant Quote. The Quote is compliant when it conforms to all of the requirements, terms, and conditions of the solicitation.

**Quote Acceptance.** FAR 52.212-1(c) is hereby tailored for this solicitation: The contractor shall specify a Quote acceptance period in the Quote Summary of not less than 60 days from the date of the solicitation closing. This date may be extended by mutual agreement. The contractor shall make a clear statement in the Quote as to the expiration date of the Quote and the stated expiration date shall be valid for all proposed subcontractors as well.

**Quote Retention.** In accordance with FAR Subpart 4.8, Government Contract Files, the Government will retain one copy of all unsuccessful Quotes.

**Single Quote Submission.** FAR 52.212-1 is hereby tailored to remove subparagraph (e) which does not apply to this solicitation. Offerors are limited to submitting no more than 1 Quote which must meet all the requirements of this solicitation (see 1.7). Any quote that contains alternative terms and conditions will be considered as taking exception to the requirements of the solicitation.

**All or None.** FAR 52.212-1(h) is hereby tailored for this solicitation: Offers in response to this solicitation must be submitted for all the requirements identified in the solicitation. Offers submitted for less than all the requirements called for by this solicitation may be rejected or ineligible for award.

## QUOTE FORMAT

This section provides guidance to the offeror for preparing a Quote in response to the solicitation. The offeror's Quote shall include all data and information required by this solicitation and submitted in accordance with these instructions. Any contract resulting from this effort shall be required to meet United States Government regulations and statutory requirements. In addition, the offeror is expected to ensure compliance with all laws, regulations, standards, and any other constraints specifically identified in the solicitation.

The Quote submitted in response to the solicitation shall be formatted as stated below and furnished as stated herein. The acceptable electronic formats for Quote shall be compatible with MS Office 2013, specifically MS Word and MS Excel; PDF format is acceptable for the Technical Quote and Past Performance Questionnaire. The price Quote must be in the MS Excel format included in the solicitation labeled Attch 2\_Price Quote Spreadsheet. All Quote volumes shall be labeled with the solicitation number W50S9C-26-Q-A025, as well as the name, address, and telephone number of the Offeror. All volumes shall be electronic files and not be password protected.

Offerors shall scan all files for computer viruses prior to submission to the Government.

Quote may not include classified information. All Quote volumes shall be at the UNCLASSIFIED level. Every submission must be properly identified and marked with the proper security classification.

## QUOTE CONTENT AND ORGANIZATION

The offeror shall prepare the Quote as set forth in Table 1, Quote Organization Table and Table 2, Quote file Name Matrix. The completion and submission to the Government of documents identified in Table 1, Quote Organization Table, shall constitute an offer and shall indicate the offeror's unconditional consent to the terms and conditions of the solicitation.

The Quote shall not contain citations for, or active links to live Internet sites or pages. All linked information shall be contained within the electronic Quote. Any linked information that is not contained in the Quote will not be accepted.

Each volume shall be written or presented on a standalone basis. Information required for Quote evaluation that is not found in its designated volume or presentation will be assumed to have been omitted from the Quote and will not be considered.

Pages that exceed the required page limitations set forth in Table 1, Quote Organization table, will not be evaluated by the Government. A cover page, table of contents, and acronym list is not required but will be accepted as part of the quote submission.

TABLE 1 QUOTE ORGANIZATION MATRIX

| SECTION TITLE                | COPIES         | PAGE LIMIT                                                                                                              |
|------------------------------|----------------|-------------------------------------------------------------------------------------------------------------------------|
| Cover Letter – Not Evaluated | 1 – electronic | Unlimited                                                                                                               |
| Technical Capability         | 1 – electronic | 10 pages                                                                                                                |
| Past Performance             | 1 – electronic | Up to 1 page per reference; not to exceed 3 pages<br>(Past performance PWS and SOW do not count towards the page limit) |
| Price Quote Spreadsheet      | 1 – electronic | Included Price Quote Spreadsheet (excel)                                                                                |

All electronic files must be submitted using the file names in Table 2, Quote File Name, below.

TABLE 2 QUOTE FILE NAME

| Volume Name             | File Name                             | Contents                       |
|-------------------------|---------------------------------------|--------------------------------|
| Technical Capability    | (Offeror Name) - Technical Capability | Offeror's Technical Capability |
| Past Performance        | (Offeror Name) - Past Performance     | Offeror's Past Performance     |
| Price Quote Spreadsheet | (Offeror Name) - Price                | Offeror's Price Quote          |

## QUOTE DOCUMENTS

Quote shall be clear and concise and include sufficient detail for effective evaluation. The Government will base its evaluation on the information presented in the offeror's Quote in response to this solicitation.

Quotes are to be structured in accordance with the Contract Line Item Number (CLIN) structure set forth in the solicitation.

The QUOTE SUMMARY, Volume 1, shall include:

Solicitation No. W50S9C-26-Q-A025

Date submitted

Offeror's name

Offeror's address, CAGE code, and UEI

Offeror contact information for Quote POC(s)

All quoted subcontractor(s) (as applicable)

Quote Acceptance Period

The TECHNICAL CAPABILITY shall include:

The Technical Capability section of the Quote shall present relevant information articulating the offeror's approach to meeting the salient characteristics requirements. The offeror's Quote should include a clear description of all processes and procedures employed. Offerors shall assume that the Government has no prior knowledge of the offeror's facilities and business practices. The Quote shall address how the offeror will meet or exceed the following technical requirements:

This unit will be used for minor off roading (departure from paved surfaces) to support the Combat Arms Training and Maintenance. This unit will be utilized to clean weapons, assist with range commands and provide a relief from the elements.

| CLIN   | DESCRIPTION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|--------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Base   | <p>Enclosed cargo trailer meeting the approximate specifications:</p> <ul style="list-style-type: none"> <li>- 8.5 x 20 feet</li> <li>- Interior height of at least 74 inches</li> <li>- 5000 pound capacity</li> <li>- Extended trailer tongue (will be pulled by a lift gate truck)</li> <li>- 40 inch by 90 inch service access window</li> <li>- Interior/exterior wiring to include interior and exterior lighting</li> <li>- Heat pump / Mini split</li> <li>- Cabinets/wardrobes with recessed wall mounts</li> <li>- Wardrobes along the length of the unit, with waist height cabinets along the front</li> <li>- On board generator to support electrical requirements with converter/inverter to accommodate unit and approximately 25 amps of additional power draw</li> </ul> |
| Option | 18 foot electric awning                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |

The PAST PERFORMANCE shall include:

The offeror shall submit no more than three recent and relevant past performance references that demonstrate the Offeror's ability to provide similar cargo trailers, that were performed by the offeror as the prime contractor. These may include foreign, federal, state, local, and private industry contracts.

The burden of providing thorough and complete past performance information remains with the offeror. It is the offeror's responsibility to submit detailed and complete information so the Government may evaluate its Past Performance.

While the Government may elect to consider data obtained from internal and external sources other than the Quote, the burden to provide thorough and complete past performance information rests with the offeror.

Recent contracts are those performed within three years of the date of issuance of this solicitation.

Relevant contracts are those comparable in scope and magnitude of effort and complexity to the PWS requirement(s).

Contract Information: The offeror's Quote shall substantiate what distinct effort was required and actually performed under each of the contract(s) included in the Quote.

For each Contract(s) submitted, provide the following information:

Contract Number (and delivery/contract number if applicable);  
Contract Type;  
Total Value of the Contract (beginning & ending value);  
Delivery or Performance Schedule;  
Contract period of performance;

Provide a brief self-assessment of contract performance.

The offeror may also be evaluated based on other internal Government or private source information. The Government may

utilize the Contract Performance and Rating System (CPARS) and/or Supplier Performance Risk System (SPRS) to search for recent and relevant offeror performance and ratings.

The PRICE, Volume 4, shall include:

Price Quote Format.

Offerors are required to utilize Attachment 3, Price Quote Spreadsheet, to submit Quotes and include all formulas, functions, macros, computations, or equations used to compute the quoted amounts. Spreadsheet shall not be password protected.

In accordance with FAR 13.106-3(a), in addition to the information requested above, the Government reserves the right to request additional or more detailed information to support its evaluation of price reasonableness.

#### EVALUATION FACTORS FOR AWARD

The Government will award a contract resulting from this solicitation to the responsible offeror whose offer conforming to the solicitation will be most advantageous to the Government, price and other factors considered. The following factors shall be used to evaluate offers:

Technical Capability  
Past Performance  
Price

A written notice of award or acceptance of an offer, mailed or otherwise furnished to the successful offeror within the time for acceptance specified in the offer, shall result in a binding contract without further action by either party. Before the offer's specified expiration time, the Government may accept an offer (or part of an offer), whether or not there are negotiations after its receipt, unless a written notice of withdrawal is received before award.

#### Basis for Award

The Government intends to award a single Firm-Fixed Price (FFP) Contract as a result of this solicitation.

Per FAR 9.103, the contract will be placed only with an offeror that the PCO determines to be responsible, that is, those who can satisfactorily perform the necessary tasks and deliver the required services on time. Prospective offerors, in order to qualify as sources for this acquisition, must be able to demonstrate that they meet standards of responsibility set forth in FAR 9.104. In addition, the Government may assess the offeror's financial ability to meet the solicitation requirements. No award can be made to an offeror who has been determined to be not responsible by the Contracting Officer.

Consistency. Each section of the offeror's Quote shall be consistent within the Quote.

Completeness. The Government's ability to evaluate a Quote may depend on the level of detail and supporting documentation provided. Insufficient supporting documentation or detail in a Quote may prevent the Government from evaluating a Quote.

The Government will assess the offeror's quote on three factors: (1) Technical Capability, (2) Past Performance and (3) Total Price (TP). Because award will be made based on best overall value to the government, not price alone, it is important that quotations describe how the contractor proposes to meet the requirements of the PWS. Furthermore, the government reserves the right to select a response providing benefit to the government exceeding the minimum but is not required to do so.

#### EVALUATION OF TECHNICAL CAPABILITY

This factor evaluates the offeror's technical approach, demonstrating their understanding of requirements and ability to meet

the minimum characteristics.

The Technical approach and related risk are evaluated using a meet/does not meet metric for the all characteristics of the base and option.

## EVALUATION OF PAST PERFORMANCE

This factor will evaluate the risk of unsuccessful performance of the offeror's approach to performing efforts of a similar scope, magnitude, and complexity as the requirement.

The Government will evaluate the offeror's past performance to determine the likelihood that the offeror will successfully perform the required effort..

Contracts submitted in the Past Performance section of the offeror's Quote will not be considered if the Government determines them to be not recent, not relevant, or lacking any credible past performance information. If the offeror does not have a record of Recent and Relevant past performance information the offeror will be rated as "Neutral," which is neither favorable nor unfavorable.

The offeror may also be evaluated on past contract performance information utilizing internal Government or private source information and the Government reserves the right to use any information received as part of its evaluation. The Government may contact any of the references the offeror provides and reserves the right to use any information received as part of its evaluation.

In evaluating the offeror's performance history, the Government may compare the offeror's deliveries or performance to the contract's original delivery or performance schedule, unless the delay was Government-caused. Schedule extensions that were the fault of the offeror, even if consideration was provided, may be counted against the offeror.

Performance Confidence Assessment: The Government will utilize the Performance Confidence Assessment (see Table 4 below) to select the most appropriate confidence level for each Offeror.

| <b>TABLE 3 - Performance Confidence Assessments</b> |                                                                                                                                                                                                                                                                             |
|-----------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Rating</b>                                       | <b>Definition</b>                                                                                                                                                                                                                                                           |
| Substantial Confidence                              | Based on the offeror's recent/relevant performance record, the Government has a high expectation that the offeror will successfully perform the required effort.                                                                                                            |
| Satisfactory Confidence                             | Based on the offeror's recent/relevant performance record, the Government has a reasonable expectation that the offeror will successfully perform the required effort.                                                                                                      |
| Neutral Confidence                                  | No recent/relevant performance record is available or the offeror's performance record is so sparse that no meaningful confidence assessment rating can be reasonably assigned. The Offeror may not be evaluated favorably or unfavorably on the basis of past performance. |
| Limited Confidence                                  | Based on the offeror's recent/relevant performance record, the Government has a low expectation that the offeror will successfully perform the required effort.                                                                                                             |
| No Confidence                                       | Based on the offeror's recent/relevant performance record, the Government has no expectation that the offeror will be able to successfully perform the required effort.                                                                                                     |

## EVALUATION OF PRICE FACTOR

Evaluation of price will be performed using one or more of the price analysis techniques in FAR 13.106-3. Through these techniques the Government will determine whether prices are reasonable, complete, and are not unbalanced.

Reasonableness. The Government will evaluate the price reasonableness of the offerors' quoted prices to ensure that in its nature and amount, it does not exceed what would be incurred by a prudent person in the conduct of competitive business. The Government shall employ price analysis techniques in accordance with FAR 13.106-3 to determine that the quoted price is fair and reasonable.

Completeness. The Government reserves the right to conduct discussions with offerors, but discussions are not anticipated or intended. Since discussions are not anticipated or intended, the Government requires complete Quotes with respect to price. A complete Quote will include all information required by this solicitation.

Unbalanced Pricing. Offerors should note that pricing will be carefully reviewed to detect whether Quotes are unbalanced between line items, as well as unbalance between periods. Unbalanced pricing exists when, despite an acceptable total evaluated price, the price of one or more line items is significantly over or understated as indicated by the application of cost or price analysis techniques. Unbalanced offers may be determined unacceptable.