



Part 1 — for all three debriefings

▫ Thank you for participating in this group debriefing, and thank you for submitting an offer. I am John Inman, the contracting officer for this acquisition. *John*

▫ I am Corinne Matarese, the contract specialist for this acquisition. John and I will conduct this debriefing jointly. There will be an opportunity for questions regarding our process at the end of the debriefing. *Corinne*

▫ This is a group debriefing, for all EAGLE II contractors whose offers were considered in the: *John*

(select one)

first-step consideration but not selected to proceed to the second-step consideration;

first- and second-step considerations but not selected to proceed to the third-step consideration;

first-, second- and third-step considerations but not selected for task order award.

▫ Because of the potentially large number of participants, we will not call the roll. We will not make a record of the participants in this call. As stated in our written debriefing, your participation in this call is *Corinne*



optional.

- I am not aware of the laws regarding the recording of telephone conversations in all the states where we may have participants. To avoid any difficulties, I will simply state here at the start of this call that I do not consent to recording. *John*
- This telephone conference completes the debriefing contemplated by FAR 16.505(b)(6). *Corinne*
- This is JETS, Solicitation HSSCCG-15-R-00003 w/amendments 1 and 2. *John*
- We made four task order awards, one for each portfolio to four different EAGLE II contractors, as envisioned by the solicitation. *Corinne*
- Task order awards were made on September 18, 2015. *John*
- On that same day, post-award notices were sent to all forty-three contractors who submitted offers, with the information required by FAR 15.503(b). *Corinne*
- Contractors who requested timely debriefings were sent written debriefing packages earlier this week. These packages were tailored to each contractor, and meet the requirements of FAR 15.506(d) for a debriefing. We are providing this oral group debriefing as a *John*



supplement to the written debriefing.

- Some contractors included questions in their requests for debriefing — we will try to answer those here.

Corinne

- Our purpose in answering questions is to provide insight on process and procedures, rather than justifying particular outcomes for individual contractors. Anyone on the phone who wants to ask a question about our process may do so at the conclusion of this call — however, if Corinne or I say something that you don't understand, or if we need to speak more loudly or slowly, please interrupt us and let us know.

John

- We had 43 offers in response to the solicitation—

Corinne

- Some contractors asked for consideration under only one portfolio; and
- Some contractors asked for consideration under more than one portfolio.

- The spread was shown in the notices sent out on September 18: 8 offers for the Benefits portfolio, 17 for the Biometrics portfolio, 19 for the Customer Service portfolio, and 14 for the Records portfolio.

John

- Because we made only one task order award per portfolio, the necessary result is 7 unsuccessful offers for the Benefits

Corinne



portfolio, 16 unsuccessful offers for the Biometrics portfolio, 18 unsuccessful offers for the Customer Service portfolio, and 13 unsuccessful offers for the Records portfolio.

- All 43 offers we received were considered in the first-step consideration, which included Factor 1 (Corporate Experience of the Prime Contractor) and Factor 5 (Price).

John

- For Factor 1, the Government evaluation team considered the contractor's corporate experience to arrive at a confidence assessment that the contractor understood our requirement, proposed a sound approach, and would be successful in performing the contract. The evaluation team considered the topics described in the little Roman numerals (i) through (iii) under Factor 1 in the solicitation.

Corinne

- Based on their professional and subjective judgment, the evaluation team assigned each offer a rating for Factor 1 of High Confidence, Some Confidence, or Low Confidence. The team produced a report to show its rationale — we have already provided each contractor who requested a debriefing with its pages from this report.

John

- The evaluation of Factor 1 was done on the offer as a whole — Factor 1 was not evaluated on a portfolio basis.

Corinne

- Simultaneously, the contracting officer

John



evaluated price reasonableness. Price reasonableness was based on adequate price competition. A price realism analysis was not performed.

- The selecting official for all three of the consideration steps was Mark Schwartz, the USCIS Chief Information Officer. For the first-step consideration, he reviewed the evaluation team's report and the price reasonableness analysis and approved the decision to proceed.

Corinne

- All contractors with High Confidence ratings for Factor 1 and reasonable determinations for Factor 5 proceeded to the second-step evaluation, as described in the solicitation.

John

to finish the debriefing for the first step, go to Part 4...

to continue the debriefing for the second step, go to Part 2...



Part 2 — for the second- and third-step debriefings

- Factor 2 (Technical Approach of the Contractor Team) and Factor 3 (Management Approach of the Contractor Team) were evaluated in the second-step consideration. For Factor 2, the evaluation team assessed the confidence that our agency could have, considering the topics described in the little Roman numerals (i) through (iii) under Factor 2 in the solicitation. Factor 2 was evaluated on a portfolio-basis. *Corinne*
- For Factor 3, the evaluation team considered the topics described in the little Roman numerals (i) through (iv) under Factor 3 in the solicitation. Factor 3 was not evaluated on a portfolio-basis. *John*
- Based on their professional and subjective judgment, the evaluation team assigned each offer a rating of High Confidence, Some Confidence, or Low Confidence for Factor 2 (portfolio-specific) and for Factor 3. The team produced a report to show its rationale — each contractor who requested a debriefing already has its pages from this report. *Corinne*



- The selecting official made a tradeoff decision to select the offers most likely to provide the best value solutions for each portfolio, considering Factors 1, 2, 3, and 5. Those offers which were so selected proceeded to the third-step evaluation.

John

to finish the debriefing for the second step, go to Part 4...

to continue the debriefing for the third step, go to Part 3...



Part 3 — only for the third-step debriefing

- Factor 4 (Oral Presentation) was evaluated in the third-step consideration. For Factor 4, the evaluation team assessed the confidence that our agency could have based on the oral presentation. Factor 4 was not evaluated on a portfolio-basis. *Corinne*
- For Factor 4, the evaluation team shared an identical set of questions and problem statement with each contractor at the start of the oral presentation. *John*
- Based on their professional and subjective judgment, each evaluator made [their] own assessment of confidence for each question or problem, and [their] own assessment of overall confidence for the factor as a whole. Then, the evaluation team met in consensus and agreed on a rating for Factor 4 of High Confidence, Some Confidence, or Low Confidence. The team produced a report to show its rationale — we have already provided each contractor who requested a debriefing with its pages from this report. *Corinne*
- The selecting official made a tradeoff decision to select the one offer that provided the best value offer for each portfolio, considering Factors 1, 2, 3, 4, *John*



and 5.

- The DHS Chief Procurement Officer's office is interested in following up with all of the contractors who participated in the third-step consideration with a 360 feedback. They will be contacting you sometime in the near future, probably in early October, to provide you with an opportunity to give feedback as a participant in our process.

Corinne

to finish the debriefing for the third step, go to
Part 4...



Part 4 — for all three debriefings

- No ranking of offers was developed. *Corinne*
- No discussions were held, and no contractor was given an opportunity to revise its offer. *John*
- The entire process and all of the file documentation was carefully reviewed both within USCIS and also at DHS according to established procedure. *Corinne*
- In everything we did, we wanted to be true to the fair opportunity process described in FAR 16.505 and we wanted to be true to the solicitation. FAR 16.505(b)(6) contemplates only post-award notices. The fair opportunity process is more streamlined than the normal negotiated procurement process. *John*
- We anticipated this process would move faster than it did. If it had, the post-award notices would have been issued much closer in time to the receipt of offers.
- Some debriefing requests asked for copies of past performance evaluations. *Corinne*
 - Past performance was not evaluated as part of the JETS fair opportunity consideration.
- FAR 15.506(d)(6) allows for questions about whether procedures contained in the *John*



solicitation, applicable regulations, and other applicable authorities were followed. If anyone on the phone has any such questions, you may ask them now. This is only a one-hour call, so we will end no later than _____ o'clock.



▫ This ends our debriefing. As mentioned earlier, the written debriefing which we already sent and this telephone conference constitute the complete debriefing for the JETS acquisition. Again, thank you for your participation in this process and for requesting a debriefing — I hope this has been helpful to you.

Corinne

▫ We received good proposals, the evaluation was done in good faith, the selecting official was engaged in the process, and the reviewers made sure that all the i's were dotted and the t's were crossed, so to speak. I'm glad we're at this point. The upside of getting 43 offers is robust competition, which is good for the agency and good for the taxpayer — the downside is 39 unsuccessful offers. Even so, I thank you for participating in the JETS fair opportunity consideration. Like Corinne, I also hope this has been helpful to you, and wish you well on future acquisitions. Goodbye.

John

▫ Goodbye.

Corinne