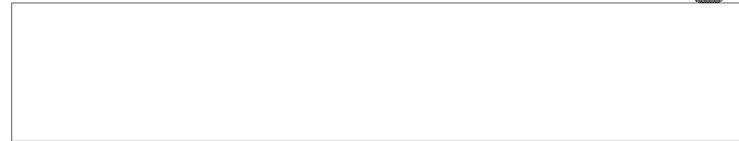


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# 100G EE Development

## Post-Award Debriefing to



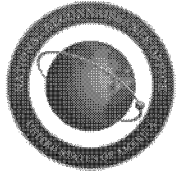
## 30 September 2014

(b)(3)  
(b)(4)



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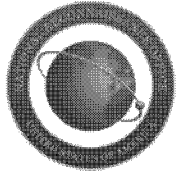
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# Agenda

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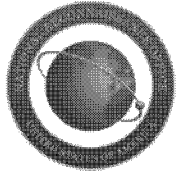
- Post-Award Debriefing Purpose
- Post-Award Debriefing Ground Rules
- Overview of Source Selection Process and Evaluation Criteria
- Evaluation Results
  - Technical and Management
  - Past Performance
  - Security
  - Cost/Price
- Rationale for Award
- Relevant Questions/Comments



## Purpose of Debriefing

---

- Explain the overall source selection process and rationale for the Award Decision
  - Highlight evaluation criteria and their relative importance
  - Explain rating scales and scoring system
- Instill confidence in the process
- Reduce misunderstandings
- Share meaningful feedback with Offerors which can be effectively leveraged for future proposal endeavors



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## Debriefing Ground Rules

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- No Offeror questions, except chart clarifications, during the briefing
- Offeror questions concerning the substance of the presentation will be accepted after completion of the briefing
- Constructive feedback on the 100G EE acquisition package and source selection process is welcome



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## Debriefing Ground Rules

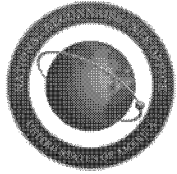
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The Offeror will be provided with—

- The evaluation of the strengths and weaknesses in the debriefed Offeror's proposal
- Evaluated price of the debriefed Offeror and the winning Offeror
- The Technical and Management, Past Performance and Security ratings, as well as the Cost evaluation, of the debriefed Offeror and the winning Offeror
- A summary of the rationale for award
- Reasonable responses to relevant questions regarding the source selection process

FAR 15.505

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## Debriefing Ground Rules

---

The Offeror will not be provided with—

- Any information prohibited in Post-Award Debriefs IAW FAR 15.506(e), which includes:
  - A point-by-point comparison with other Offerors' proposals
  - Trade secrets, privileged or confidential processes and techniques
  - Commercial and financial information that is privileged or confidential
  - Names of individuals providing past performance information
- A debate or defense of the Government's decision or evaluation results

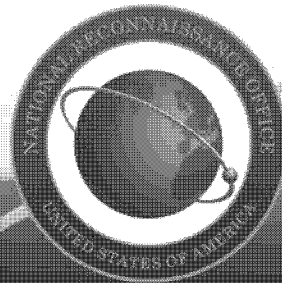
FAR 15.505 and 15.506

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SOURCE SELECTION SENSITIVE – SEE FAR 2.102 AND 3.104

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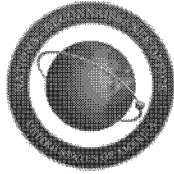
# Overview of Source Selection Process and Evaluation Criteria



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## Basis for Contract Award

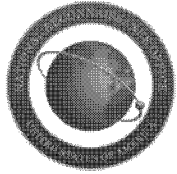
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- RFP Cover Letter, 29 April 2014 “The Government intends to award at least one contract (no more than two) resulting from this solicitation to the responsible Offeror whose offer, conforming to this solicitation, is judged to be most advantageous and of greatest value to the Government, price and other factors using the tradeoff process described in FAR 15.101.”
- The Government has chosen to award one contract.



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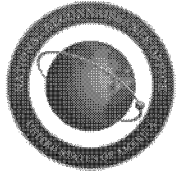
# Process for Contract Award

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## Using source selection guidelines, the Source Selection Evaluation Team:

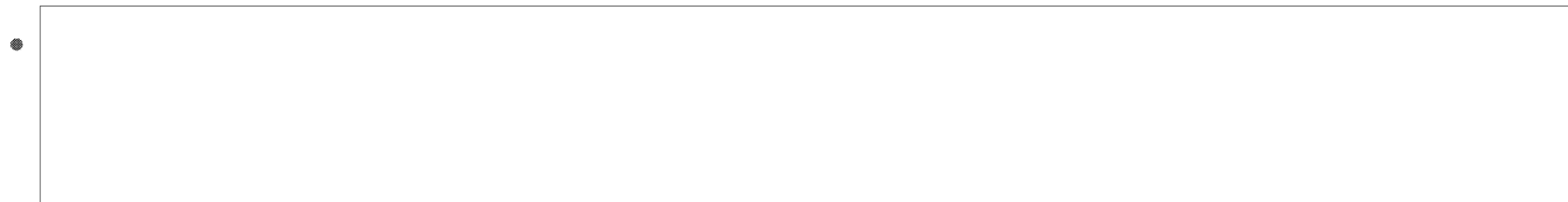
- Performed an unbiased, fair, and equitable evaluation of all Offeror proposals
- &
- Determined, after meaningful discussions, the Offeror that represented the best value to the Government.

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# Proposal Evaluation

- Proposals were evaluated individually and sequentially against the Source Selection Evaluation Criteria in Section M



(b)(3)

- Evaluation comparisons occurred only after completion of evaluator scoring and consensus

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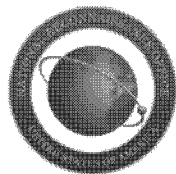
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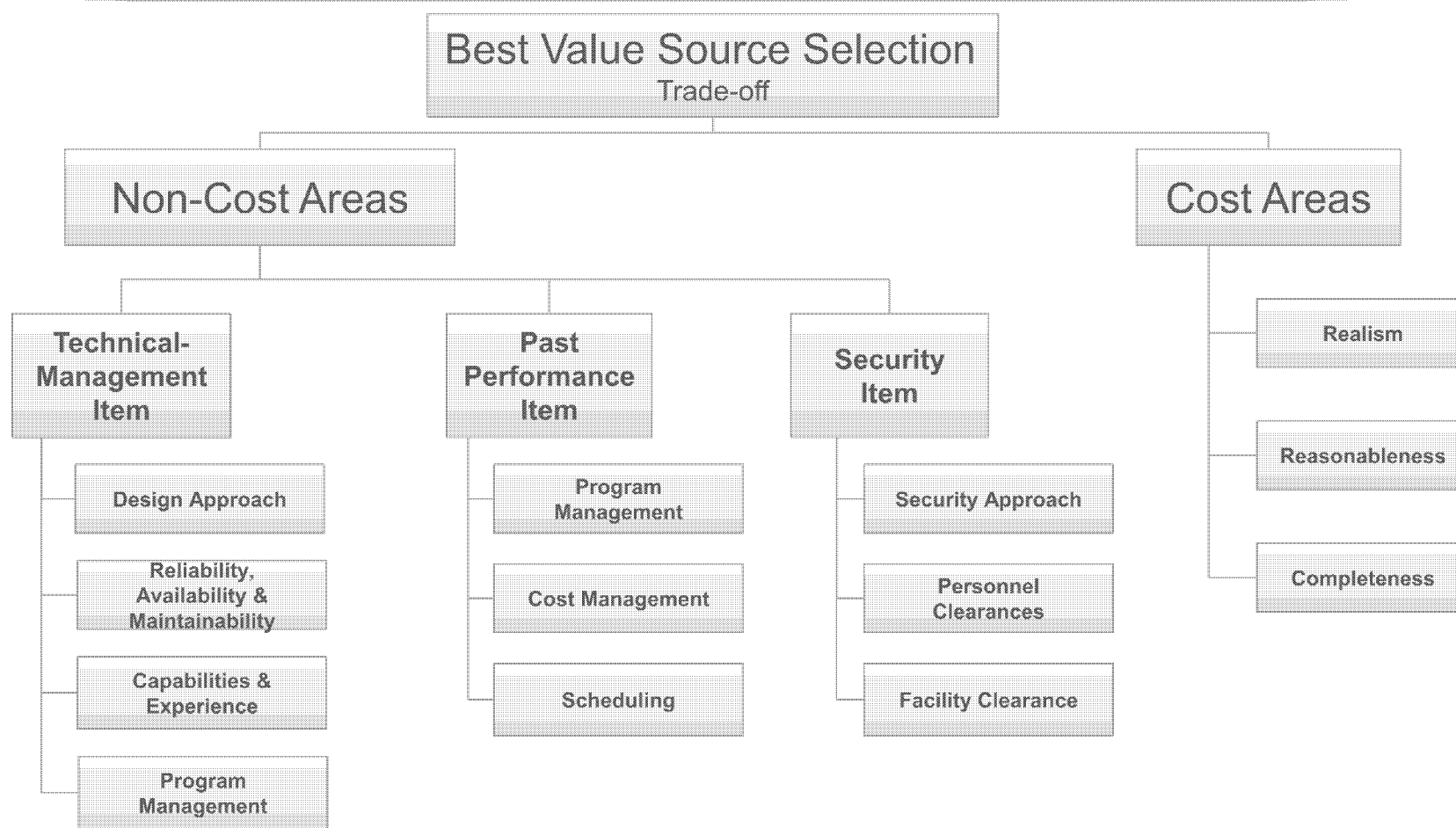
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# Evaluation Criteria



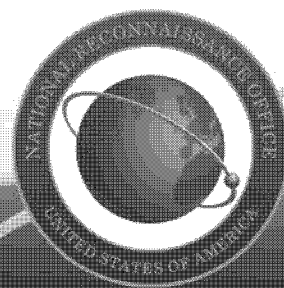
Non-Cost Areas are significantly more important than Cost Areas. The Non-Cost Areas consist of three items: Technical/Management, Past Performance and Security. Technical/Management is more important than both Past Performance and Security. Past Performance and Security are of equal importance. Past Performance is a level of confidence. Security is pass/fail.



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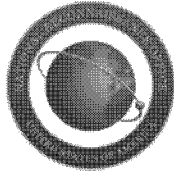
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# Evaluation Results



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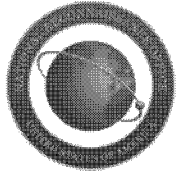


# Evaluation Results

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<b>EVALUATION CRITERIA</b>	
<b>Technical /Management Item</b>	
Design Approach	
Reliability, Availability, and Maintainability	
Capabilities and Experience	
Program Management	
<b>Past Performance Item</b>	
<b>Security Item</b>	
<b>Contract Definitization</b>	
<b>Proposed Cost</b>	
<b>Most Probable Cost</b>	

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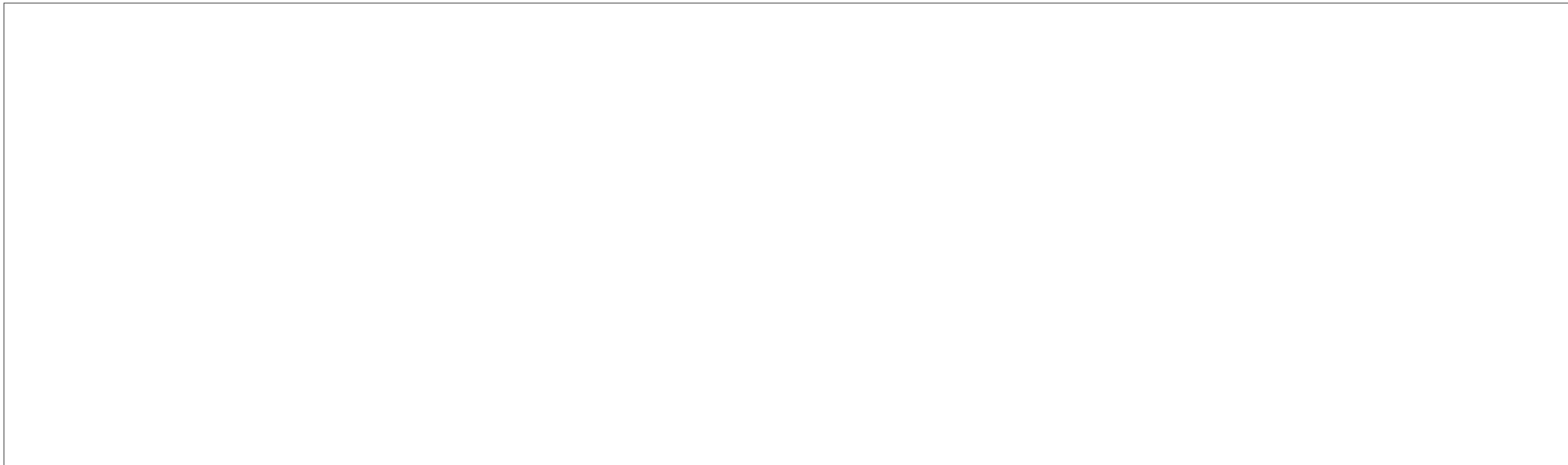
## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

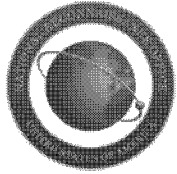
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#### Factor – Design Approach

This factor evaluates the suitability of Offeror's approach to perform the work required. It considers the overall completeness of the proposed work plan as well as the Offeror's demonstrated understanding of the SOW and 100G EE Functional Specification (100G EE SPEC).



(b)(3)  
(b)(4)  
(b)(5)

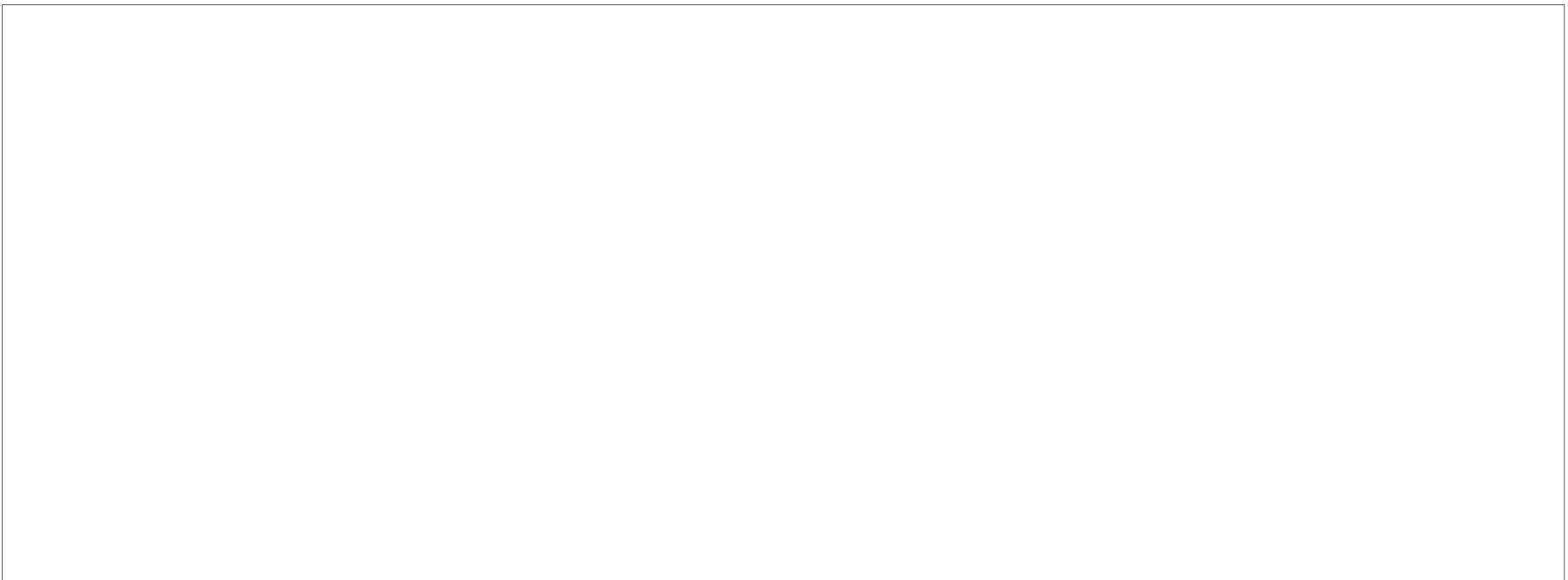


## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

#### Standard: Unit Architecture

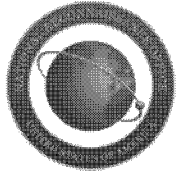
- The standard is met when the Offeror's proposal presents a data, management and control plane architecture and implementation approach that meets the 100G EE functional and environmental requirements as defined in the SOW, Section 3, and the 100G EE SPEC, Section 3.



(b)(3)  
(b)(4)  
(b)(5)

[Reference: Vol:Tech Page: 14 Para: 1.1.1.1 RFP: SL.4.1.1, 100G EE SPEC 3.3.1]

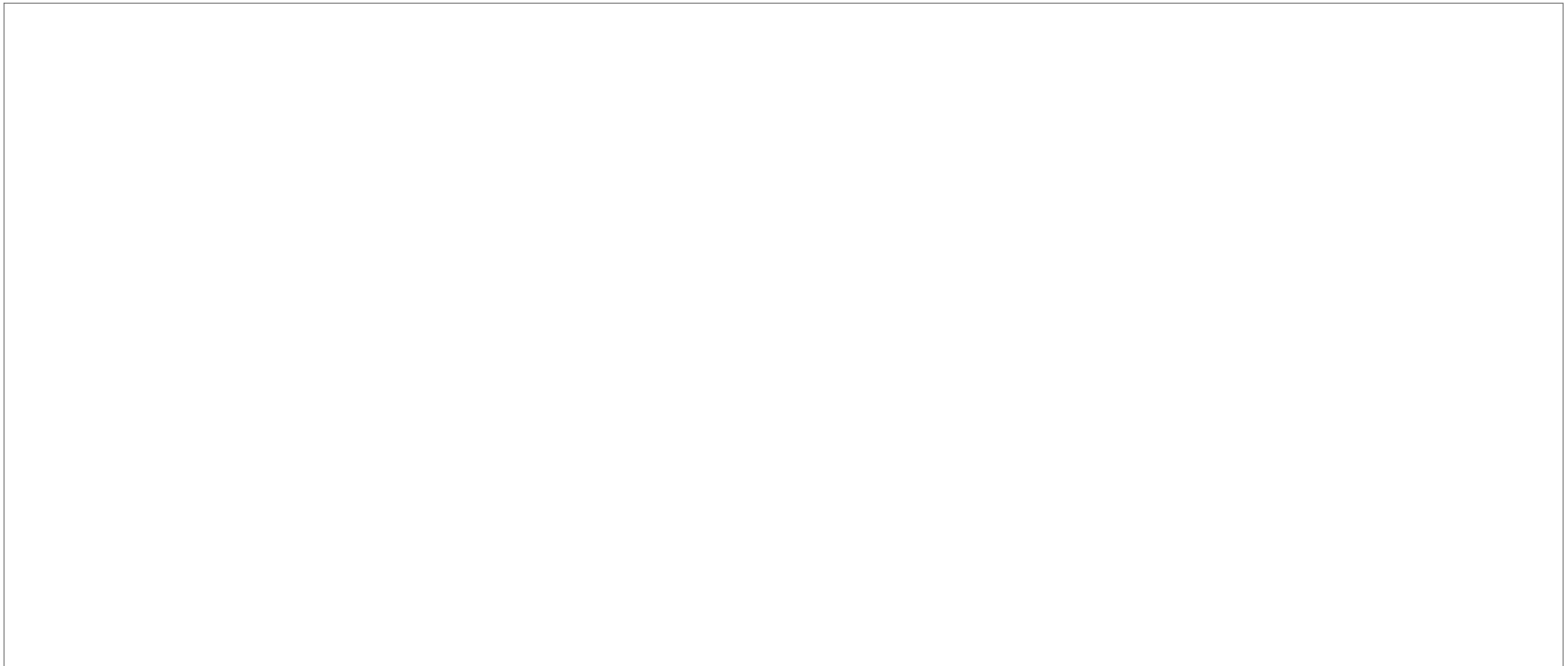
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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Unit Architecture (cont.)

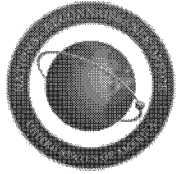


(b)(3)  
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Reference: Vol:Tech Page: 19 Para: 1.1.1.2 RFP: SL.4.1.1, 100G EE SPEC 3.4.3

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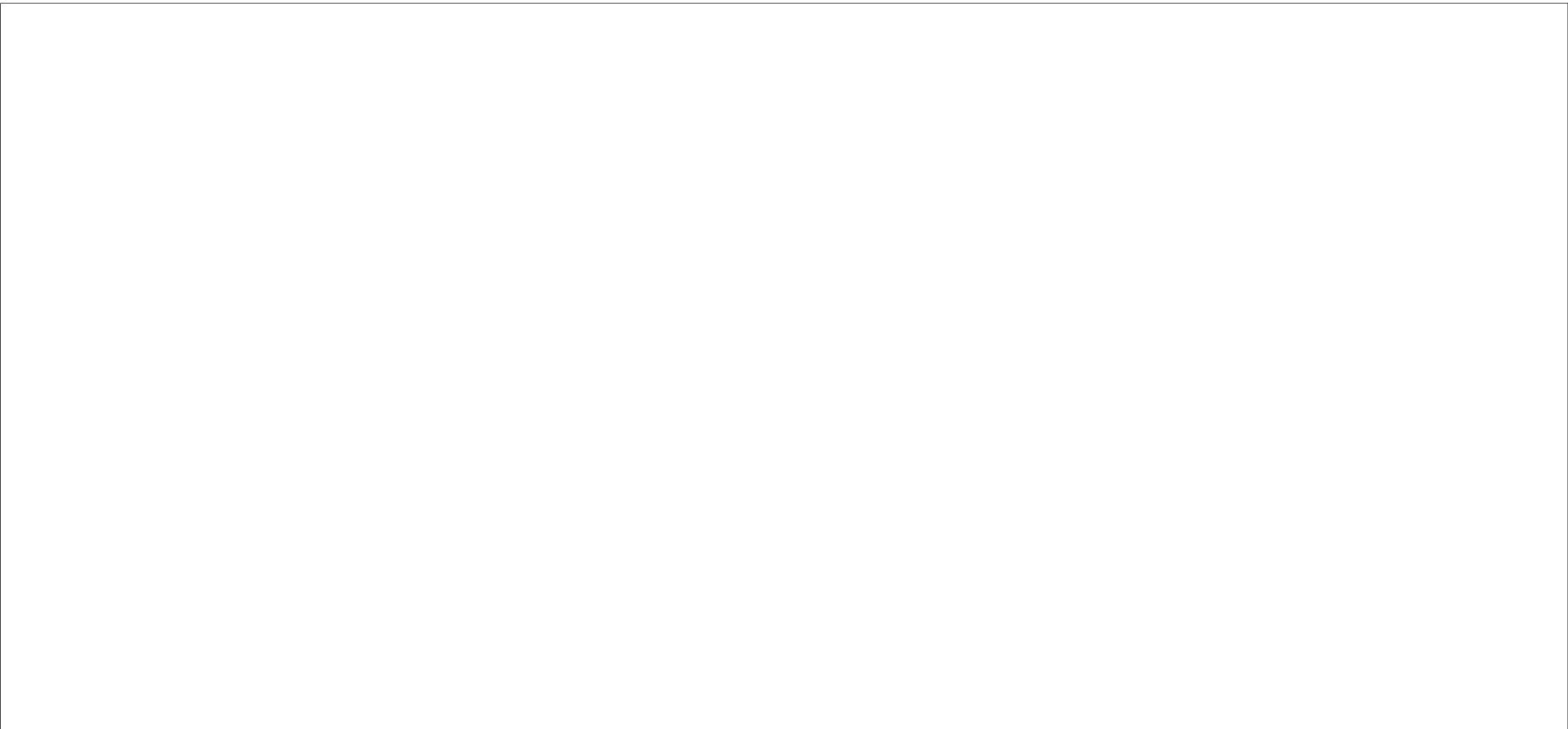
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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Unit Architecture (cont.)

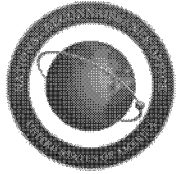


(b)(3)  
(b)(4)  
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Reference: Vol:Tech Page: 15 Para: 1.1.1.1 RFP: SL.4.1.1, 100G EE SPEC 3.2.1.1, 3.4.7

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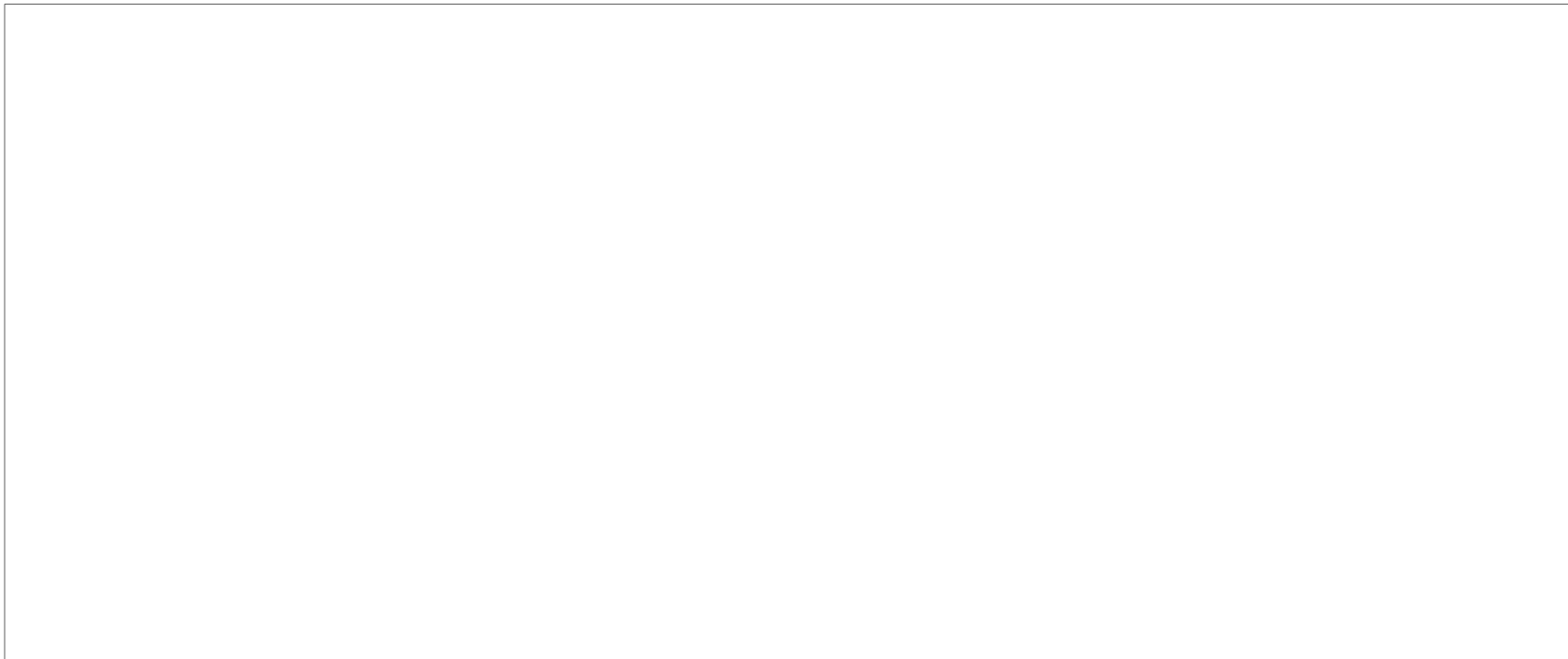
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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Unit Architecture (cont.)

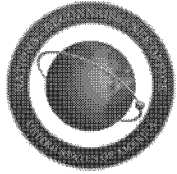


(b)(3)  
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Reference: Vol:Tech Page: 5, 10 Para: 1.1.1 RFP: SL.4.1.1, 100G EE SPEC 3.3

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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Unit Architecture (cont.)



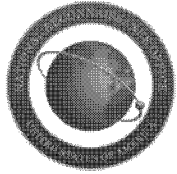
(b)(3)  
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Reference: Vol:Tech Page: 10-12 Para: 1.1.1.1 RFP: SL.4.1.1, 100G EE SOW 3.0,  
100G EE SPEC

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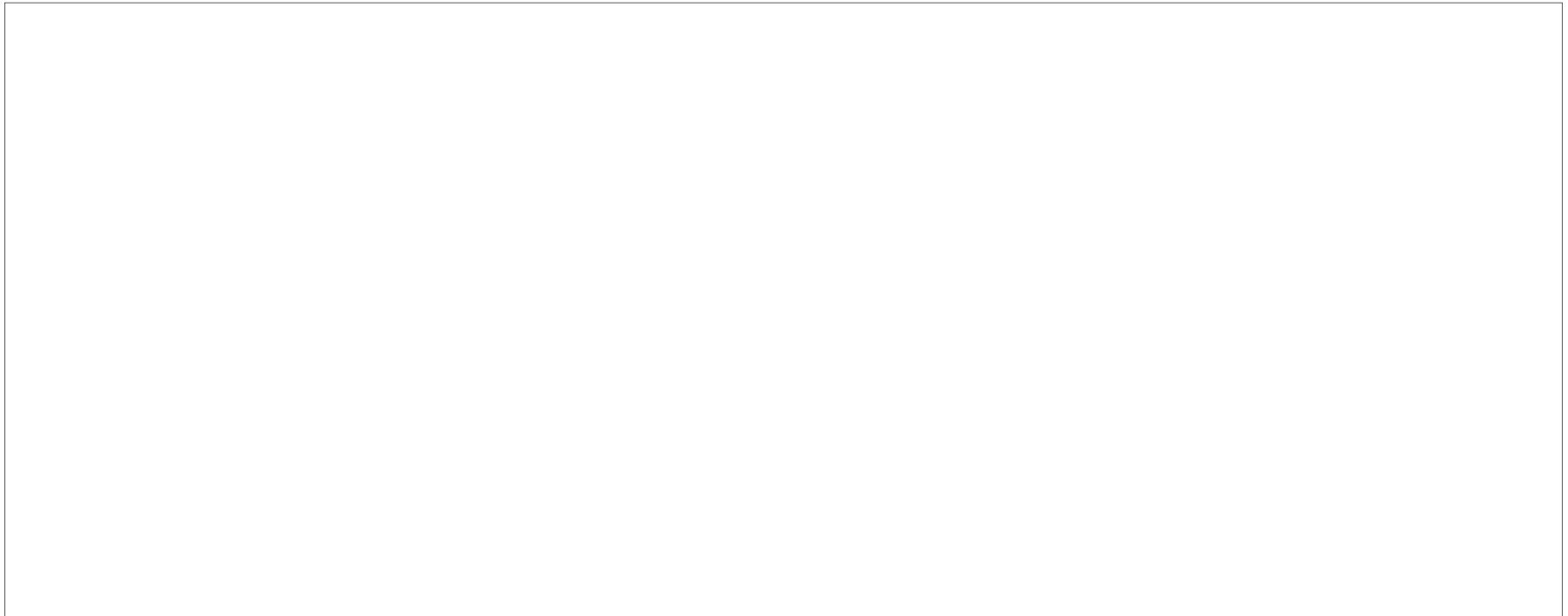


# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

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### Standard: Unit Architecture (cont.)

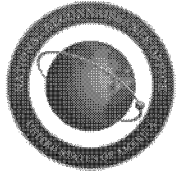


(b)(3)  
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Reference: Vol:Tech Page: 10 Para: 1.1.1.1 RFP: SL.4.1.1, 100G EE SPEC 3.5

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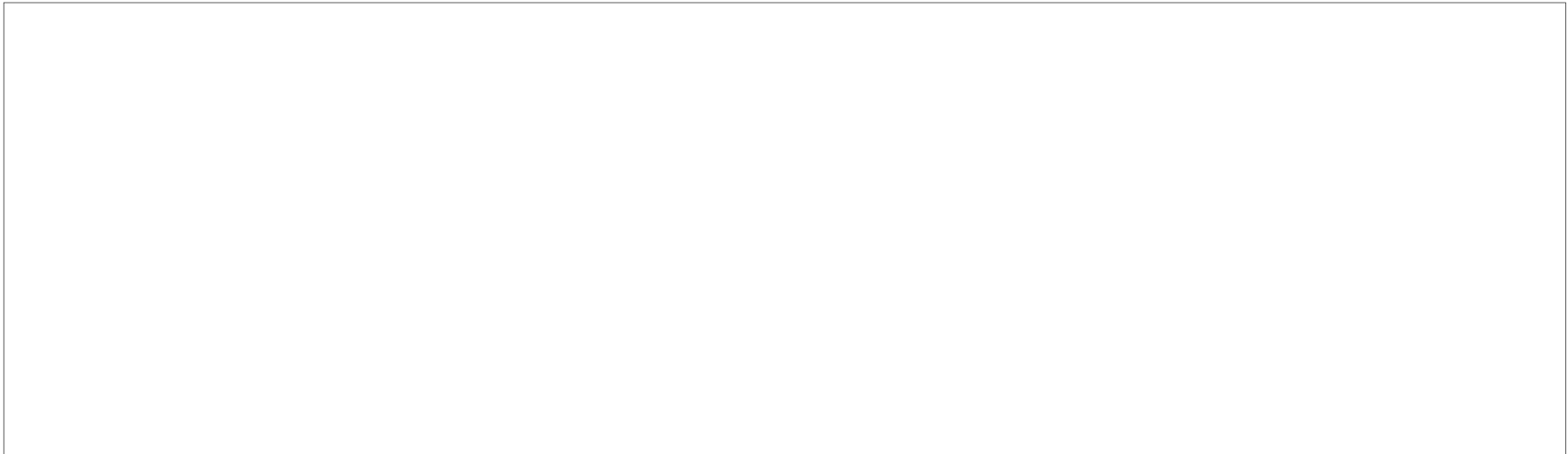


## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

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#### Standard: Unit Architecture (cont.)

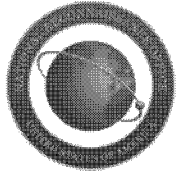


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Reference: Vol:Tech Page: 23 Para: 1.1.1.1 RFP: SL.4.1.1, 100G EE SOW 3.3

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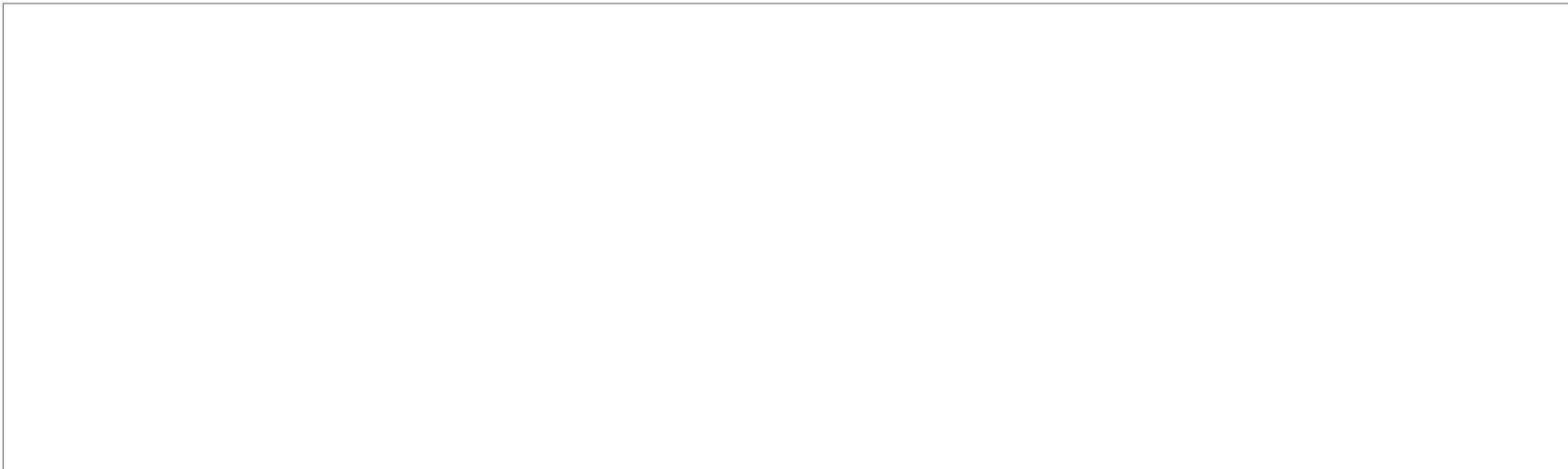
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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Unit Architecture (cont.)

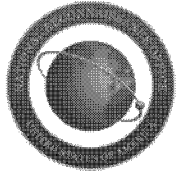


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Reference: Vol:Tech Page: 30 Para: 1.1.2.2 RFP: SL.4.1.1, 100G EE SPEC 3.2

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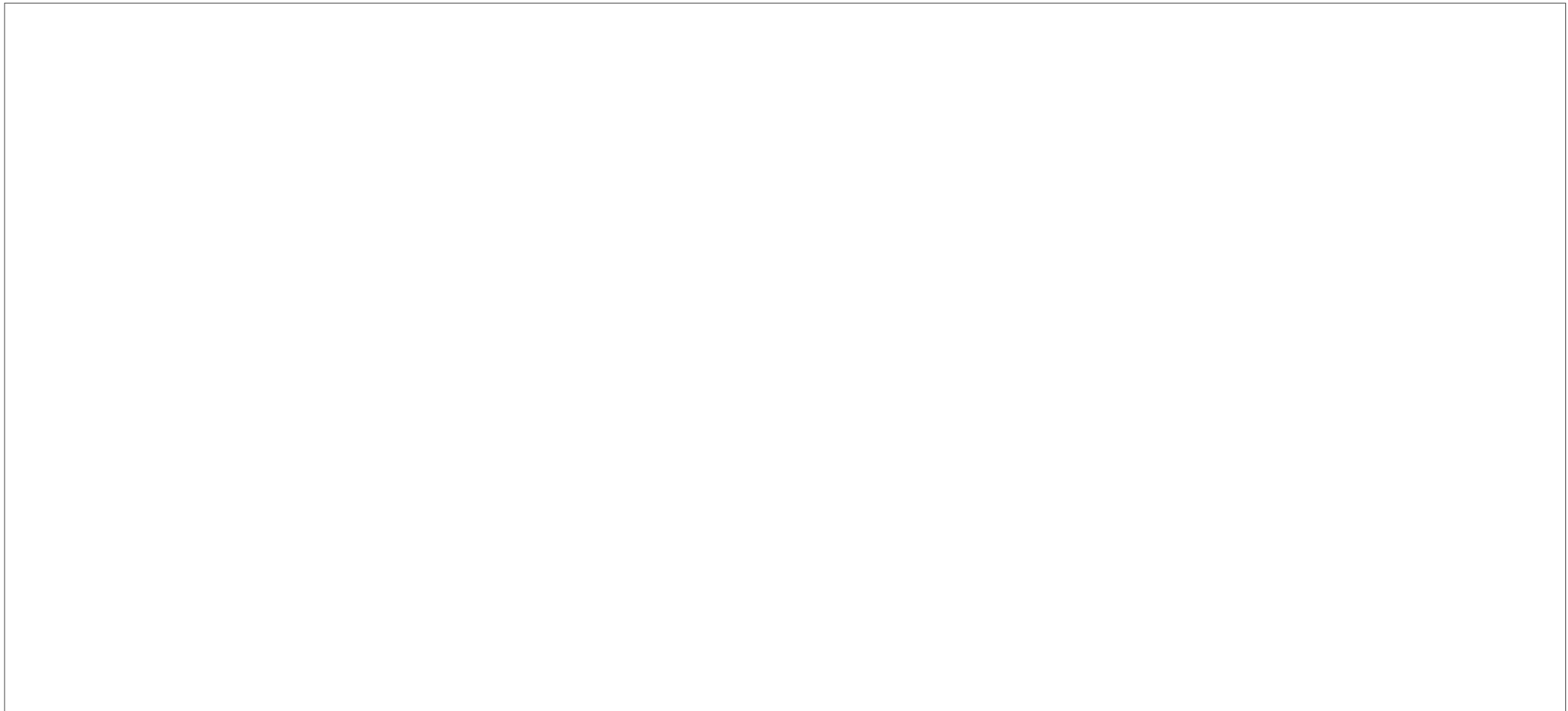
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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Unit Architecture (cont.)



(b)(3)  
(b)(4)  
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Reference: Vol:1 Page:6-7 Para:1.1.1 RFP: SL.4.1.1, 100G EE SPEC 3.2.1.4.3

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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

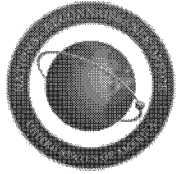
### Standard: Unit Architecture (cont.)



(b)(3)  
(b)(4)  
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Reference: Vol:I Page:6-8, 17 Para:1.1.1 RFP: SL.4.1.1, 100G EE SPEC 3.2

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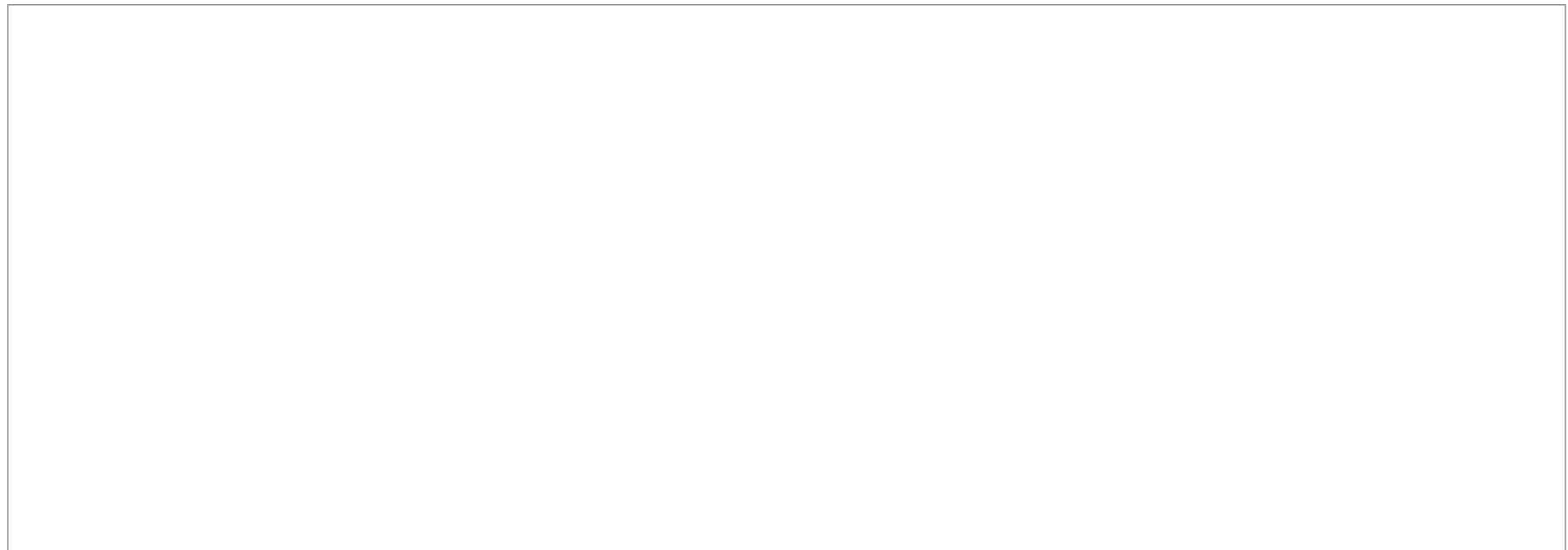


## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

#### Standard: High-Speed Design

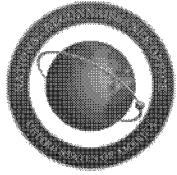
- The standard is met when the Offeror's proposal describes an approach for high-speed circuit board and logic design that includes risk reduction methodologies appropriate for the risk of the proposed design to meet the requirements defined in the SOW, Section 3, and the 100G EE SPEC, Section 3.



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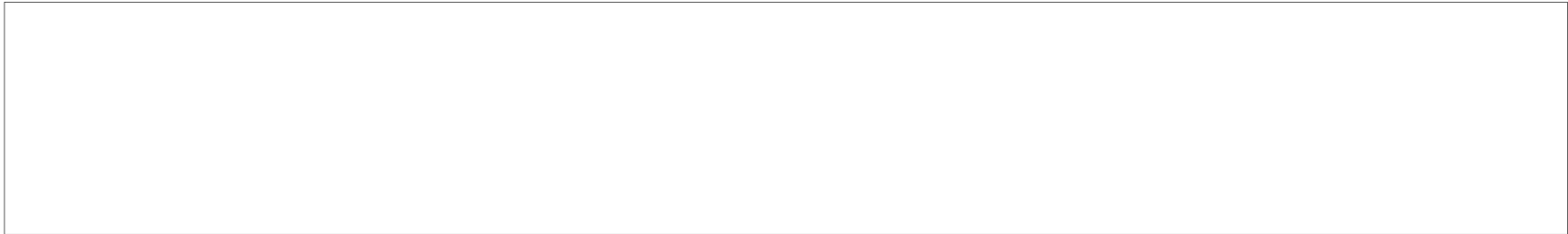
Reference: Vol:Tech Page: 25 Para: 1.1.2.1 RFP: SL.4.1.1, 100G EE SPEC 3.3

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## Technical Management Item Factor 1.1: Design Approach (SOW 3.3 – 3.10)

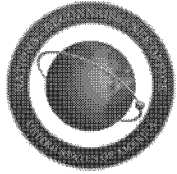
### Standard: High-Speed Design (cont.)



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Reference: Vol:Tech Page:32-33 Para: 1.1.2.4 RFP: SL.4.1.1, 100G EE SPEC  
3.5

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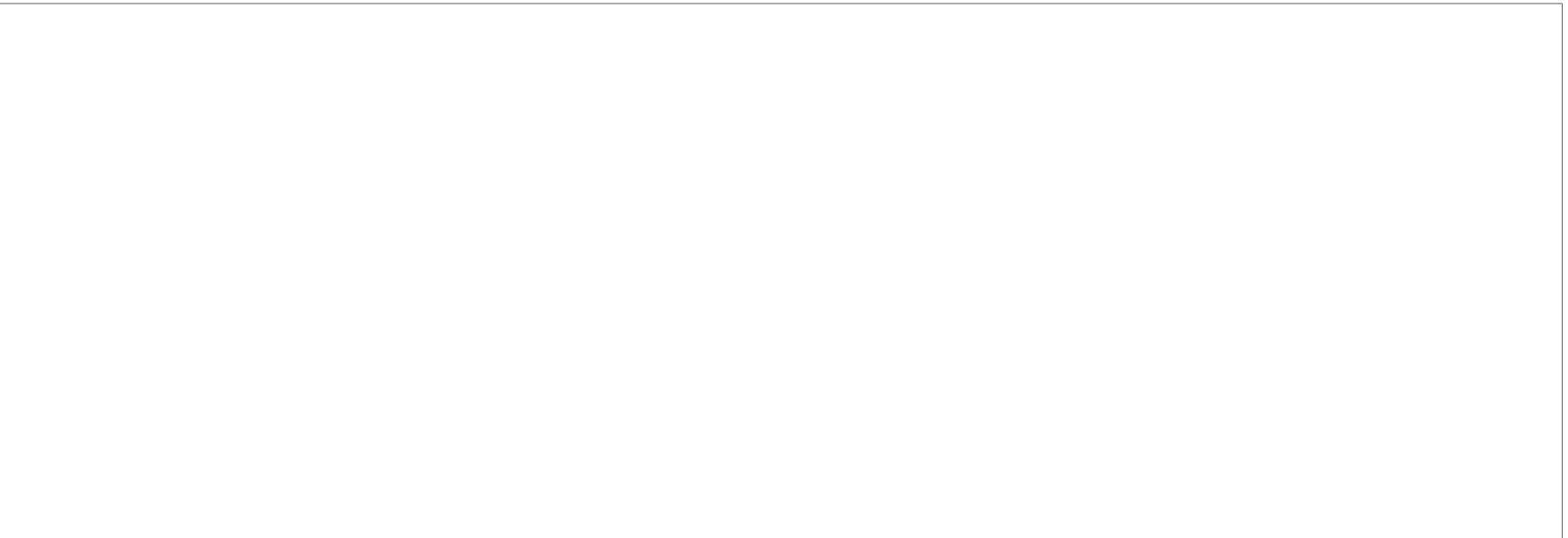


## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

#### Standard: Development Approach

- The standard is met when the Offeror's proposal presents an approach to meet SOW, Sections 3 & 4 requirements for the development, integration, test and verification of the 100G EE architecture as decomposed between Register Transfer Level and software components utilizing appropriate industry best practices.

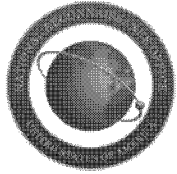


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Reference: Vol:Vol 1 Page:34 Para:Fig 1-15 RFP:SL 4.1.1



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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Development Approach (cont.)

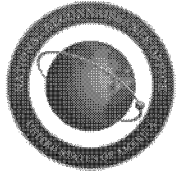


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Reference: Vol:1 Page:38 Para:1.1.3 RFP: SL.4.1.1, 100G EE SOW 3.4

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## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

#### Standard: Future Upgrades/Enhancements

- The standard is met when the Offeror's proposal presents a security architecture and implementation approach that supports full ESS Version 1.0 functionality as defined in the 100G EE SPEC, with only firmware and software upgrades as required by the SOW, Section 3.

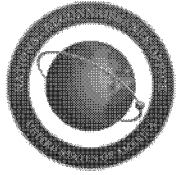


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Reference: Vol:Tech Page: 23 Para: 1.1.2.1 RFP: SL.4.1.1, 100G EE SPEC 3.4.5

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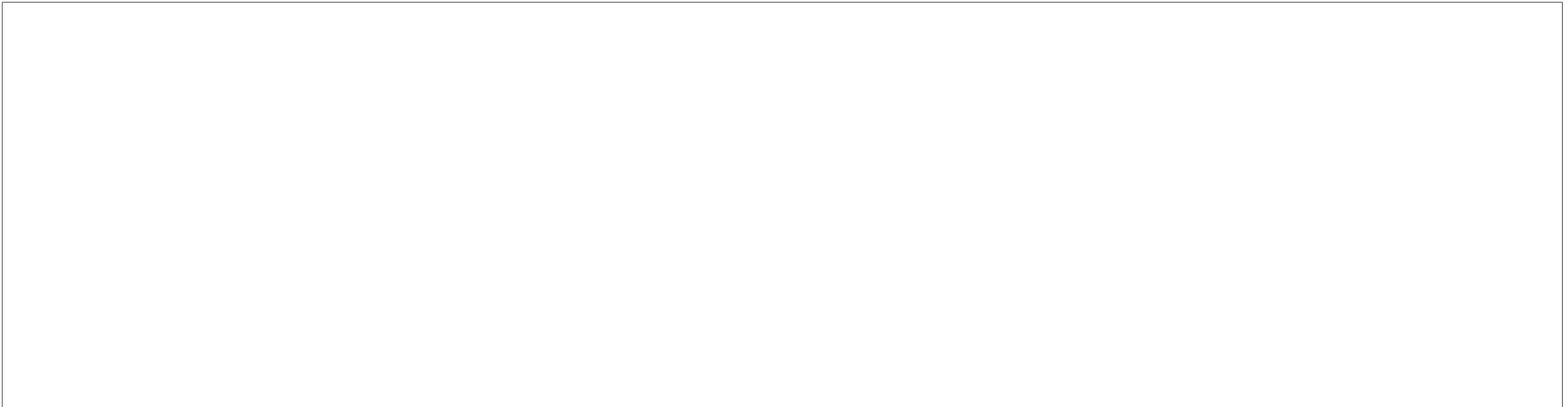


## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

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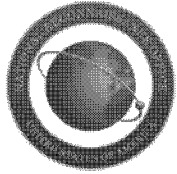
#### Standard: Future Upgrades/Enhancements (cont.)



(b)(3)  
(b)(4)  
(b)(5)

Reference: Vol:Tech Page: 8-9 Para: Table 1-4, 1-5 RFP: SL 4.1.1, 100G EE SOW 3.3.4, 100G EE SPEC 3.4

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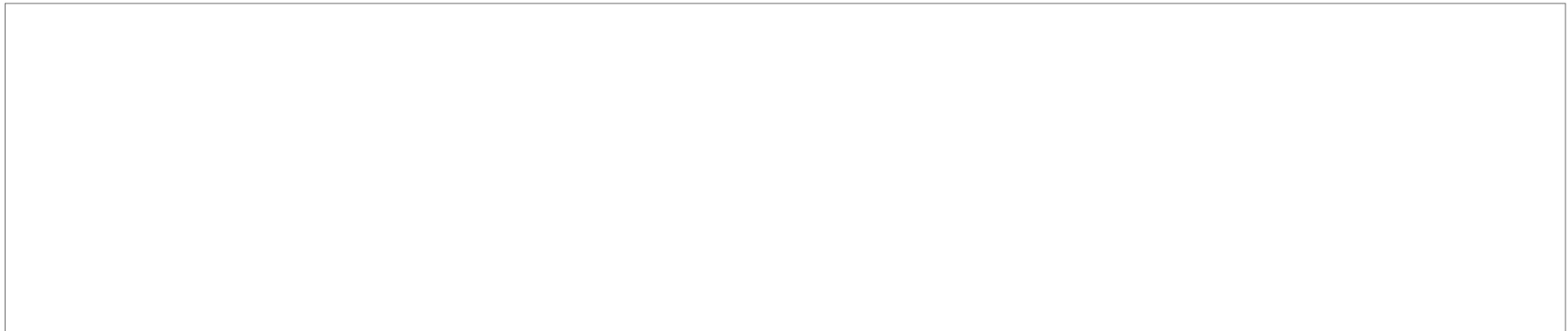


## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

#### Standard: Development Schedule

- The standard is met when the Offeror's proposal presents a complete, reasonably detailed and efficient development schedule meeting the requirements in the SOW Sections 3 & 4, that identifies key milestones, critical path, and any critical interdependencies. If the Offeror's proposed schedule provides sufficient detail and justification for early unit deliveries the standard may be positively impacted. If the Offeror's proposed schedule provides insufficient detail or late unit deliveries the standard may be negatively impacted.



(b)(3)  
(b)(4)  
(b)(5)

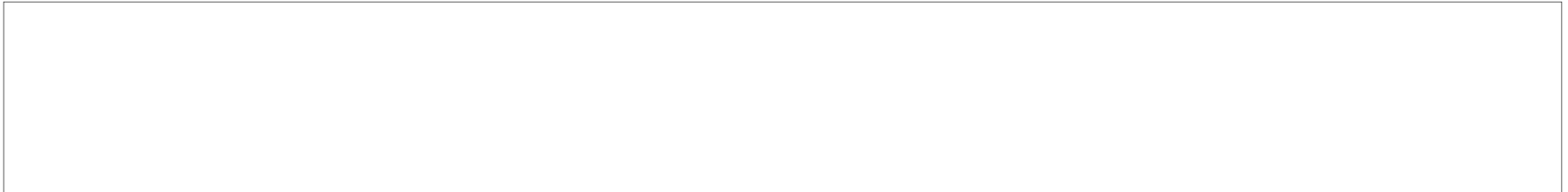
[Reference: Vol:Tech Page: Appendix A Para: N/A RFP: SL2.1, SL4.1.1, 100G EE  
SOW 3.1]

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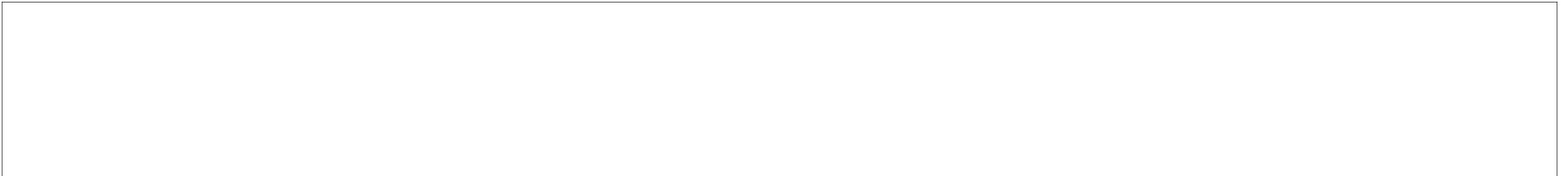


## Technical Management Item Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Development Schedule (cont.)



Reference: Vol:Tech Page: 62 Para: 4.2 RFP: SL.4.1.4, 100G EE SOW 3.1

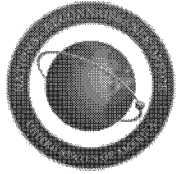


Reference: Vol:Tech Page: Appendix A Para:N/A RFP: SL.2.1, 100G EE SOW  
4.2.3

(b)(4)  
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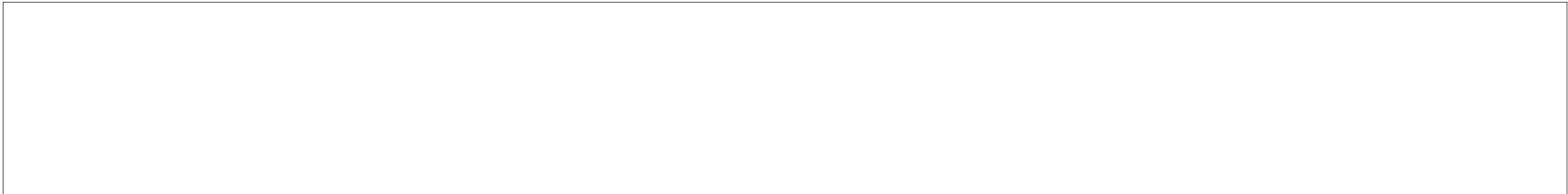
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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Development Schedule (cont.)

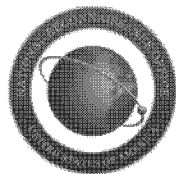


(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:1 App A Page: A-8 Para:N/A RFP: SL.4.1.4, 100G EE SOW 3.1

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SOURCE SELECTION SENSITIVE – SEE FAR 2.102 AND 3.104



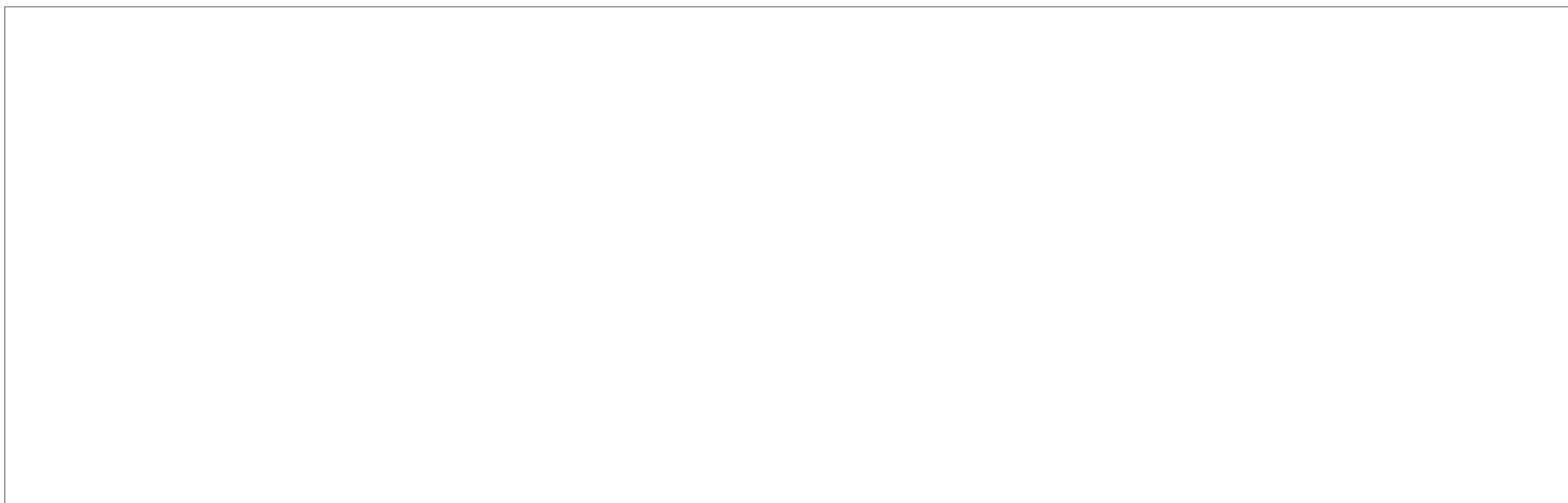
## Technical Management Item

### Factor 1.1: Design Approach (SOW 3.3 – 3.10)

#### Standard: Intellectual Property

- The standard is met when the Offeror's proposal provides data rights to meet the Government needs as reflected in the RFP (including the contents of any commercial licenses to ensure compliance with [redacted] and consistency with Federal laws). If the Offeror's proposal provides data rights with more than the minimum rights specified by the Government, the standard may be positively impacted. If the Offeror's proposal provides data rights with less than the minimum rights specified by the Government, the standard may be negatively impacted.

(b)(3)

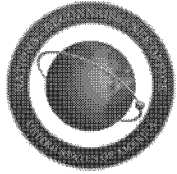


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(b)(4)  
(b)(5)

Reference: Vol:VI Page:2-3 Para:Tab 1, Table 1 RFP:A.2.1.6

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# Technical Management Item

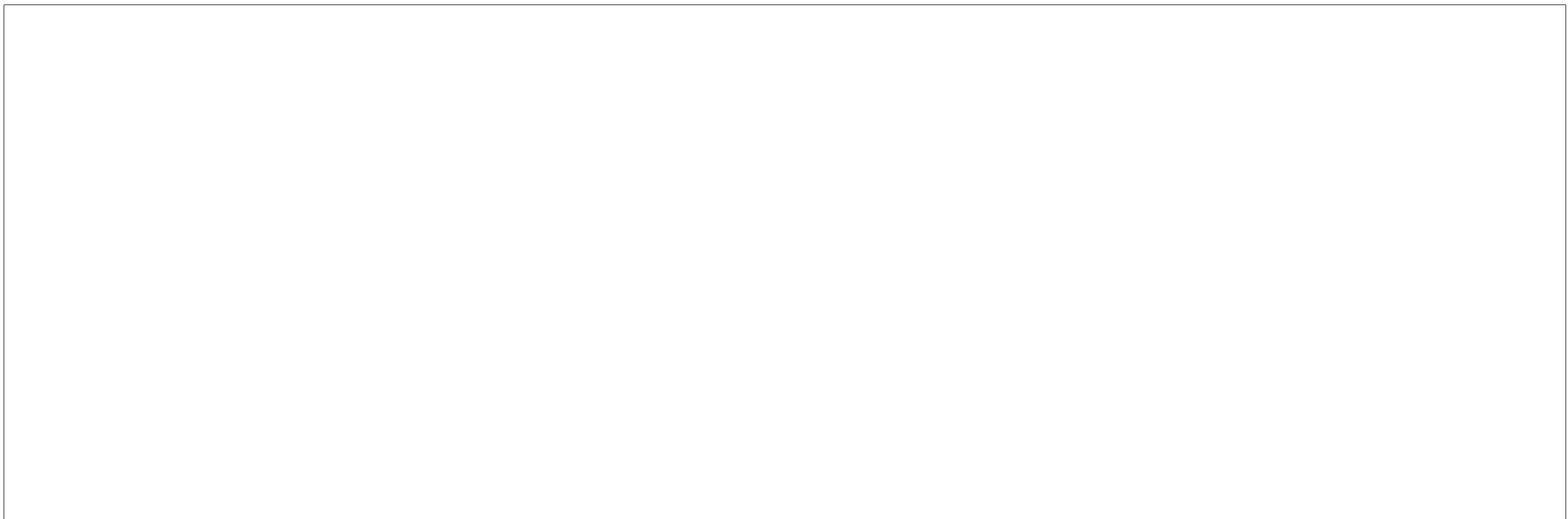
## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Intellectual Property (cont.)



[Reference: Vol:Vol VI Page:2.0, Tab 1, Page 3 Para:Table 2 RFP:SL.4.6.1]

(b)(4)  
(b)(3)  
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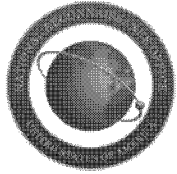


Reference: Vol:VI Page:6 Para:3.0, Tab 2, Table 2 RFP:SL.4.5.2

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# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

### Standard: Intellectual Property (cont.)



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(b)(4)  
(b)(5)

Reference: Vol:Vol VI Page:7 Para:Tab 3, Table 4 RFP:SL.4.6.3

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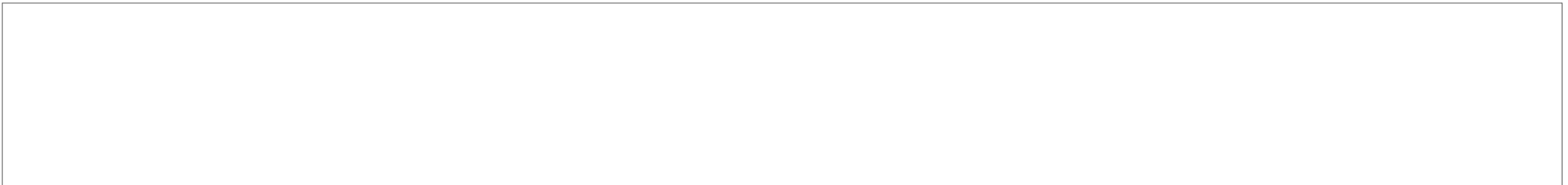


# Technical Management Item

## Factor 1.1: Design Approach (SOW 3.3 – 3.10)

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### Standard: Intellectual Property (cont.)

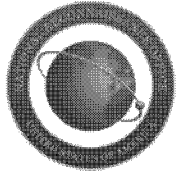


(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:VI Page:ii Para: RFP:SL.2.13

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## Technical Management Item

### Factor 1.2: Reliability, Availability and Maintainability (SOW 3.3 – 3.10)

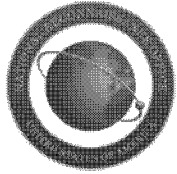
#### **Factor – Reliability, Availability and Maintainability (RAM)**

This factor evaluates the Offeror's process for ensuring the equipment developed will meet the Government's RAM requirements as articulated in the SOW and 100G EE SPEC.



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(b)(4)  
(b)(5)

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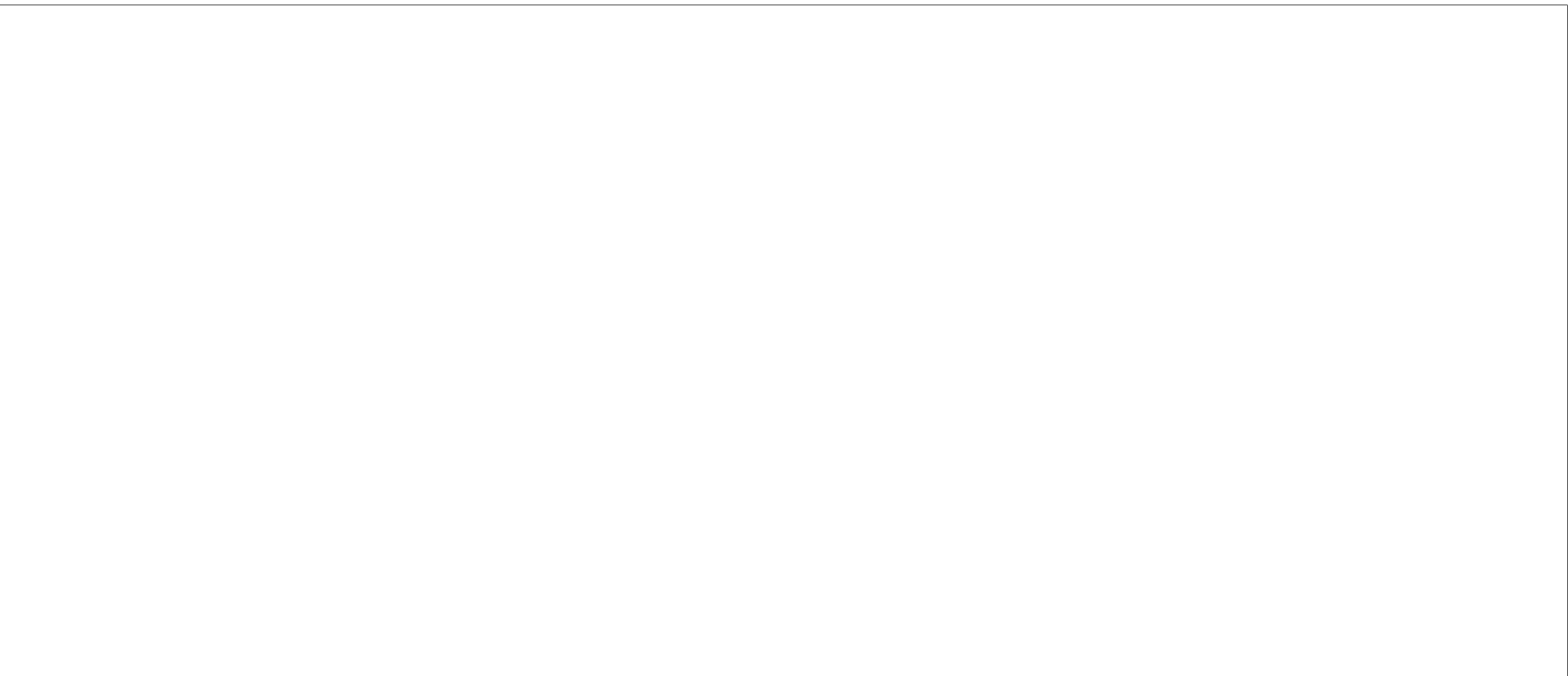


## Technical Management Item

### Factor 1.2: Reliability, Availability and Maintainability (SOW 3.3 – 3.10)

#### Standard: Reliability and Availability

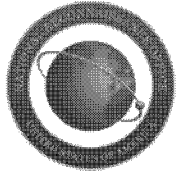
- The standard is met when the Offeror's proposal presents an approach to ensure high reliability and high availability in accordance with the requirements of the SOW, Section 3 and the 100G EE SPEC.



(b)(3)  
(b)(4)  
(b)(5)

Reference: Vol:1 Page:48 Para:2.1 RFP: 100G EE SOW 3.6, 100G EE SPEC  
3.8, SL.4.1.2

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## Technical Management Item

### Factor 1.2: Reliability, Availability and Maintainability (SOW 3.3 – 3.10)

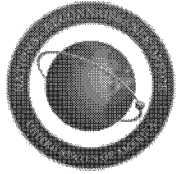
#### Standard: Reliability and Availability cont.



(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:1 Page:48 Para:2.1, Table 2-2 RFP: SL.4.1.2, 100G EE SPEC 3.8

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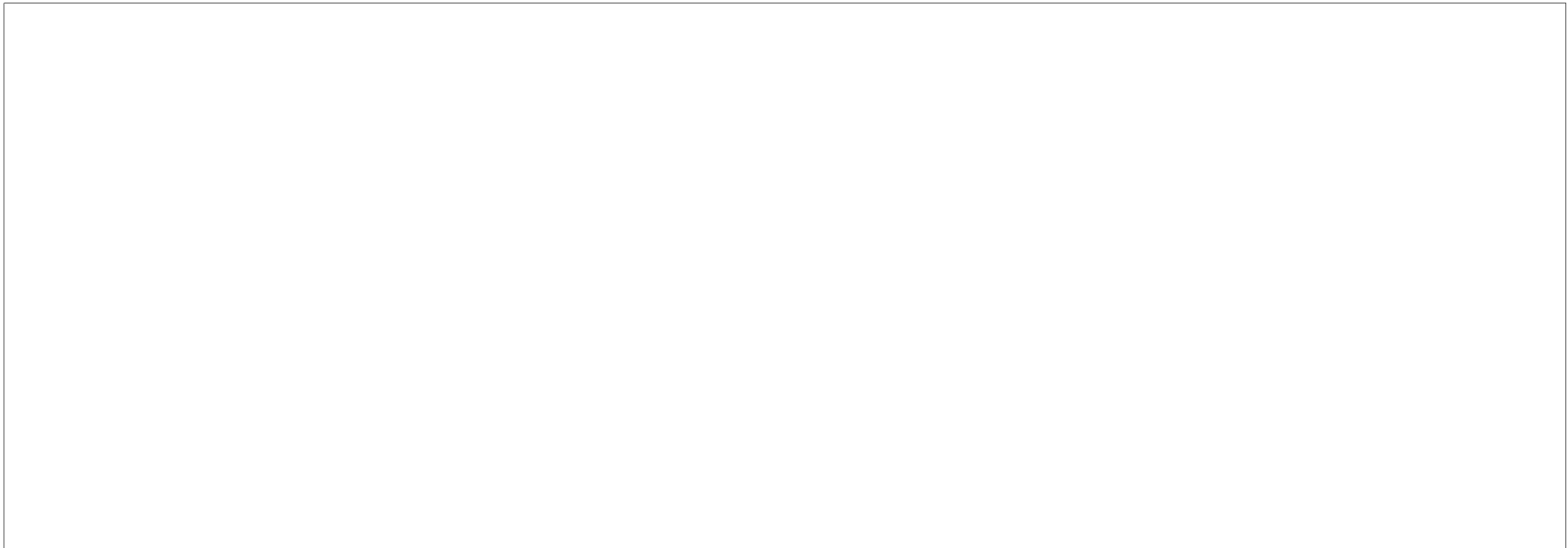


## Technical Management Item

### Factor 1.2: Reliability, Availability and Maintainability (SOW 3.3 – 3.10)

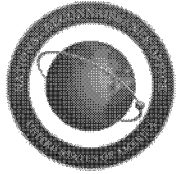
#### Standard: Maintainability

- The standard is met when the Offeror's proposal presents a maintainability approach for equipment repair and software and firmware upgrades that satisfies the requirements of the SOW, Section 3 and the 100G EE SPEC.



(b)(3)  
(b)(4)  
(b)(5)

Reference: Vol:1 Page: 18, 50 Para:1.1.1.2, 2.2 RFP: SL.4.1.2, 100G EE SPEC  
3.4.5



## Technical Management Item

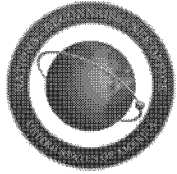
### Factor 1.2: Reliability, Availability and Maintainability (SOW 3.3 – 3.10)

#### Standard: Maintainability

- The standard is met when the Offeror's proposal presents a maintainability approach for equipment repair and software and firmware upgrades that satisfies the requirements of the SOW, Section 3 and the 100G EE SPEC.

(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:1 Page:49 Para: 2.2 RFP: SL.4.1.2, 100G EE SPEC 3.7, 100G EE SOW 3.10



## Technical Management Item

### Factor 1.3: Capabilities and Experience (SOW 3.1 – 3.3)

#### **Factor – Capabilities and Experience**

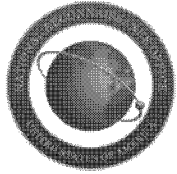
This factor evaluates the Offeror's capability to perform the development, test, and fabrication tasks of high-speed cryptography as outlined in the SOW. It considers the Offeror's corporate capabilities and experience.



(b)(4)  
(b)(3)  
(b)(5)



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## Technical Management Item

### Factor 1.3: Capabilities and Experience (SOW 3.1 – 3.3)

#### Standard: Corporate Capabilities

- The standard is met when the Offeror's proposal demonstrates mature processes and capabilities for developing high assurance security hardware/software that leverages existing libraries and internally developed or 3rd party intellectual property (IP), to meet the requirements of the SOW, Sections 3 & 4.

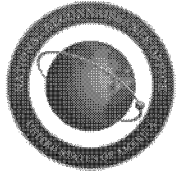


(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:I Page: 53 Para: 3.1 RFP: SL.4.1.3, 100G EE SOW 3.4

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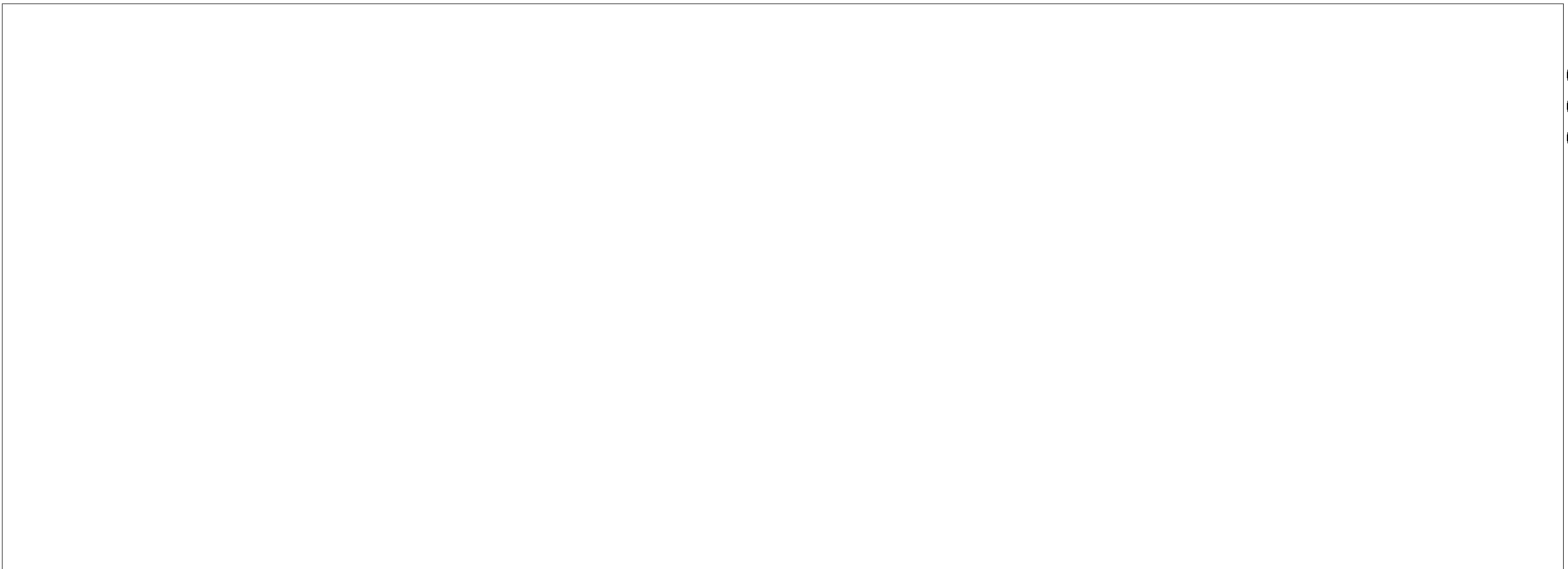


## Technical Management Item

### Factor 1.3: Capabilities and Experience (SOW 3.1 – 3.3)

#### Standard: Corporate NSA Certification Experience

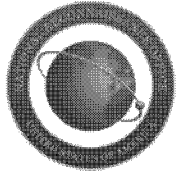
- The standard is met when the Offeror's proposal substantiates that they understand the current NSA high-assurance certification process and have successfully achieved NSA certification of multiple End Cryptographic Units, to meet the requirements of the SOW, Sections 3 & 4.



(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:1 Page: 55 Para: 3.2 RFP: SL.4.1.3, 100G EE SOW 3.9

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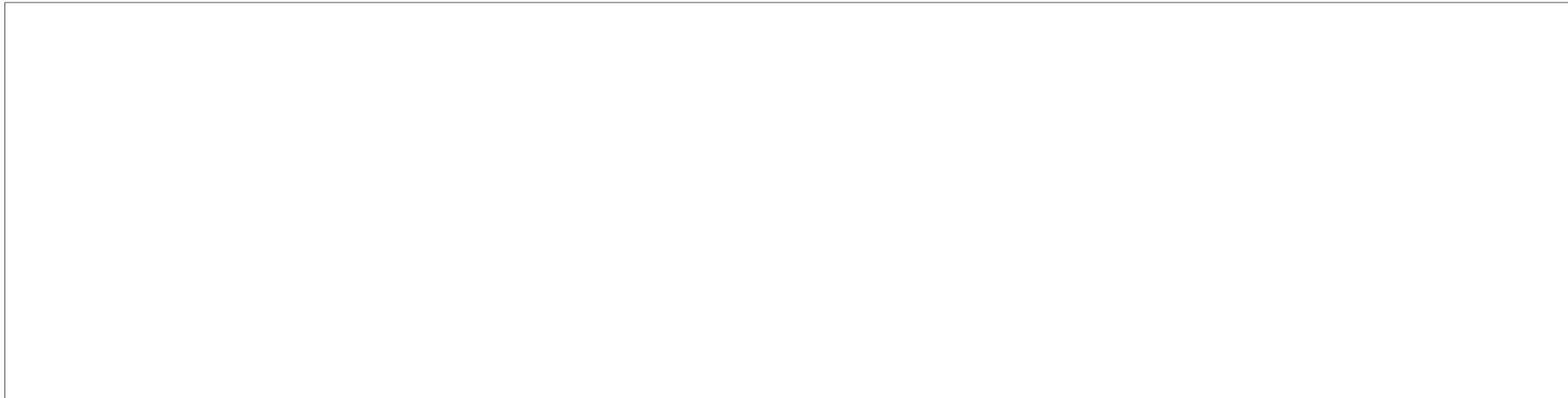
## Technical Management Item

### Factor 1.4: Program Management (SOW 3.1 – 3.2)

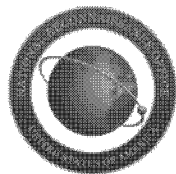
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#### **Factor – Program Management**

This factor evaluates the Offeror's program management approach for ensuring that tasks required for key milestones and the critical path are successfully accomplished within the proposed schedule and budget.



(b)(4)  
(b)(3)  
(b)(5)

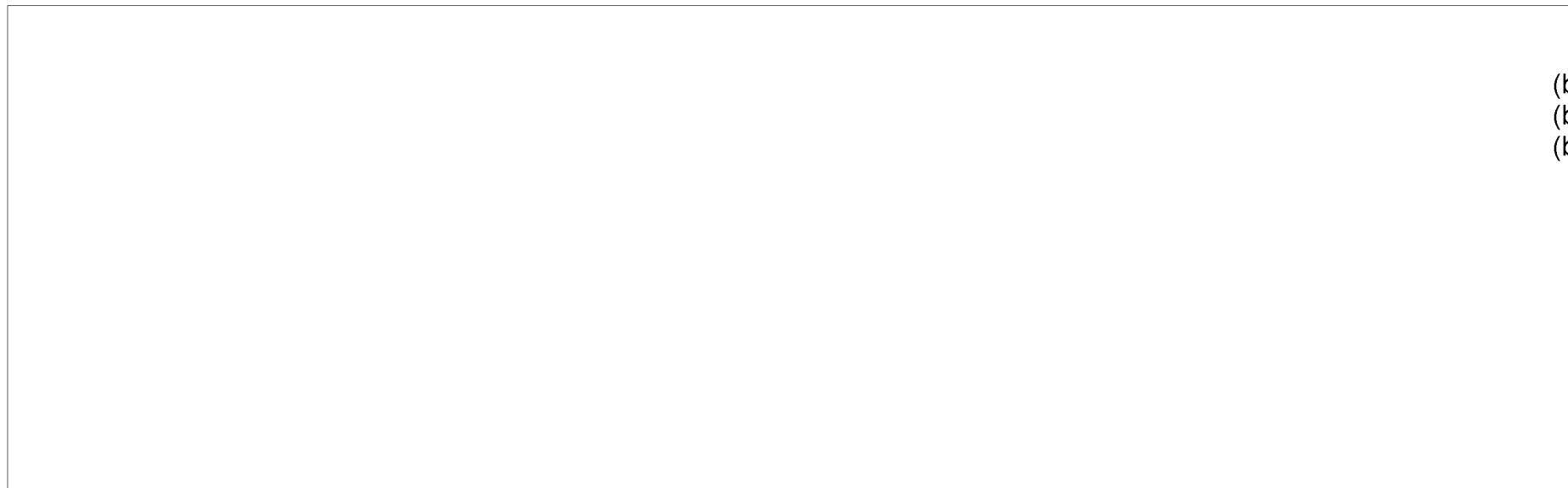


## Technical Management Item

### Factor 1.4: Program Management (SOW 3.1 – 3.2)

#### Standard: Project Management

- The standard is met when the Offeror's proposal presents a management approach for ensuring effective project task management, integration, and control of resources to meet the requirements of the SOW Section 3.



(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:I Page: 58 Para: 4.1 RFP: SL.4.1.4, 100G EE SOW 3.1

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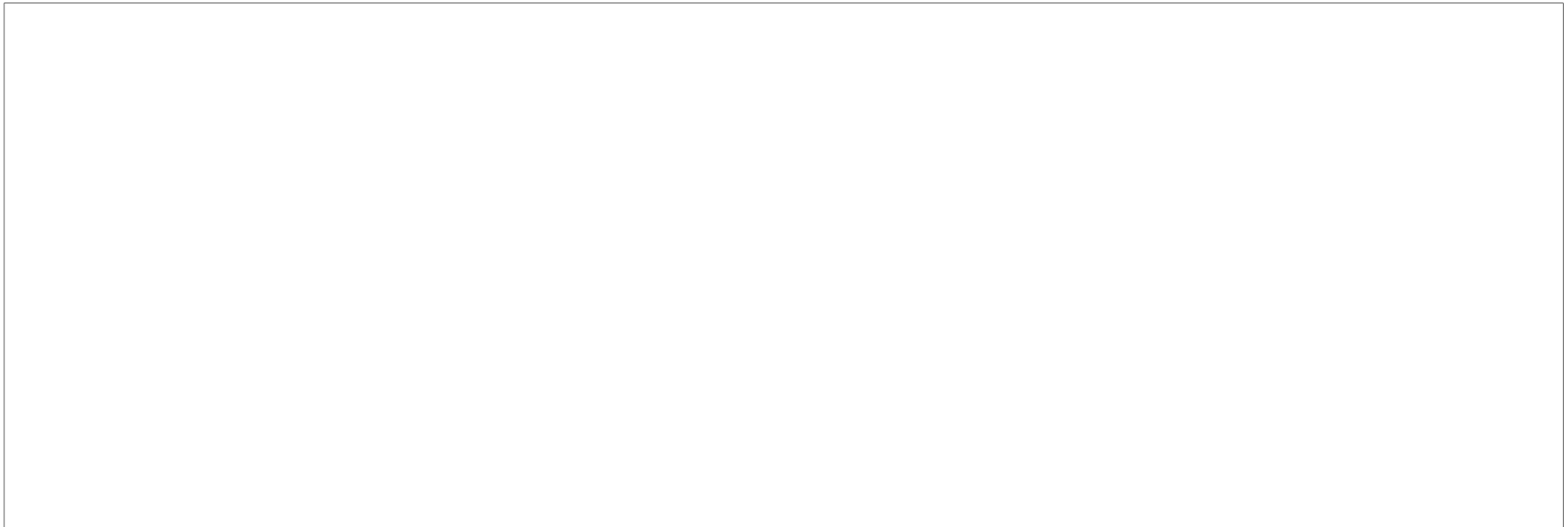


## Technical Management Item

### Factor 1.4: Program Management (SOW 3.1 – 3.2)

#### Standard: Project Management

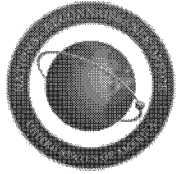
- The standard is met when the Offeror's proposal presents a management approach for ensuring effective project task management, integration, and control of resources to meet the requirements of the SOW Section 3.



(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:I Page: 60 Para: 4.1, Figure 4-3 RFP: SL.4.1.4, 100G EE SOW  
3.1.1.2

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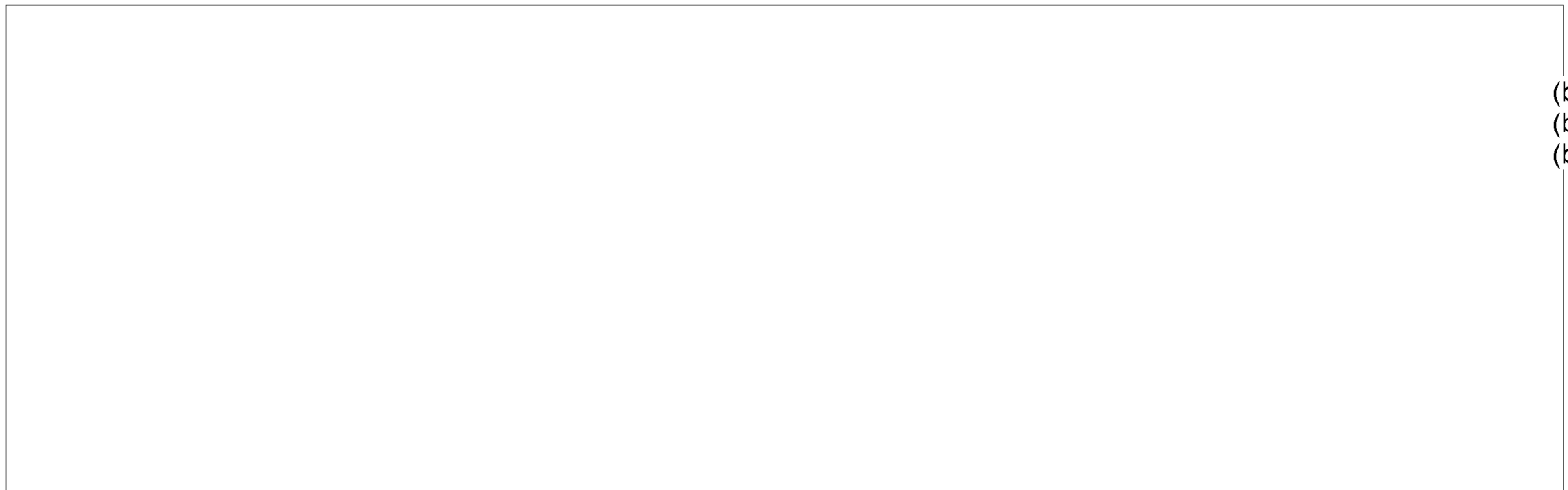


## Technical Management Item

### Factor 1.4: Program Management (SOW 3.1 – 3.2)

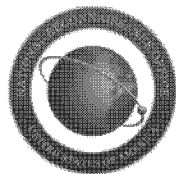
#### Standard: Risk Management

- The standard is met when the Offeror's proposal presents an acceptable plan for managing program, schedule, and cost risks, to meet the requirements of the SOW, Section 3. The Offeror's plan should address important risks, proactive mitigation approaches, and an acceptable risk register and risk burn down plan.



(b)(4)  
(b)(3)  
(b)(5)

Reference: Vol:I Page: 66 Para: 4.3 RFP: SL.4.1.4, 100G EE SOW 3.1.1



# Past Performance

Overall Rating:

(b)(5)  
(b)(3)

## Standard: Program Management

- The standard is met when the Offeror has demonstrated management performance based upon an assessment of responsiveness and providing a stable workforce (retention and attrition management).

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## Standard: Cost Management

- The standard is met when the Offeror has demonstrated a record of cost management based upon an assessment of cost project realism and cost visibility.

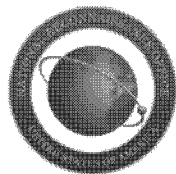
(b)(4)  
(b)(3)

•

## Standard: Scheduling

- The standard is met when the Offeror has demonstrated a scheduling process based upon an assessment against the completion of the contract, milestones, delivery schedules, and administrative requirements.

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# Security

Overall Rating:

(b)(3)  
(b)(5)

## Standard: Security Approach

- The standard is met when the Offeror’s proposal describes an approach for ensuring and maintaining compliance with the NRO and other applicable Government security policies, procedures, and directives, including the program security requirements.

- 

## Standard: Personnel Clearances

- The standard is met when the Offeror’s proposal describes an approach for providing required personnel that are fully cleared to the DoD SECRET level

(b)(4)  
(b)(3)  
(b)(5)

- 

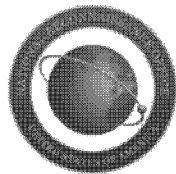
## Standard: Facility Clearance

- The standard is met when the Offeror’s proposal describes an approach for providing timely and appropriate Closed Area facilities to accomplish all work required for the contract.

-

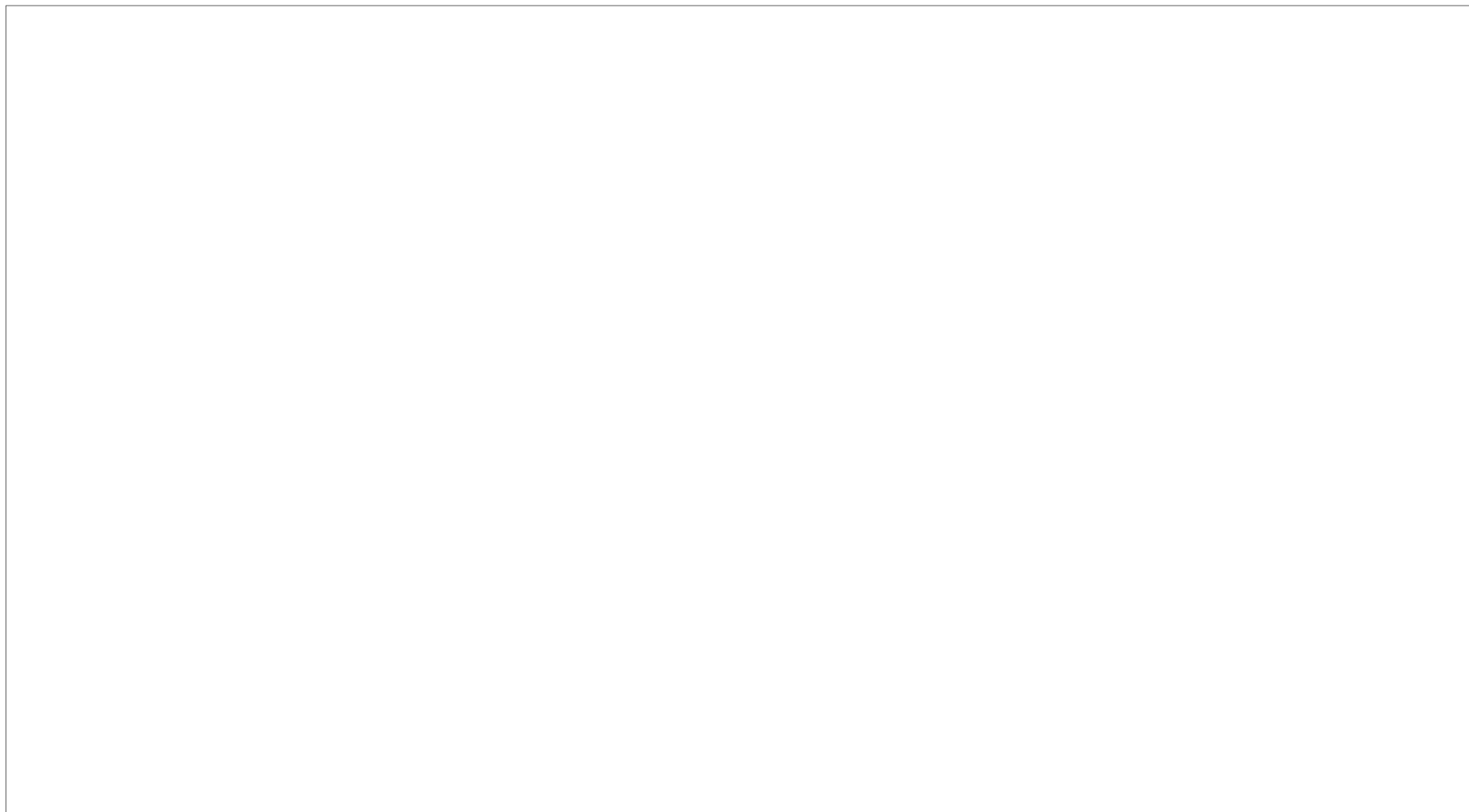


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# Cost

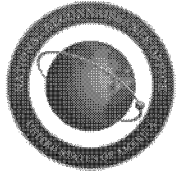
## Realism



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(b)(4)  
(b)(5)

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# Cost

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**Proposed Cost**

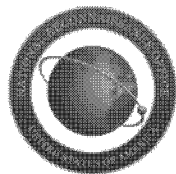
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(b)(5)

**Most Probable Cost (MPC)**



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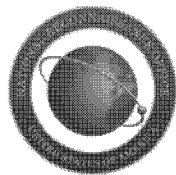


# 100G EE Evaluation Results

<b>EVALUATION CRITERIA</b>	
<b>Technical /Management Item</b>	
Design Approach	
Reliability, Availability, and Maintainability	
Capabilities and Experience	
Program Management	
<b>Past Performance Item</b>	
<b>Security Item</b>	
<b>Contract Definitization</b>	
<b>Proposed Cost</b>	
<b>Most Probable Cost</b>	

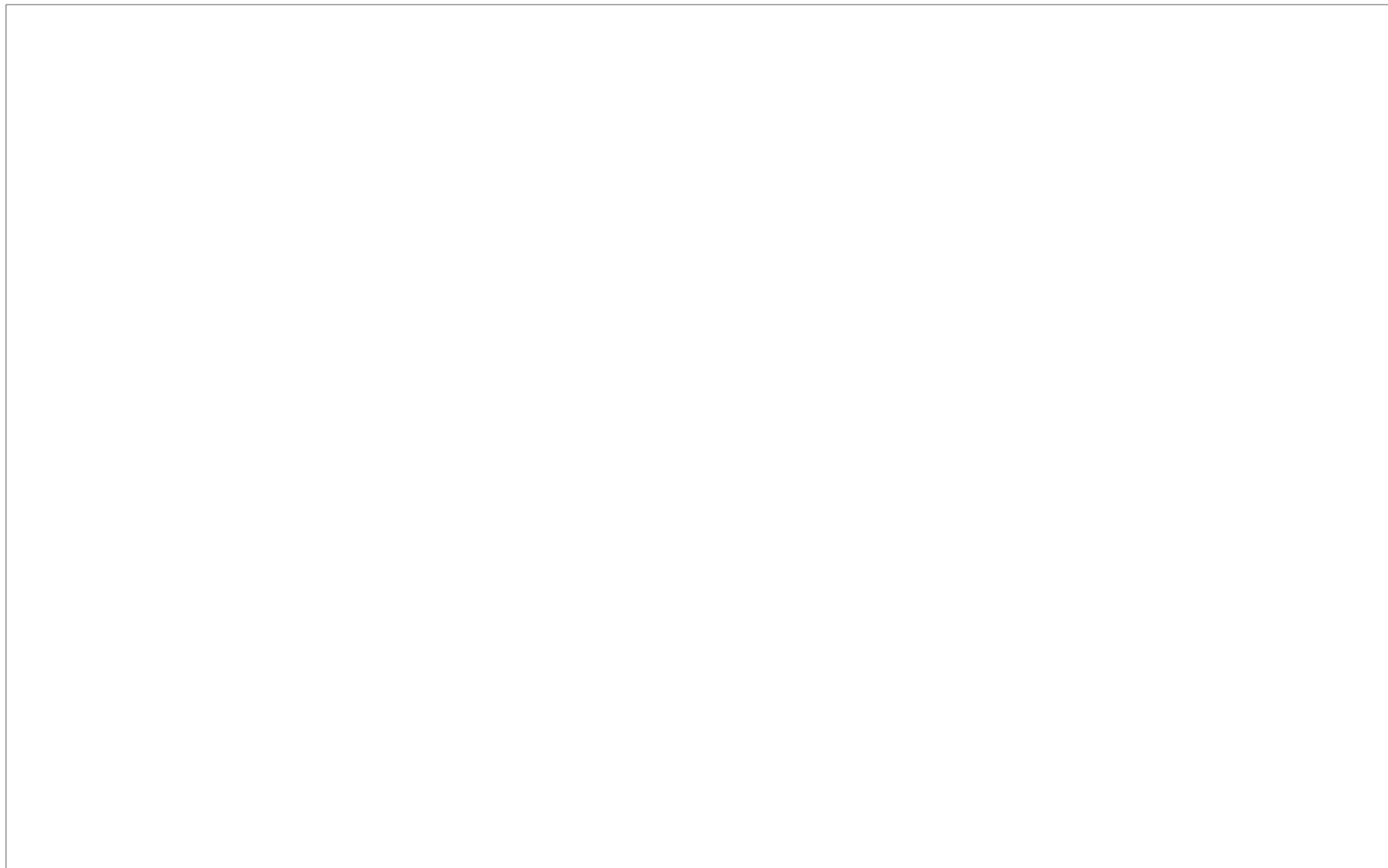
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# Award Rationale



(b)(3)  
(b)(4)  
(b)(5)

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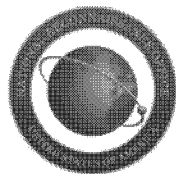
## Questions?

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- Please take 15 minutes to write down any questions regarding this briefing. The Government will answer applicable questions after having time to review them.
- Thank you for your time and effort in preparing your proposal. We hope you will continue to offer your support to our mission in the future.



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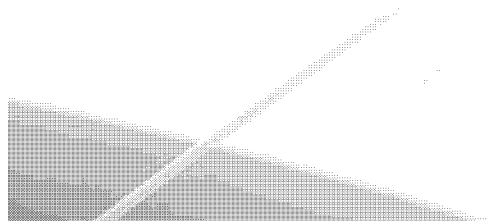


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## Conclusion

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This concludes the formal debriefing.

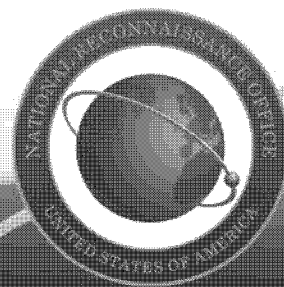


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# NATIONAL RECONNAISSANCE OFFICE

SUPRA ET ULTRA



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