

ATTENDANCE ROSTER

PRE-PROPOSAL SITE VISIT

SOLICITATION NUMBER: N62470-19-R-1004

PROJECT TITLE: Two Ship-to-Shore Container Cranes, Military Ocean
Terminal, Concord

DATE: 16 April 2019

Name	Title	Organization
Luke Clay	Contract Specialist	NCC
SON Nguyen	Lead Engineer	NCC
Matthew Mueller	Project Manager	NCC
Troy Collard	GM Sales	PACECO
Doug Briggs	SDDC - Proj Mgr SDDC - Proj Mgr	SDDC TEA
Steve Lawrence	Product Mgr.	Konecranes
Steven Watsamea	President	Konecranes Nucleo
Ethan Halimi	Sales Manager	GE PC
Keith Bishop	Seminar Ldr	GETN
Rian Gamble	Installation Manager	MOTCO
Dwight Whitehead	Director of Logistics	MOTCO



PRE-PROPOSAL MEETING MINUTES

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1. Welcome/Introductions

The Contract Specialist (Luke Clay) and Project Manager (Matthew Muller) opened the meeting at 8:30. Attendance was taken. Luke Clay reminded everyone to register in NECO, and advised that unless the solicitation is amended in writing, it remains unchanged.

2. Contractual Background - Contract Specialist

The Contract Specialist gave a brief overview of the solicitation... it was posted on NECO under NAICS 333923 on 21 March 2019... it will result in a single Firm-Fixed Price (FFP) contract for two (2) rail-mounted ship-to-shore container Cranes, to be located at Military Ocean Terminal, Concord (MOTCO), Concord, California. The Cranes shall be designed, fabricated, assembled, facility tested, delivered, installed, inspected, field tested and commissioned, and made ready for use in accordance with the specification, as contained as Attachment A in Section J of the solicitation.

The rough order of magnitude for this project is between \$20,000, 000 and \$45,000,000.

The contract completion date for CLIN 0001 and CLIN 0002 shall be 900 calendar days from date of award. If exercised, the contract completion date for CLIN 0003 shall be the same contract completion date as CLIN 0001 and CLIN 0002, unless the parties otherwise agree.

This project is a DO-C9 rated order under DPAS (15 CFR 700). The North American Industry Classification Code (NAICS) for this procurement is 333923 and the corresponding small business size standard is 1,250 employees.

Award will be based on best value source selection criteria, as contained in Section M of the solicitation. Criteria include Corporate Experience, Past Performance, Small Business Utilization, and Safety as cited in Section M. The contract will be awarded based on the best value to the Government using Source Selection Procedures.

The acceptance period for this solicitation is 90 calendar days. Offers providing for less than 90 calendar days will not be considered and will be rejected.

3. Contract Procedures

The Contract Specialist gave a brief overview of the best value source selection process... procurement will be conducted in accordance with Part 15 of the Federal Acquisition Regulation (FAR)... award will be made on the basis of Best Value to the Government, price and non-price related factors considered... Offerors are reminded that award may be made without discussions.

The tradeoff process is selected as appropriate for this acquisition. The Government considers it to be in its best interest to allow consideration of award to other than the lowest priced offeror or other than the highest technically rated offeror.

All technical factors are of equal importance to each other, and when combined are of equal importance to the performance confidence assessment (past performance) rating; and all technical factors and the performance confidence assessment (past performance) rating, when combined are approximately equal to price.

The Contract Specialist touched on the source selection plan and that it is always completed prior to submission of proposals to ensure an unbiased evaluation based on the Navy's needs.

The Contract Specialist went over each of the evaluation factors for award: Corporate Experience, Past Performance, Small Business Utilization, and Safety.

The Contract Specialist discussed some of the proposal requirements including the proposal due date, submission format, bid bond requirements, Sam.gov, and Wide Area Work Flow. Debriefing procedures as found in FAR Subpart 15.5 were also discussed.

4. Contractual Questions and Discussion

All questions were requested to be submitted in writing to the contract specialist. The government will post responses inquiries by amendment.

5. Project Overview – Project Manager

The Project Manager gave an overview of the scope of the project:

Procure two (2) rail-mounted ship-to-shore container Cranes, to be located at Military Ocean Terminal, Concord (MOTCO), Concord, California. Crane capacity shall be 40 long ton below the spreader, and the Cranes shall be able to service a Panamax vessel with 13 containers abeam. The Cranes shall be equipped with a spreader capable of lifting both single and twin 20-foot containers, single 40-foot containers, and single 45-foot containers. The Cranes shall be designed, fabricated, assembled, facility tested, delivered, installed, inspected, field tested and commissioned, and made ready for use in accordance with Solicitation N62470-19-R-1004 (NAVFAC WO 1396247). The cranes shall be built to the design drawings of a registered professional engineer(s).

The scope of supply under this contract includes:

1. Two (2) ship-to-shore Cranes, including trolleys with main hoist and headblocks
2. Three (3) telescoping 20 ft, 40 ft, 45 ft, separating twin-20 ft spreaders; this includes one (1) spare
3. One (1) heavy lift cargo beam (total for project)
4. Test weights
5. Initial spare parts

Significant technical features of each Crane include the following:

1. Local Crane management system (CMS)
2. Closed circuit television system (CCTV)
3. Hatch cover storage platform on the Crane, landside of the landside rail
4. Fire detection and suppression system
5. Vessel Profiling System, also known as “stack profiling system” (SPS) and Soft Landing System (part of SPS)
6. Detailed operation and maintenance manuals in English
7. Electronic security requirements - such as restrictions for WiFi, Bluetooth, internet, etc.
8. USA Professional Engineer as Engineer of Record
9. Crane structure consideration for operations on flexible wharf

The Project Manager discussed a number of changes from the previous solicitation (N62470-18-R2008) including, but not limited to:

1. Crane capacity for both cranes has been changed from 60 LT to 40 LT
2. The prohibition against barge transport has been removed
3. The requirement for regional availability of spare parts has been removed
4. Crane life time cycle count for design has been reduced from 4,000,000 to 2,000,000

5. Requirement for the Structural Engineer (SE) to be licensed in the state of California has been removed. The SE shall be licensed in any State of the United States of America
6. Mono-girder crane configuration will be accepted

The Project Manager discussed the submittals: All submittals have a specified delivery window. There are several milestones that require specific Contract Data Requirements List (CDRL) items to be completed prior to the milestone event. Please allow time for government review and resubmission of submittals.

1. Government Design Approval: Preliminary, 90% and Final Design Drawings and Calculations (CDRL A004) review periods: 22 days for initial design, 22 days for resubmittals.
2. Government Witnessed Pre-Shipment (Shop) Test: submit technical manuals (CDRL A007) 30 days prior to test; various material certifications, such as Wire Rope Certification (CDRL A008) prior to test as specified
3. Crane Shipping and Installation: submit a Transportation Manual (CDRL A044) 60 days prior to crane shipment; submit a Critical Lift Plan (CDRL A032) 30 days prior to the first lift.
4. Contractor Requested Changes: CCRF Review period: 30 days for initial submittal, 14 days for resubmittals.

This contract will require design submissions to be submitted via an electronic submittal system. NCC and NCC Contractors are expected to use **without cost** the AMRDEC system. NCC will use Dr. Checks at ProjNet.org for major submittal review comment communications. The Government will annotate comments in Dr. Checks and use this tool to track comment resolution, the Contractor will be required to provide responses to all Government comments in ProjNet. Please note the contract requires all submissions to have the crane number noted on the submission and each crane must be submitted individually. The solicitation required submittals are discussed in the specification and submission requirements are presented in Exhibits A and B.

Contract Schedule and Site Work:

1. Post-award conference held at MOTCO or via Teleconference.
2. Design Review Conference held at MOTCO NLT 60 days after contract award.
3. Pre-Manufacturing conference at Contractor's facility.
4. Pre-Installation conference held at MOTCO.
5. Government inspection of the cranes will occur prior to shipping, after installation complete and after acceptance testing.
 - a. Testing shall use the procured certified test weights and rigging gear.
6. Following crane acceptance, the Contractor shall provide (2) 8-hour operator training, (1) 16-hour structural maintenance session, (1) 40-hour mechanical maintenance and (1) 80-hour electrical system maintenance training sessions to be held at MOTCO.

Section H of the solicitation provides site specific details for mobilizing at MOTCO. Section H requirements addresses several issues such as work hours, holidays, badging requirements, rules for cameras or cell phones with cameras and mobilization notification requirements.

6. Questions

All questions were requested to be submitted in writing to the contract specialist. The government will post responses inquiries by amendment.