**Evaluation Memo and Selection Recommendation**

**for Joint Warfighting Cloud Capability (JWCC)**

**Name of Requirement:** Eval Memo Test

**Solicitation number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Proposal/White Paper Response due date:** (Click or tap to enter a date.)

**Basis of Evaluation:**

* Government user does not require a technical proposal; award will be made on a Lowest Price Technically Acceptable (LPTA) basis

**List of Contractors:** *(Select contractors who responded to the solicitation)*

* Google Support Services, LLC (GSS)
* Microsoft Corporation
* Oracle America Inc.
* Amazon Web Services, Inc. (AWS)

Evaluations were conducted in accordance with (IAW) the solicitation dated (click or tap to enter a date) and rated IAW with the below Evaluation Table. As indicated in the solicitation the following compliance standards/differentiators/assessment areas apply:

Compliance standards:

1. Each requirement element has one or more specific catalog item number/SKU specified
2. The Contractor mapped the catalog item numbers/SKUs to the requirement element(s)
3. custom spec 1
4. custom spec 2

|  |  |
| --- | --- |
| **Technical/Management Ratings - LPTA** | |
| **Rating** | **Description** |
| Acceptable | Proposal meets the minimum requirements of the solicitation. |
| Unacceptable | Proposal does not meet the minimum requirements of the solicitation. |

Price proposals were evaluated to determine if they are reasonable and complete. Price reasonableness is established through cost and price analysis techniques as described in Federal Acquisition Regulation (FAR) 15.404. For a price to be complete, all solicitation requirements must be priced, figures correctly calculated, and prices presented in a clear and useful format.

**Initial Technical Evaluation of Offerors:**

*(For “Lowest Risk” requirements, evaluate all Offerors. A narrative is required for each rating. Award will be made to the Contractor offering the “lowest risk”.)*

**Offeror 1:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

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**Offeror 2:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Offeror 3:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

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**Offeror 4:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

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**Price Evaluation:**

Pricing Summary with Independent Government Cost Estimate (IGCE)

|  |  |  |
| --- | --- | --- |
| **Offeror** | **Total Evaluated Price (TEP)** | **Variance from IGCE** |
|  |  | Variance = (TEP-IGCE)/IGCE |
|  |  |  |
|  |  |  |
|  |  |  |
| ***IGCE*** |  |  |

**Offeror 1:**

**TEP:**  Offeror 1’s total evaluated price is $$$.

**Completeness:** Offeror 1’s proposal is considered to be complete/incomplete. All solicitation requirements are priced, figures are correctly calculated, and prices are presented in a clear and useful format. *(OR Explain how the offeror's proposal is incomplete.)*

**Reasonableness:** The reasonableness of the proposed pricing is established based upon one or more of the techniques defined in FAR Part 15.404.

*IGCE*

The total proposed amount compares favorably to the IGCE and is X% below the IGCE amount of $6,299,661.00. This is reasonable in accordance with FAR 15.404-1(b)(2)(v). *OR* The total proposed amount is X% higher than the IGCE amount of $6,299,661.00. This is reasonable/unreasonable IAW FAR 15.404-1(b)(2)(v).

*Competition*

IAW FAR 15.404(b)(2)(i), adequate price competition established price reasonableness as this effort had X Offerors submit responses, all competing independently. *Describe how the Offerors pricing compares to the competition. For example:* Offeror 1 is the lowest priced Offeror. Their total evaluated price is X% lower than the next lowest Offeror (Offeror 2) and X% lower than the average TEP. Offeror X is considered reasonable IAW FAR 15.404(b)(2)(i)*.*

[Average TEP) formula = (TEP-Avg TEP)/Avg TEP]

|  |  |  |
| --- | --- | --- |
| **Offeror** | **TEP** | **Variance from Average TEP** |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| ***Average TEP*** |  |  |
| ***IGCE*** |  |  |

*JWCC Contract Pricing*

The Government verified each Offeror applied the discounts incorporated into its JWCC Contract to its proposed pricing for the TO. Pricing incorporated into the JWCC Catalog and JWCC Contract must be at or below its commercial catalog pricing. IAW FAR 15.404(b)(2)(iv), the proposed pricing is considered to be reasonable.

*Additional Analysis/Cost and Pricing Data: (if applicable)*

**Evaluation Summary:**

*(For LPTA, evaluate the Offeror’s submission from lowest price to highest price and identify the Offerors based on the evaluation above. Select the checkbox for the successful Offeror.)*

* GSS (*Lowest Priced, Second Lowest, Third Lowest, Fourth Lowest, or Sole Source.)*
* Microsoft Corporation *(Lowest Priced, Second Lowest, Third Lowest, Fourth Lowest, or Sole Source.)*
* Oracle America Inc. *(Lowest Priced, Second Lowest, Third Lowest, Fourth Lowest, or Sole Source.)*
* AWS *(Lowest Priced, Second Lowest, Third Lowest, Fourth Lowest, or Sole Source.)*

**Section 508 Compliance:** *(Review the proposal/white paper and determine if it meets the 508 criteria as listed in the TO solicitation).*

* Yes
* No (explain): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

If a section 508 Exemption Applies, *(Choose an item)*.

**Signed:**



**Evaluation after Communications with Offerors**

**Interim/Final Evaluation of Offerors:** *(Where communications with Offerors have occurred, include a discussion of any noted issues applicable to the Compliance Standard/Differentiator/Assessment Area. An explanation of the Agency’s evaluation of the Offeror’s response to the issue must be included here and must document why the evaluation determination changes or remains the same.)*

**Offeror 1:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

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**Offeror 2:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

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**Offeror 3:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

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**Offeror 4:**

Compliance Standard 1 - Each requirement element has one or more specific catalog item number/SKU specified:

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 2 - The Contractor mapped the catalog item numbers/SKUs to the requirement element(s):

* Acceptable
* Unacceptable

Narrative:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Compliance Standard 3 - custom spec 1:

* Acceptable
* Unacceptable

Narrative:

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Compliance Standard 4 - custom spec 2:

* Acceptable
* Unacceptable

Narrative:

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