



Program Manager Assembled  
Chemical Weapons Alternatives

# The Procurement Process

## A Partnership for Safe Chemical Weapons Destruction

# Information

The U.S. Army Joint Munitions Command, located at Rock Island Arsenal, Illinois, is responsible for the procurement process associated with the systems contract for the Colorado and Kentucky chemical weapons destruction facilities. Joint Munitions Command was chosen by the Department of Defense to conduct the contracting process for chemical demilitarization facilities because of its considerable experience in administering government-owned, contractor-operated facility contracts.

The procurement process for the Colorado and Kentucky contracts is a best value formal source selection procurement. This means that factors other than cost alone are used to determine the award of government contracts. Evaluation factors include technical approach and management approach, past performance, as well as small business utilization and cost. The contract is awarded to the offeror (company) who submitted the proposal which was judged to be in the Government's best interest, taking into consideration technical and management approaches, past performance, small business utilization and cost factors.

The process for this type of procurement is:

- The Government determines what its requirements are and describes these requirements in a Request for Proposal (RFP). The RFP also informs the offerors what information to include in their proposals for evaluation purposes.
- The offerors review the RFP and submit proposals based on the requirements stated in the RFP.
- The proposals are evaluated by the Government against a set of predetermined standards. After initial evaluations any offerors that no longer have a reasonable chance of being

selected for a contract award are eliminated from competition. Discussions take place with the remaining offerors regarding any deficiencies, weaknesses, or discrepancies found in their proposals.

- Once discussions are complete, the remaining offerors are requested to submit their final revised proposal. Once the final proposals are evaluated against the predetermined standards, the offeror whose proposal offers the best value and whose performance is expected to best meet the Government's requirements is selected for the award.
- The successful contractor is authorized to begin work on the awarded contract.

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