



STATE OF ARKANSAS
ARKANSAS DEPARTMENT OF HEALTH

4815 W. Markham
 Little Rock, Arkansas 72205

REQUEST FOR PROPOSAL
SOLICITATION DOCUMENT

SOLICITATION INFORMATION			
Solicitation Number:	DH-23-0021	Solicitation Issued:	7/21/2023
Description:	On Demand Language Interpreter and American Sign Language Interpreter Services		
Department:	Center For Health Protection		

SUBMISSION DEADLINE			
Proposal Opening Date:	8/4/2023	Proposal Opening Time:	2:00 p.m., Central Time

Deliver proposal submissions for this Request for Proposal to the Arkansas Department of Health on or before the submission deadline. Proposals received after the submission deadline may be rejected as untimely. See Section 1.2 for information regarding Live Proposal Openings.

DELIVERY OF RESPONSE DOCUMENTS	
Delivery Address and RFP Opening Location:	<p>Arkansas Department of Health Contract Support Section, L156 4815 W. Markham, Slot #58 Little Rock, Arkansas 72205</p> <p>Delivery providers, USPS, UPS, and FedEx deliver mail to ADH's street address on a schedule determined by each individual provider. These providers will deliver to ADH based solely on the street address. Prospective Contractors assume all risk for timely, properly submitted deliveries.</p>
Proposal's Outer Packaging:	<p>Seal outer packaging and properly mark with the following information. If outer packaging of proposal submission is not properly marked, the package may be opened for proposal identification purposes.</p> <ul style="list-style-type: none"> • Solicitation number • Date and time of proposal opening • Prospective Contractor's name and return address

TSS OFFICE OF STATE PROCUREMENT CONTACT INFORMATION			
Issuing Buyer:	Jeff Griffin	Buyer's Direct Phone Number:	(501) 280-4594
Email Address:	jeffrey.h.griffin@arkansas.gov	Alternate Number:	(501) 280-4630
ADH Grant and Bid Opportunities Website:	https://www.healthy.arkansas.gov/programs-services/topics/grant-and-bid-opportunities		

SECTION 1 – GENERAL INFORMATION AND INSTRUCTIONS

- **Do not** provide responses to items in this section unless specifically and expressly required.

1.1 INTRODUCTION

This Request for Proposal (RFP) is issued by the Arkansas Department of Health (ADH) for the (DEPARTMENT) to obtain pricing and a contract for On Demand Language Interpreter and American Sign Language Interpreter Services. Direct all questions, comments, or concerns you may have regarding this solicitation to the Issuing Buyer.

1.2 LIVE PROPOSAL OPENING

This RFP Bid Opening will not be shared live.

1.3 TYPE OF CONTRACT

- As a result of this RFP, ADH intends to award a contract to a single Contractor.
- The anticipated starting date for any resulting contract is 09/18/2023 except that the actual contract start date may be adjusted unilaterally by the State for up to three (3) calendar months. By submitting a signed proposal in response to the RFP, the Prospective Contractor represents and warrants that it will honor its proposal as being held open as irrevocable for this period.
- The initial term of a resulting contract will be for one (1) year. Upon mutual agreement by the Contractor and Department, the contract may be renewed by TSS OSP for up to six (6) additional one-year terms or portions thereof, not to exceed a total aggregate contract term of seven (7) consecutive years.

1.4 SOLICITATION SCHEDULE

- For informational purposes, ADH is providing a Solicitation Schedule; however, dates listed and noted with an asterisk (*) are anticipated dates only and are subject to change at the discretion of the State.

TABLE A: TENTATIVE SOLICITATION SCHEDULE

ACTIVITY	DATE
RFP Release to Prospective Contractors	7/21/2023
Deadline for Prospective Contractor Questions	7/28/2023
Answers to Questions Posted to ADH website*	8/1/2023
Proposal Due Date	8/4/2023 at 2:00PM
Oral Presentations/Demonstrations*	N/A
Post Anticipation to Award*	8/11/2023
Award Contract*	9/18/2023

1.5 CLARIFICATION OF SOLICITATION

- A. Submit any questions requesting clarification of information contained in this *Solicitation* in writing via email by the date and time listed in Section 1.4, Table A to the ADH Issuing Buyer as shown on page one (1) of this *Solicitation*.
1. For each question submitted, Prospective Contractor should reference the specific solicitation item number to which the question refers.
 2. Prospective Contractors' written questions will be consolidated and responded to by the State as deemed appropriate. The State's consolidated written response is anticipated to be posted to the ADH website by the close of business on the date provided in Section 1.4, Table A. If Prospective Contractor questions are unclear or non-substantive in nature, the State may request clarification of a question(s) or decline to answer.
- B. The Prospective Contractor should notify the ADH Issuing Buyer of any term, condition, etc., that precludes the Prospective Contractor from submitting a compliant, Responsive Proposal. Prospective Contractors should note that it is the responsibility of the Prospective Contractor to seek resolution of all such issues, including those relating to the terms and conditions of the contract, prior to the submission of a proposal.
- C. Prospective Contractors may contact the ADH Issuing Buyer with non-substantive questions at any time prior to the proposal opening.
- D. An oral statement by ADH will not be part of any contract resulting from this solicitation and may not reasonably be relied on by any Prospective Contractor as an aid to interpretation unless it is reduced to writing and expressly adopted by ADH.

1.6 DEFINITION OF TERMS

- A. Unless otherwise defined herein, all terms defined in Arkansas Procurement Law have the same meanings herein.
- B. "Prospective Contractor" means a responsible offeror who submits a proposal in response to this solicitation.
- C. The terms "Request for Proposal", "RFP" and "Solicitation" are used synonymously in this document.
- D. "Responsive Proposal" means a proposal submitted in response to this solicitation that conforms in all material respects to this RFP.
- E. "Shall" and "Must" mean the imperative and are used to identify requirements.
- F. "Requirement" means something required.
- G. "Specification" means any technical or purchase description or other description of the physical or functional characteristics, or of the nature, of a commodity or service. "Specification" may include a description of any requirement for inspecting, testing, or preparing a commodity or service for delivery.
- H. "State" means the State of Arkansas. When the term "State" is used herein to reference any obligation of the State under a contract that results from this solicitation, that obligation is limited to the Department using such a contract.

1.7 RESPONSE DOCUMENTS

A. Original *Technical Proposal Packet*

1. Responses within the *Information for Evaluation* and *Exceptions* sections **must not** contain the Prospective Contractor's name or any other identifiers, including without limitation names of staff members, projects, products, and addresses.
2. Prospective Contractors **shall** utilize the *Technical Proposal Packet* to submit their responses.
3. The following items are proposal submission requirements and **must** be submitted as a hard copy in the original *Technical Proposal Packet*.
 - a. Original signed *Proposal Signature Page*. Signature may be ink or digital. (See *Technical Proposal Packet*.)
 - b. One (1) original hard copy of the proposal response which includes:
 - i. Technical Proposal response to the *Information for Evaluation* section included in the *Technical Proposal Packet*. Proposal response **must** be in the English language.
 - ii. Response to the *Official Solicitation Price Sheet*. Pricing **must** be proposed in U.S. dollars and cents.
 - The *Official Solicitation Price Sheet*, including the hard copy and electronic copy, **must** be separately sealed from the *Technical Proposal Packet* and should be clearly marked as "Pricing." A Prospective Contractor **shall not** include any pricing in the hard copies or electronic copies of their *Technical Proposal Packet*.
 - iii. *Proposed Subcontractors Form*. The utilization of any proposed subcontractor is subject to approval by the Department.
 - iv. *Exceptions Form*.
4. The following items, which **must** be submitted prior to a contract award to the Prospective Contractor, may also be included with the Prospective Contractor's proposal:
 - a. *EO 98-04: Contract and Grant Disclosure Form*.
 - b. Copy of Prospective Contractor's *Equal Opportunity Policy*.
 - c. *Voluntary Product Accessibility Template* (VPAT), if applicable.
5. **DO NOT** include any other documents or ancillary information, such as a cover letter or promotional/marketing information.

B. Additional Copies and Redacted Copy of the *Technical Proposal Packet* and *Official Solicitation Price Sheet*

In addition to the original *Technical Proposal Packet* and the *Official Solicitation Price Sheet*, the following items should be submitted:

1. Additional Copies of the *Technical Proposal Packet*
 - a. Three (3) complete hard copies (marked "COPY") of the *Technical Proposal Packet*.

- b. One (1) electronic copies of the *Technical Proposal Packet*, preferably on flash drives and in PDF format. CDs will also be acceptable. Do not send electronic copies via email or fax.
 - i. The *Information for Evaluation and Exceptions Form* sub-sections should be a separate file on the flash drive or CD.
 - c. All additional hard copies and electronic copies **must** be identical to the original hard copy. In case of a discrepancy, the original hard copy governs.
 - d. If TSS OSP requests additional copies of the proposal, the copies **must** be delivered within the timeframe specified in the request.
2. Additional Copies of the *Official Solicitation Price Sheet*
- a. Prospective Contractor should also submit one (1) electronic copy of the *Official Solicitation Price Sheet*, preferably on a flash drive and in PDF format. A CD will also be acceptable. Do not send electronic copies via email or fax.
 - i. The *Official Solicitation Price Sheet*, including the hard copy and electronic copy, **must** be separately sealed from the *Technical Proposal Packet* and should be clearly marked as "Pricing." Prospective Contractor **shall not** include any pricing in the hard copies or electronic copies of their *Technical Proposal Packet*.
3. One (1) redacted (marked "REDACTED") copy of the original *Technical Proposal Packet*, preferably on a flash drive and in PDF format. A CD will also be acceptable. Do not send electronic copies via email or fax.

1.8 ACCEPTANCE OF REQUIREMENTS

- A. Unless a Prospective Contractor expressly and conspicuously identifies any exception or exceptions to any of the Requirements in the Requirements Section(s) of this RFP by listing them on the *Exceptions Form* (See *Technical Proposal Packet*), Prospective Contractor understands and agrees its submission of a proposal to represent that its proposal meets all such Requirements.
- B. A Prospective Contractor's proposal may be rejected if a Prospective Contractor takes exception to any Requirements in the Requirements Section(s) of this RFP.

1.9 ADDITIONAL TERMS AND CONDITIONS

- A. This RFP incorporates all of the Solicitation Terms and Conditions located on the TSSOSP website here (Agencies – Forms and Reporting – Solicitation Templates): <https://www.transform.ar.gov/procurement/agencies/forms-and-reporting/>.
- B. Any special terms and conditions included in this solicitation **shall** override the Solicitation Terms and Conditions.
- C. Unless a Prospective Contractor expressly and conspicuously identifies any exception or exceptions to any of the terms in the **Standard Commodities Contract or the Services Contract (SRV-1) Fillable Form** by listing them on the *Exceptions Form* (See *Technical Proposal Packet*), Prospective Contractor agrees and **shall** adhere to all terms if selected as the successful Contractor. Items identified as non-negotiable may only be modified if the legal requirement is satisfied and approved by the State. The Standard Commodities Contract can be viewed on the TSS OSP website here (Agencies – Forms and Reporting – Solicitation Templates): <https://www.transform.ar.gov/procurement/agencies/forms-and-reporting/>. The Services Contract (SRV-1) Fillable Form can be viewed on the TSS OSP website here (Agencies – Services – Forms): <https://www.transform.ar.gov/procurement/agencies/services/>.

- D. A Prospective Contractor’s proposal may be rejected if a Prospective Contractor takes exception to any terms or conditions in the documents listed in 1.9.A and 1.9.C.

1.10 INTERGOVERNMENTAL/COOPERATIVE USE OF PROPOSAL AND CONTRACT

In accordance with Arkansas Code §19-11-249, this proposal and resulting contract is available to any State Agency or Institution of Higher Education that wishes to utilize the services of the selected proposer, and the proposer agrees, they may enter into an agreement as provided in this solicitation.

SECTION 2 – REQUIREMENTS

- **Do not provide responses to items in this section unless specifically and expressly required.**

2.1 Specifications

- A. This Request for Proposals (RFP) is issued by the Arkansas Department of Health (ADH) to obtain proposals for On-Demand and Scheduled Foreign Language Interpreter services and On-Demand and Scheduled American Sign Language (ASL) Interpreter services on an as-needed basis.
- B. ADH’s needs differ from those of other Arkansas State agencies. Where other agencies primarily utilize interpreter services for meetings scheduled in advance, ADH primarily needs to accommodate walk-in customers at ADH facilities throughout the state. This on-demand interpreter service will be for those individuals whom English is a second language and for those that need sign language interpretation. At times services will be scheduled ahead of time, but most services requested will be on-demand.

C. Services include:

Foreign Language interpretation and American Sign Language interpreter service (In-Person or Remote including telephone or video). Clients may have limited or non-English Proficiency (LEP/NEP) and are seeking assistance to services and benefits offered by ADH. Services are required within all seventy-five (75) counties, 94 Local Health Units of in the State of Arkansas. Languages to be provided for individuals with LEP/NEP may include, but are not limited to the following:

- Arabic
- German
- Marshallese
- Vietnamese
- Burmese
- Japanese
- Portuguese
- Ukrainian
- Chinese
- Korean
- Russian
- Mandarin
- French
- Laotian
- Spanish
- Belarusian
- Swahili
- Karen

- D. ADH generally requires a higher volume of services for Spanish and Marshallese communities and this solicitation is also for American Sign Language statewide. It is

possible that unexpected future events could dictate the need for ancillary or expanded services under the more extensive description of Language and American Sign Language Interpretation. This solicitation is intended, to the extent permissible, to also accommodate those potentialities.

E. Minimum Vendor Qualifications:

Eligibility Requirement (response must address each item)

1. Contractor shall be capable of providing qualified interpreters for the area of expertise requested.
2. Contractor shall be capable of providing all services during the hours of 7:30 am to 7:30 pm, Central Standard Time, and Monday to Sunday (7 days per week), however it will primarily be Mon-Fri 730a-700p.
3. At the time of bid submission contractor shall have an operational call receiving center located within the United States.
4. Contractor must have and maintain an operational toll-free number, within the United States, that will be used to access all services.
5. Contractor must demonstrate at least three years-experience providing interpreter services, preferably to government entities.
6. Contractor must be able to utilize a detailed billing system for each designated user group in ADH.
7. Contractor must be capable of providing American Sign Language services in person and via video link.
8. The Contractor must be registered to do business in the State of Arkansas and in good standing by the initial start of any resulting contract. For verification purposes, Contractor must provide a Certificate of Good Standing, Certificate of Authority, other required Arkansas Secretary of State documentation such as non-filing or nonqualifying statements, upon ADH request.

Scope of Work:

F. Expected Service Delivery

ADH seeks to accommodate the language needs of all clients at ADH facilities throughout the state. This includes walk-in individuals for whom English is a second language and those that need sign language interpretation. Therefore, service delivery must be prompt and accurate. At times in-person services will be scheduled in advance for meetings. Otherwise, services requested may be by telephone, by video conference, or other delivery methods as defined by the ADH. ADH may request services on-site, off-site, or remote as determined by the requesting program and office. Provide a complete description of your proposed Service Delivery Solution in your response that, at a minimum, complies with the following standards:

1. Contractor will provide a toll-free telephone number located in the United States that will be used to access all services. This toll-free number will be operational during the hours of 7:30 am to 7:30 pm, Central Standard Time and Monday to Sunday (7 days per week) excluding official state holidays, however it will primarily be Mon-Fri 730a-700p. This telephone number will be maintained throughout the full term of the contract.
2. Qualified Interpreters will be available on an on-demand basis during the hours of 7:30 am to 7:30 pm, Central Standard Time and Monday to Sunday (7 days per week) excluding official

state holidays. Contractor shall use qualified interpreters for the area of expertise requested. Prospective Contractor must provide both certified and non-certified interpreters. For purposes of this solicitation, certified interpreters refer to those that are certified by the American Translators Association (ATA) and non-certified interpreters refer to those that are qualified and have been assessed for professional skills including proficiency, training, and experience. For verification purposes, Prospective Contractor shall provide the names and language(s) for each certified and non-certified interpreter and translator on page 7 of the bid response packet.

3. Interpreters must be able to easily interpret what is being said clearly and understandably. Interpreters must make every effort to assure the client has understood questions, instructions and other information transmitted by the using agency. Interpreters must never add nor subtract anything that is being communicated by the person with limited English proficiency or the corresponding individual(s).
4. Interpreters must be familiar with medical and legal terminology. Certified Interpreters may be directed by ADH to provide services for Public Health services offered by ADH. Interpreters must be trained in HIPPA Compliance, the National Code of Ethics for Interpreters, and the National Standards of Practice and Cultural Competence.

G. Expected Scheduling and Billing Performance

ADH has many offices and departments and invoices are paid using many specific funding sources. Therefore, it is vitally important for the contractor to ensure accuracy and continuity for every service request from the call through to the invoicing of the individual service. Provide a complete description of your proposed scheduling and billing Solution in your response that, at a minimum, complies with the following standards:

1. Contractor will assign a Customer Service Manager (CSM) to oversee requests and be responsible for services and billing. The CSM will be available during normal business hours Monday-Friday 8:00am to 4:30pm Central Standard Time.
2. All calls made by ADH to contractor's toll-free telephone number will be answered and then connected with the requested language interpreter within one (1) minute of the phone being answered. ADH representatives calling will be transferred or connected to the needed interpreter, they will not be given another telephone number to call.
3. Transition time, stand-by time or on hold time will not be charged as service time.
4. Representatives answering calls must have strong English Language communications skills and the ability to direct calls as needed. Contractor must ensure staff is trained in customer service.
5. The Contractor should invoice the agency by an itemized list of charges. The appropriate Purchase Order Number and/or the Contract Number should be referenced on each invoice.
6. Each Coding System "Pin Number" for each ADH designated user group in ADH under this contract shall be listed on each invoice submitted.
7. Ideally each service entry on an invoice will include, at a minimum, Date, start time and stop time (Central Standard Time), Callers Name, Location.
8. All invoices shall be forwarded to designated ADH Point of Contact monthly by the 15th of each month for services provided in the prior month.
9. Contractor must index each instance of service to the requesting ADH designated group.

H. American Sign Language Video Service Delivery

1. On-Demand and scheduled American Sign Language Interpreter services must be provided remotely using video conferencing equipment and facilities that will produce and maintain stable and high-quality audio and video. Service includes English language vocal communication with ADH employees present.

2. ADH Boards and Commission Meetings are held throughout the state. At times these Boards and Commissions will schedule ahead of time American Sign Language Services remotely or in person for a specific meeting event and time.
3. Provide a complete description of your remote video conferencing equipment and abilities. Describe the applications to be used and any needs that must be met on the ADH side of the connection.

I. Marshallese Service Delivery:

Arkansas hosts the largest population of Marshallese individuals outside of the Marshall Islands. Provide a statement of your ability and plan that will accommodate Arkansans with Marshallese as their first language.

2.1 PERFORMANCE STANDARDS

- A. State law requires that qualifying contracts for services include Performance Standards for measuring the overall quality of services that a Contractor **shall** provide.
- B. The State may be open to negotiations of Performance Standards prior to contract award, prior to the commencement of services, or at times throughout the contract duration. *Performance Standards* identifies expected deliverables, performance measures, or outcomes; and defines the acceptable standards and will be established during Contract Negotiation.
- C. Performance Standards **shall not** be amended unless they are agreed to in writing and signed by the parties.
- D. Failure to meet the minimum Performance Standards as specified will result in the assessment of damages.
- E. In the event a Performance Standard is not met, the Contractor will have the opportunity to defend or respond to the insufficiency. The State has the right to waive damages if it determines there were extenuating factors beyond the control of the Contractor that hindered the performance of services. In these instances, the State has final determination of the performance acceptability.
- F. Should any compensation be owed to the Department due to the assessment of damages, Contractor **shall** follow the direction of the Department regarding the required compensation process.

SECTION 3 – SELECTION

- **Do not provide responses to items in this section.**

3.1 TECHNICAL PROPOSAL SCORE

- A. ADH will review each *Technical Proposal Packet* to verify submission Requirements have been met. *Technical Proposals Packets* that do not meet submission Requirements will be rejected and will not be evaluated.
- B. A Department-appointed Evaluation Committee will evaluate and score qualifying technical proposals. Evaluation will be based on Prospective Contractor’s response to the *Information for Evaluation* section included in the *Technical Proposal Packet*.
1. Members of the Evaluation Committee will individually review and evaluate proposals and complete an Individual Score Worksheet for each proposal. Individual scoring for each Evaluation Criteria will be based on the following Scoring Description.

Quality Rating	Quality of Response	Description	Confidence in Proposed Approach
5	Excellent	When considered in relation to the RFP evaluation factor, the proposal squarely meets the requirement and exhibits outstanding knowledge, creativity, ability or other exceptional characteristics. Extremely good.	Very High
4	Good	When considered in the relation to the RFP evaluation factor, the proposal squarely meets the requirement and is better than merely acceptable.	High
3	Acceptable	When considered in relation to the RFP evaluation factor, the proposal is of acceptable quality.	Moderate
2	Marginal	When considered in relation to the RFP evaluation factor, the proposal’s acceptability is doubtful.	Low
1	Poor	When considered in relation to the RFP evaluation factor, the proposal is inferior.	Very Low
0	Unacceptable	When considered in relation to the RFP evaluation factor, the proposal clearly does not meet the requirement. Either nothing in the proposal is responsive in relation to the evaluation factor or the proposal affirmatively shows that it is unacceptable in relation to the evaluation factor.	No Confidence

2. After initial individual evaluations are complete, the Evaluation Committee members will meet to discuss their individual ratings. At this consensus meeting, each member will be afforded an opportunity to discuss his or her rating for each evaluation criteria.
3. After committee members have had an opportunity to discuss their individual scores with the committee, the individual committee members will be given the opportunity to change their initial individual scores, if they feel that is appropriate.

4. The final individual scores of the Evaluation Committee members will be recorded on the Consensus Score Sheets and averaged to determine the group or consensus score for each proposal.
5. Other agencies, consultants, and experts may also examine documents at the discretion of the Department.

C. The *Information for Evaluation* section has been divided into sub-sections.

1. In each sub-section, items/questions have each been assigned a maximum point value of five (5) points. The total point value for each sub-section is reflected in the table below as the Maximum Raw Points Possible.
2. The Department has assigned Weighted Percentages to each sub-section according to its significance.

Information for Evaluation Sub-Sections	Maximum Raw Points Possible	Sub-Section's Weighted Percentage	* Maximum Weighted Score Possible
E.1 Service Delivery	20	40	280
E.2 Scheduling and Billing	45	30	210
E.3 American Sign Language Video Service	15	15	105
E.4 Marshallese Service Delivery	5	15	105
Total Technical Score	85	100%	700

*Sub-Section's Percentage Weight x Total Technical Maximum Weighted Score = Maximum Weighted Score Possible for the sub-section.

D. The proposal's weighted score for each sub-section will be determined using the following formula:

$$(A/B)*C = D$$

A = Actual Raw Points received for sub-section in evaluation
 B = Maximum Raw Points possible for sub-section
 C = Maximum Weighted Score possible for sub-section
 D = Weighted Score received for sub-section

- E. The proposal's weighted scores for sub-sections will be added to determine the Total Technical Score for the proposal.
- F. Technical proposals that do not receive a minimum weighted score of 350 may not move forward in the solicitation process. The pricing for proposals which do not move forward will not be scored.

3.2 ORAL PRESENTATION/DEMONSTRATION SCORE

A. Oral Presentations will not be required for this RFP.

3.3 COST SCORE

- A. When pricing is opened for scoring, the maximum amount of cost points will be given to the proposal with the lowest Annual Grand Total as shown in Table One and Table Two on the *Official Solicitation Price Sheet*. (See *Grand Total Score* for maximum points possible for cost score.)
- B. The amount of cost points given to the remaining proposals will be allocated by using the following formula:

$$(A/B) * (C) = D$$

A = Lowest Total Cost

B = Second (third, fourth, etc.) Lowest Total Cost

C = Maximum Points for Lowest Total Cost

D = Total Cost Points Received

3.4 GRAND TOTAL SCORE

The Technical Score and Cost Score will be added together to determine the Grand Total Score for the proposal. The Prospective Contractor's proposal with the highest Grand Total Score will be selected as the apparent successful Contractor. The State may move forward to discussions with those responsible Prospective Contractors determined, based on the ranking of the proposals, to be reasonably susceptible of being selected for award.

	Maximum Points Possible
Technical Proposal	700
Cost	300
Maximum Possible Grand Total Score	1,000

3.5 DISCUSSIONS

Arkansas Procurement Law allows for discussions with responsible offerors whose proposals have been determined to be reasonably susceptible of being selected for award. ADH reserves the discretion and the right to engage in discussions to the fullest extent permitted under Ark. Code Ann. § 19-11-230 and TSS OSP procurement rules. After initial evaluation, ADH may elect to request a best and final offer (BAFO) from a competitive range of responsible Prospective Contractors determined, based on the ranking of the proposals, to be reasonably susceptible of being selected for award.

3.6 PROSPECTIVE CONTRACTOR ACCEPTANCE OF EVALUATION TECHNIQUE

The submission of a *Technical Proposal Packet* signifies the Prospective Contractor's understanding and agreement that some subjective value judgments will be made during the evaluation and scoring of the technical proposals.