



# Sandia National Laboratories

Operated for the U.S. Department of Energy by  
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[ SEGIS ] Subject: Solicitation [ 10474 ] Question set [ 7 ] Questions [ 1 ] to [ 6 ]

Contractors have asked the following questions on the subject RFQ. The questions and answers will be distributed to all contractors currently in consideration for award of this contract.

- Question 1  
Set 7
- I understand that the cost proposal must be provided on the SF-6432A form and supported by the –AC, -AB, -AE and –AF forms. I also understand that we need to provide a separate cost proposal for each phase of the proposed scope of work. As we envision this project, we anticipate producing one or more prototypes in Phase 2, but Phases 1 and 3 will be focused primarily on the processes necessary to plan and implement the commercialization of the new technology rather than in “producing units”. What is the proper way to show that distinction? Should we break down the budget based on “per item” prices where appropriate and then show managerial or non-recurring items separately?
- Answer: Please see Cost Proposal Instructions and samples 1 and 2 located at:  
<http://www.sandia.gov/SAI/>
- Question 2  
Set 7
- The solicitation indicates that we need to list materials that will be required, including quantities and prices. Does this apply to ALL materials, or just the items that will represent the preponderance of the costs? Can we use a “miscellaneous” or “other” category to represent minor or contingent items?
- Answer: Please list required materials, quantities and prices. Yes, you may use a miscellaneous category to represent minor or contingent items.
- Question 3  
Set 7
- The proposal will include at least one and perhaps multiple subcontracts. Do we need to include a separate cost proposal for each of the subcontractors?
- Answer: Only if the contract exceeds \$650K
- Question 4  
Set 7
- In addition to the SF-6432 forms, do we need to include a narrative budget justification?
- Answer: Yes
- Question 5  
Set 7
- Is there an example of a completed cost proposal anywhere on the Sandia site that we can review? I found the blank forms but no examples.
- Answer: See sample one at: <http://www.sandia.gov/SAI/>

Question 6  
Set 7

Page 5 states: "Contractors must respond to the solicitation using the same sequence and numbering system used in the quotation instruction titled "Contract Award Criteria"." Does this mean that we are to respond to the items listed using the exact numbering as shown or that the numbering system shown is a guide as to the type of numbering system used. Please elaborate.

Answer:

Contractors must respond to the solicitation using the same sequence and numbering system used in the quotation instruction titled "Contract Award Criteria."

Please feel free to contact me if you have any comments or questions.

Carolyn David  
Sandia Contracting Representative