

AMENDMENT #2

REQUEST FOR PROPOSALS RFP131031

DESIGN AND FABRICATION OF THE PAN-STARRS PS2/PS4 TELESCOPES  
FOR THE  
PANORAMIC SURVEY TELESCOPE AND RAPID RESPONSE SYSTEM (PAN-STARRS) PROJECT  
INSTITUTE FOR ASTRONOMY  
UNIVERSITY OF HAWAII  
HONOLULU, HAWAII

AMENDMENT #2  
NOVEMBER 1, 2010

THE RESEARCH CORPORATION OF THE UNIVERSITY OF HAWAII

**NOTICE TO OFFERORS  
AMENDMENT #2**

This Amendment #2 is being issued to amend the Request For Proposals for the design and fabrication of the Pan-STARRS PS2/PS4 telescopes (RFP131031). This Amendment #2 makes changes to the following sections:

- 3.18 BASIS FOR SELECTION
- 3.19 PROCESS FOR NEGOTIATIONS
- 7.4.7 REQUIREMENTS FOR PROPOSAL RESPONSES TO RFP131031
- 7.7 EVALUATION OF OFFEROR PROPOSALS AND BASIS FOR SELECTION
- 7.9 SCORING METHOD FOR PROPOSAL EVALUATION
- 7.9.2 EVALUATION FORMULA FOR THE OFFEROR'S PROPOSED COST
- 7.9.5 EXAMPLE TO ILLUSTRATE THE SCORING METHOD AND RANKING PROCESS
- 7.10 BASIS FOR SELECTION AND AWARD OF AN AGREEMENT FOR SERVICES

All other sections remain unchanged per the original RFP as amended on September 9, 2010 Amendment #1.

Proposals must be received by 5:00 pm HST, Friday, November 12, 2010.

Michael Hamnett  
Executive Director  
The Research Corporation of the University of  
Hawai'i  
Honolulu, Hawai'i

November 1, 2010

**AMENDMENT #2  
RFP131031**

The following sections of Request for Proposals RFP131031, Design and Fabrication of the Pan-STARRS PS2/PS4 Telescopes are modified as follows:

**The following replaces Section 3.18 BASIS FOR SELECTION, page 4, in its entirety:**

Based on the evaluation process discussed in Section 7.9, the selected Offeror will be the one with the highest technical score of the two highest scoring Offerors.

**The following replaces Section 3.19 PROCESS FOR NEGOTIATIONS, page 4, in its entirety:**

The RCUH will attempt to negotiate with the selected Offeror a mutually acceptable Agreement for Services. If this cannot be accomplished within 21 calendar days after initial Selection, the RCUH reserves the right to terminate contract negotiations with the first-ranked Offeror, and select the second-ranked Offeror for negotiation of a potential award. If a mutually acceptable Agreement for Services cannot be accomplished with either the first-ranked or second-ranked Offerors, the RCUH reserves the right to terminate this procurement at that point.

**The following replaces Section 7.4.7, REQUIREMENTS FOR PROPOSAL RESPONSES TO RFP131031, page 30, 1<sup>st</sup> paragraph, in its entirety:**

The Offeror's proposal must include all technical support documentation for the proposed telescope design, bid pricing, and time estimates for the fabrication of the PS2 telescope based on the project milestones shown below in Table 5. The Offeror must provide a detailed and comprehensive cost proposal and schedule for the completion of the fabrication of the first telescope (PS2), including the total cost of the first (PS2) telescope where the total cost for the PS2 telescope is defined to be the sum of the non-recurring, recurring, and shipping/packing/installation costs. The number of hours and hourly rates for all labor costs should be detailed. Travel for those respondents involving geographically-separated personnel that require team meetings, and any other expenses, should be itemized. In addition, the cost proposal must include the pricing and delivery schedules for the optional fabrication of two (2) subsequent telescopes beyond PS2. Recurring costs/expenses should be clearly distinguished from non-recurring costs/expenses (NRE).

**The following replaces Section 7.7 EVALUATION OF OFFEROR PROPOSALS AND BASIS FOR SELECTION, page 32, in its entirety:**

All responsive proposals received prior to the Submittal Deadline of 5 PM (HST) November 12, 2010 will be evaluated and scored. The two proposals with the total highest scores will then be ranked first or second with the first-ranked being the proposal with the higher technical score.

**The following replaces Section 7.9 SCORING METHOD FOR PROPOSAL EVALUATION, page 32, 3<sup>rd</sup> paragraph, in its entirety:**

The RCUH reserves the right to use and contact previous Offeror customers as references during the past five (5) years as submitted by the Offeror in accordance with the criteria listed in Section 7.4, "Requirements for Proposal Responses to RFP131031". For the purposes of the evaluation

scoring of an Offeror's proposal, the RCUH Procurement Officer will select any of the Offeror's previous customers from the past five (5) years. Standardized questions will be communicated to these references, and their responses factored into the evaluation as described below.

**The following replaces Section 7.9.2 Evaluation Formula for the Offeror's Proposed Cost, page 33, in its entirety:**

The scoring formula for the evaluation of the Offeror's proposed Cost is as follows:

$$\text{Cost Score} = (\text{Min\_Cost}/\text{Prop\_Cost}) \times 20 + \text{Ref\_Pts\_Cost}$$

where

$$\text{Prop\_Cost} = \text{NRE\_Cost} + 2 \times \text{Rec\_Cost}$$

Min\_Cost = lowest Prop\_Cost received

Ref\_Pts\_Cost = Points awarded based on answers to RCUH standardized questions to vendor-supplied references. The range of points for this is 0 to 10.

NOTE: For scoring and ranking purposes, the Offeror's proposed cost for each cost category (NRE and Rec) will be rounded to the nearest increment of \$10,000 (10,000 USD).

**The following replaces Section 7.9.5 Example to Illustrate the Scoring Method and Ranking Process, page 35, in its entirety:**

This section presents an example of the scoring method to illustrate how a final ranking would be determined for three hypothetical (fictitious) Offerors. All technical, cost, and schedule numbers contained in this example are hypothetical (fictitious), and may or may not be representative of those actually submitted to the RCUH in response to RFP131031.

Assume three vendors submitted proposals and designate them as Offeror A, Offeror B, and Offeror C. Further assume the cost and schedule proposals are as follows:

Offeror	NRE Cost for PS2	Rec Cost for PS2 + 2 additional telescopes	Delivery Schedule for PS2 (months)
A	\$1.512	\$2.561	21
B	\$0.958	\$3.037	18
C	\$0.973	\$2.232	15

The first step in the Cost evaluation is to round the proposed costs above to the nearest increment of \$10,000. Then assume that the results of contacting Offeror-supplied references results in the Cost Reference Points being as given in the following table so that the Cost score for each Offeror is obtained by applying the formula in Section 7.9.2:

Offeror	PS2 NRE Cost	Rec Cost	NRE + 2× Rec	20× Min_Cost/Prop_Cost	Cost Ref Points	Cost Score
A	\$1.51	\$2.56	\$6.63	16.38	5	21.38
B	\$0.96	\$3.04	\$7.04	15.43	5	20.43
C	\$0.97	\$2.23	\$5.43	20	5	25

Note: All costs here are given in Millions of USD (\$M).

The calculation of the points for the Schedule component results from constructing the following table and applying the formula in Section 7.9.3:

<b>Offeror</b>	<b>PS2 Delivery Schedule</b>	<b>Schedule Ref Points</b>	<b>Schedule Score</b>
A	21	5	12.5
B	18	5	16.25
C	15	0	15

Now assume that all three Offerors receive the maximum number of Key Personnel points of 10, and that the Technical points are as in the following table. Then, the total score for each proposal can be computed:

<b>Offeror</b>	<b>Technical</b>	<b>Cost</b>	<b>Schedule</b>	<b>Key Personnel</b>	<b>Total</b>
A	35	21.38	12.5	10	78.88
B	23	20.43	16.25	10	69.68
C	30	25	15	10	80

The final ranking and selection of the Offeror occurs by ranking highest the Offeror with the highest technical score:

<b>Offeror</b>	<b>Total Score</b>	<b>Technical Score</b>	<b>Final Ranking</b>
A	78.88	35	1
C	80	30	2

Thus, Offeror A would be the first-ranked Offeror, and selected by the RCUH for negotiation of an Agreement for Services with the RCUH (cf. Section 3.18 and Section 7.10).

**The following replaces Section 7.10 BASIS FOR SELECTION AND AWARD OF AN AGREEMENT FOR SERVICES, page 36, in its entirety:**

The RCUH will attempt to negotiate with the selected Offeror a mutually acceptable Agreement for Services. If this cannot be accomplished within 21 calendar days after initial Selection, the RCUH reserves the right to terminate contract negotiations with the first-ranked Offeror, and select the second-ranked Offeror for negotiation of a potential award. If a mutually acceptable Agreement for Services cannot be accomplished with either the first-ranked or second-ranked