

**REQUEST FOR PROPOSALS #2024-024  
Naval Architecture & Marine Engineering  
RESPONSE ADDENDUM #2  
August 31, 2023**

**QUESTIONS**

**Q1:** Regarding section 1.1.4, specifically the following: "UMaine also requests that respondents provide on-site and/or off-site staff augmentation services." Can you please clarify this statement? Is an on-site presence required or not?

**A1:** Some level of travel will be required for meetings, design reviews, testing, or other events, but a consistent on-site presence is not required. The ability to collaborate on-site for days or weeks at a time during certain project phases is a consideration factor as well.

**Q2:** Does UMaine have any preferred software or design tools that they would like the contractor to also use? Can they provide licenses to those tools or is the vendor expected to provide all software tools? For example:

- Computer Aided Design (CAD) software
- Finite Element Analysis (FEA) software
- Computational Fluid Dynamics (CFD) software
- Or other

**A2:** Computer Aided Design (CAD) software: Rhinoceros 3D, SolidWorks, Siemens NX  
Finite Element Analysis (FEA) software: Abaqus preferred, others acceptable.  
Computational Fluid Dynamics (CFD) software: Simerics, others acceptable.  
Vessel design tools: GHS, Orca3D, others acceptable.

**Q3:** Is the final deliverable a contract design package, or does UMaine require contractor support through the fabrication and acceptance of vessel(s)?

**A3:** UMaine will require some amount of contractor support through fabrication and fielding of vessels. Participation in documenting lessons learned for future prototype systems will be required.

**Q4:** Is there a specific type of composites expertise sought for "expertise in design for composite construction" (RFP, p. 4)?

For example, we are aware that UMaine has prior work fabricating vessels using large-scale 3D printing. Are 3D printed composites structures an area of required composite expertise?

**A4:** 3D printed structures expertise is not required but would be a benefit. Expertise in standard marine composite design practices and application is important (infusion of cored composite materials, for example).

**Q5:** The unique qualifications and highly relevant ONR/DoD backgrounds of our key personnel are part of what differentiates REDACTED from our competitors. However, we do not see instructions about where to include resumes for key personnel. Can we provide resumes/CVs for key personnel somewhere in the proposal? If yes, in which section would you like us to include them?

We suggest to embed them within: Appendix F – Evaluation Question(s) – Organization and Qualifications

**A5: Embedded resumes for key personnel within Appendix F is acceptable.**

**Q6:** How exactly will UMaine use the hourly rates for different labor categories to assign a score to the respondent's cost criteria? Or, is the contractor expected to propose a total cost (based on an estimated number of labor hours)?

**A6: A common number of hours per discipline will be applied based on our estimation, proposals only need to provide titles and rates of pay.**

**Q7:** Will the contract be a time & materials (T&M), cost-type, or other? Does UMaine have a not-to-exceed (NTE) budget?

**A7: Once a Master Agreement is established specific Rider D's will establish whether each phase of the project is T&M, fixed cost, and whether there is a NTE budget.**

**Q8:** Appendix E says "We request that the references include one long-standing customer (minimum of 3 year engagement) and one new customer (one who has been engaged with Respondent for less than one year)." (RFP, p. 42) However, all of REDACTED relevant customers have been engaged with us for more than 1-year. Is it acceptable if we provide our newest customer, with the understanding they are still older than 1-year?

**A8: If all customers have been engaged for longer than 1 year, provide the newest customer and note how long they have been engaged, and note that they are the newest.**

**Q9:** We suspect there is a typo on p. 38 because it states that "This Agreement shall commence on October 1, 2023 and shall terminate on September 30, 2023,..." Can you please clarify the term of this agreement? Is there a Plan of Action & Milestones (POAM) with key delivery dates and expectations (design artifacts)?

**A9: The agreement shall commence on October 1, 2023 and shall terminate on September 30, 2028**

**The POAMs will be defined as Statements of Work after the master agreement is established.**