
**ICDS08 Phase
REQUEST FOR PROPOSAL
RFP # E&IS 008-04**

RECEIPT OF PROPOSAL FORM

PLEASE COMPLETE THIS FORM AND

***RETURN VIA E-MAIL TO Laurie Thomas at
laurie.thomas@baesystems.com IN PDF FORMAT - Immediately***

I have received the **ICDS08 Phase** Request for Proposal (RFP) titled "**E&IS 008-04**", including Exhibits "A" through "F", and have verified that I am able to download and read the website documents.

Supplier: _____

Signature: _____

Name: _____

Title: _____

Date: _____

Phone: _____

Fax: _____

Email: _____

Issues if any:

Please sign this form, scan in .pdf format and return the form to Laurie Thomas via e-mail attachment upon completing it.

Please notify Laurie Thomas at 603.885.4565 or laurie.thomas@baesystems.com if this RFP package has been forwarded to another individual.

THIS RFP IS CONSIDERED BAE SYSTEMS PROPRIETARY INFORMATION IN ITS ENTIRETY. ALL DATA RELEASED HEREUNDER IS SUBJECT TO THE EXHIBIT "A" PROPRIETARY INFORMATION AGREEMENT (PIA). IF BIDDER IS UNWILLING OR UNABLE TO SIGN EXHIBIT "A", ALL INFORMATION PERTAINING TO THIS SOLICITATION MUST BE IMMEDIATELY RETURNED TO BAE SYSTEMS.

THIS RFP AND AMENDMENTS ALONG WITH ALL PROPOSALS AND AMENDMENTS SHALL BECOME PART OF ANY RESULTANT CONTRACT NEGOTIATED WITH BIDDER.

BAE SYSTEMS RESERVES THE RIGHT TO REJECT ANY AND ALL PROPOSALS SUBMITTED IN RESPONSE TO THIS SOLICITATION. FURTHER, BAE SYSTEMS RESERVES THE RIGHT TO NOT MAKE ANY AWARDS.

**REQUEST FOR PROPOSAL
ICDS08 Phase
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In conjunction with this Request for Proposal, BAE SYSTEMS will be entering an Integrated Supplier Partnering Agreement (ISPA) to better manage efficient distribution of materials on Long Term Supply Agreements. This agreement will require the Distributor(s) to provide the awarded items in support of a Lean material flow system at multiple BAE Systems facilities. This program will require the Distributor(s) to take ownership and perform all of the necessary activities to proactively manage inventory and demand requirements.

The objective of the Integrated Supplier Partnering Agreement is to streamline the ordering, inspection, stocking and logistics of supporting our production requirements through the use of the ISPA.

If you are an OEM responding to this RFP, we would ask you to fully support us in this initiative.

This document represents BAE Systems' RFP as a result of which BAE Systems will issue Long Term Supply Agreements (LTSA's) to the successful bidders.

All questions pertaining to this solicitation, excluding drawing requests must be submitted in writing to John Powell at John.p.powell@baesystems.com . A PIA (Exhibit "A") must be signed and returned prior to any drawing requests.

1. PROJECT MILESTONES / SUPPLIER ACTION ITEMS

Actions Required:

RETURN ALL FORMS ELECTRONICALLY IN PDF FORMAT

- Return "Receipt of Proposal" Form

Due Date:
Immediately

- Complete and return PIA (Exhibit "A")

Immediately

- Sign and return Long Term Supply Agreement (Exhibit "C") 07/8/08
- Provide Certifications and Representations (Exhibit "D") 07/8/08
- Proof of Franchise for Distributors 07/8/08
- Last day to request drawings from sites (All requests via e-mail only) 07/17/08
- Proposals due to BAE Systems 08/08/08
- Negotiations 10/13-10/16

ALL REQUIRED DOCUMENTS MUST BE SUBMITTED VIA E-MAIL ATTACHMENTS IN PDF FORMAT.

2. PROPOSAL DUE DATE AND SUBMITTAL INSTRUCTIONS

Proposals must be received no later than 5:00 p.m. (EST) on August 8, 2008.

There will not be an extension to the offer close date of this RFP. Your proposal must be firm and valid for acceptance for not less than 180 days from the bid close date. Pricing must be submitted via email attachment in the bid format provided. All correspondences must reference the following: RFP# **E&IS 008- 04 EP08 Project**

Proposals received late will be considered non-responsive and the supplier may be disqualified from receiving an award.

Please note that all items required by this RFP as outlined in the schedule must be returned on time for your bid to be considered responsive.

Additional grounds for disqualification of a supplier include submittal of an unreadable file, submittal of an incorrectly or incompletely prepared file, **submittal of bids for non-franchised / unauthorized OEMs** or the placement of restrictive legends of any kind on any part of the proposal. BAE Systems reserves the right to reject any and all bids.

3. CONTRACT PERIOD

Items listed in the RFP will be put on contract from 11/01/08 through 9/30/09, and deliveries extending 12 months after expiration of contract.

4. PARTICIPATING BAE Systems BUSINESS UNITS

The applicable BAE Systems sites are listed on Exhibit "E" of this RFP.

4A. BAE SYSTEMS SUBCONTRACTOR PARTICIPATION IN THIS PROCESS

The Exhibit "C" LTSA stipulates that from time to time, BAE Systems may identify affiliates, subcontractors and/or suppliers to whom BAE Systems desires to extend the benefits of its LTSAs.

BAE Systems and its Subcontractors endeavor to provide accurate forecasts, however, no representation regarding the accuracy of these forecasts are made. BAE Systems also discloses that its subcontractors will not be contractually bound or obligated by any resultant supplier agreements. These agreements will be extended to the identified Subcontractors, with confidentiality, for the benefit of price, adders, minimums and lead times only for part numbers required in the performance of BAE Systems related work effort. It is anticipated that BAE Systems Subcontractors will utilize these agreements.

A E&IS Delegation Letter will be required from BAE Systems for your company to extend the benefits of these agreements to Subcontractors. Any purchase order releases from Subcontractors of BAE Systems to a E&IS Supplier shall reference the BAE Systems LTSA. BAE Systems Subcontractors may impose additional restrictions upon their purchase orders. In these instances it is understood that a Subcontractor's unique purchase order requirements could result in the re-negotiation of price or adders directly between the Subcontractor and E&IS supplier.

5. CONTENTS OF THIS PACKAGE

Enclosed Certifications and Representations (Exhibit 'D')

Certificate of Compliant / Authorized / **Franchised** Bids
Certification Regarding Debarment
Small Business Plan Certification
Cost Accounting Standard
Anti-Lobbying
Supplier Profile

Exhibits

The following Exhibits are enclosed. Please note the required actions and dates for your submittal of critical information to BAE Systems.

Exhibit A	PROPRIETARY INFORMATION Agreement (PIA)
Exhibit B	RFP Download Instructions
Exhibit C	Long Term Supply Agreement (LTSA)
Exhibit D	Certifications and Representations
Exhibit E	BAE Systems Participating Sites and Points of Contact
Exhibit F	Approved Manufacturers List

Please adhere to the schedule provided in Sections 1 and 2 of this RFP for document submittals.

6. UNIQUE REQUIREMENTS

All technical data provided by BAE Systems to suppliers must be considered as export controlled by the U.S. Department of State under the ITAR. Suppliers should be diligent in their efforts to protect BAE Systems technical data (e.g. drawings and specifications, hardcopy and electronic formats) from Foreign Persons. This diligence extends to meetings, telephone conference calls, videoconference discussions, and in the Supplier's facility to include protection from disclosure to Foreign Person employees.

6a. BAE Systems ISSUED DRAWINGS (Specification or Source Controlled Drawings)

It is BAE Systems understanding that approved sources have in their possession the current drawing revision and associated documents. If this is not the case, please contact the site representative listed in Exhibit F. Additional drawings for part numbers, which you are not currently approved, may be requested by contacting the site representatives. When an item is identified by a BAE Systems drawing number, BAE Systems requires that the item be furnished in accordance with all drawing requirements (including "Suggested Sources of Supply"). You must make all your requests for drawings on or before 07/07/08. After this date, no location will accept drawing requests. Sites have the option to send drawings to their preferred suppliers only. Please fax all requests for drawings to the BAE Systems site representatives listed in Exhibit F. **A PIA must be signed before drawings will be mailed out.**

7. SECOND SOURCING INITIATIVES; EQUIVALENT / SUBSTITUTE PARTS

BAE Systems seeks to maximize competition. Suppliers are encouraged to quote pricing on any item they are not currently approved to furnish for which they can offer a suitable equivalent part meeting the form, fit and function requirements of the part number specified in the RFP. Likewise, suppliers are encouraged to propose equivalent/alternate parts for the part number specified in the RFP when cost reductions can be realized via engineering changes or use of a standard part. This also applies to equivalent/alternate parts for Spec/Source Control Drawings. E&IS will review alternate proposals to determine if they provide cost, quality and technical advantages before proceeding with an internal recommendation. **All recommendations will require the review and approval of BAE Systems.**

If you plan to offer an equivalent or substitute part number, the part number must be submitted by a white paper. BAE Systems will review the alternate part number and will determine at its discretion whether to approve the alternate part.

If a Part Number is referenced in the "X-REF.P/N", the forecasting site has certified that this is an identical part to the item referenced in the "PART NUMBER" field. The supplier may use this to assist with bidding. However, the "PART NUMBER" field is the part that must be delivered to BAE Systems.

8. MANUFACTURING SITES

Bidder must bid one price per sequence number and must provide the CAGE Code for the manufacturing source of supply. The approved OEM codes can be found on the 'Approved Manufacturer List' enclosed as Exhibit "G".

9. QUALITY REQUIREMENTS

Quality system requirements shall be those listed or flowed down on the site purchase orders. Quality questions and/or issues should be resolved with sites prior to bid submittal. The Site Quality Points of Contact are provided in Exhibit F.

10. REQUIRED OFFER DATA and OFFER EVALUATION CRITERIA

BAE Systems requests that supplier submits a proposal with its most aggressive pricing as those items that meet or exceed the BAE Systems criteria may be removed from further negotiations and may be awarded to the lowest evaluated supplier. **Distributors are required to provide proof, upon request, that they are franchised/authorized by the manufacturers they bid to distribute their parts.** Any item not meeting the BAE Systems objective will be reopened to all suppliers at negotiations. BAE Systems' goal is to award LTSAs to as few suppliers as possible to meet our requirements. **BAE Systems intends to select those suppliers who represent our best opportunity based upon quality, delivery, price, minimums, freight and adders, all of which will be considered as factors in determining awards.** All unit prices proposed should take into consideration the total forecasted quantity as stated on the RFP Bid File. ***Note: The total forecast quantity may not be ordered from one location on one purchase order and may be scheduled for multiple delivery dates.***

BAE Systems is constantly evaluating and developing new and innovative approaches to its Supply Chain Strategies. As these developments evolve BAE Systems will make every effort to share with our Supply Chain and to work together to implement these new undertakings.

The US Congress has enacted several Public Laws designed to ensure that Small Businesses that are socially and economically disadvantaged be given an opportunity to participate in Federal procurements. As a prime contractor to federal agencies of the US Government, it is BAE Systems policy to ensure that we utilize Small Disadvantaged Businesses and Woman Owned Small Businesses in our procurements. There will, however, be no special consideration for a supplier's Social/Economic status. All contracts will be awarded on lowest evaluated cost to BAE Systems.

11. QUOTING INSTRUCTIONS

OEM / OEM Location

The OEM code is a five digit alphanumeric code which identifies to BAE Systems the bid / supplied OEM and their manufacturing location. This OEM code can be found in the Approved Manufacturer List and under the export file as "OEM CAGE".

Unit Prices

Quote stand alone, firm fixed, line item pricing for the contract period as specified in Section 3. **Johnson City, NY**, 217, 400 403, 404, **Rochester UK** 220, and **Irving Tx**, Site, 237, require pricing to be taped and reeled where applicable. Furthermore, BAE

Systems reserves the right to request package pricing at a later date as deemed necessary.

Worldwide Pricing

Prices submitted in response to this solicitation must be made available to all BAE Systems business units internationally. The pricing will be in US \$ (dollars) and will not include costs associated with export/import (i.e., duties, tariffs, freight, etc.). The overseas business unit will be responsible for these costs.

Unit of Measure

Quote all parts in measures of each unless a requirement is specified otherwise.

Lead Times

Quote the best delivery you are willing to honor at the time of any Purchase Order placement under the LTSA. Lead-time must be in **weeks** and include BAE Systems “on-dock” date.

Minimums and multiple order quantities

BAE Systems will not accept a blanket “Purchase Order Minimum” in this process.

Suppliers are recommended to bid based on the total forecast quantity with the Most-Likely-Order Quantity (MLOQ) as the minimum imposed by BAE Systems on a PO release basis. Where applicable, it shall be the supplier's responsibility to ensure that the minimum order quantity offer reflects any purchase order dollar minimum requirement. Individual line items will not be awarded based solely on quoted price but rather on "Lowest Evaluated Price" which takes into account pricing, index, quality, minimum order requirements and adders. If a multiple order quantity is required, you must enter that information on the bid file for each applicable part number.

Adders

Adder columns have been provided to you in the bid file. Input the bid data as specified in the column header.

BAE Systems will have the option of requesting these adders on an as-needed basis at the time of purchase order placement.

Lead times, minimums, and adders **MUST** be entered in the appropriate fields. BAE Systems suggests the supplier confirm that their offer contains all of the required data, as well as, print a hard copy of their data for review. The information provided by you when returning your offer and during negotiations must be accurate and complete. Suppliers are required to check their pricing, minimums and any other information provided, as awards and orders will be placed based on the information received. All applied minimums and charges must be included in your proposal to be included on any future purchase orders.

All items forecasted by BAE Systems facilities in Johnson City require an adder charge for tape and reel. Rochester UK site 220 will not accept any additional adders.

RoHS

A place has been added to the bid shell for the identification of items that are RoHS compliant, please indicate this in that column. If a part number has changed due to RoHs it must be bid as an alternate part and submitted on a white paper as instructed in section 7.

12. FINANCIAL INFORMATION

BAE Systems periodically assesses the financial condition of its suppliers. A request to participate in this evaluation process should not be construed in any way, as an indication that BAE Systems has made an initial, negative or positive evaluation of your firm. The purpose of the review is to enable BAE Systems to identify and work with those suppliers who may be experiencing financial difficulty to ensure their continued viability as valued team members and suppliers to BAE Systems.

Any additional business information you are willing to provide to assist our evaluation would be appreciated. All data will be secured and will not be released without prior written authorization.

13. NEGOTIATIONS

It is BAE Systems intent to eliminate/reduce negotiations whenever possible. Items that meet or are below the BAE Systems cost objective may be identified in future supplier reports as "pre-award". The supplier will be given an opportunity to review their "pre-award" data prior to formal negotiations; however, these parts will then be eliminated for further corrections / negotiations.. If required, Suppliers are expected to send representatives authorized to settle price and all other issues, as well as, individuals capable of discussing technical issues. Supplier representatives are expected to remain at the negotiation site until both parties agree to conclude the discussion. A Memorandum of Understanding (MOU) will be executed at the conclusion of negotiations. Some negotiations will be held via telephone if appropriate.