

October 31, 1989

US Nuclear Regulatory Commission
Division of Contracts and Property Management
Mail Stop P-1020
Washington, DC 20555

ATTN: Teresa McLearn
RFP Number RS-IRM-90-191

SUBJECT: Solicitation RS-IRM-90-191 (Formerly ARM-89-135)
Proposal 89128A

Dear Ms. McLearn,

Enclosed is our best and final offer in response to your October 24, 1989 request. Written response to the questions and items contained in your October 13, 1989 letter and discussed at the October 20, 1989 meeting, are included. You will note that with this revision we are now proposing to invoice materials at actual cost in accordance with the provisions of the solicitation.

A revised review of Section B reflecting the change in the materials pricing policy, is enclosed. A revised Form 1411 with price breakdown is also included in this submission. The only changes, updates and clarifications to our original proposal are contained in this revision.

The total proposed price, using the estimated labor hours provided in the solicitation, and adding \$90,000 given as the transportation and materials estimate, is \$841,686.00. This proposal is valid through December 31, 1989.

All references to Vector Communication should be changed to Henkels & McCoy, Inc. At the time the original proposal was submitted we were a wholly owned subsidiary company of Henkels & McCoy. Subsequently we have become the Potomac Division of Henkels & McCoy.

Information in this record was deleted
in accordance with the Freedom of Information
Act, exemptions 4
FOIA- 90-38

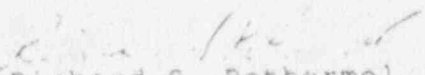
PERFORMANCE has built our business.

HENKELS & McCOY, INC.

An updated reference list is also enclosed to replace Paragraph 19.0 in Part 3 of over previous proposal. The contracts are the same as submitted previously, only the individual contact names and telephone numbers have been updated.

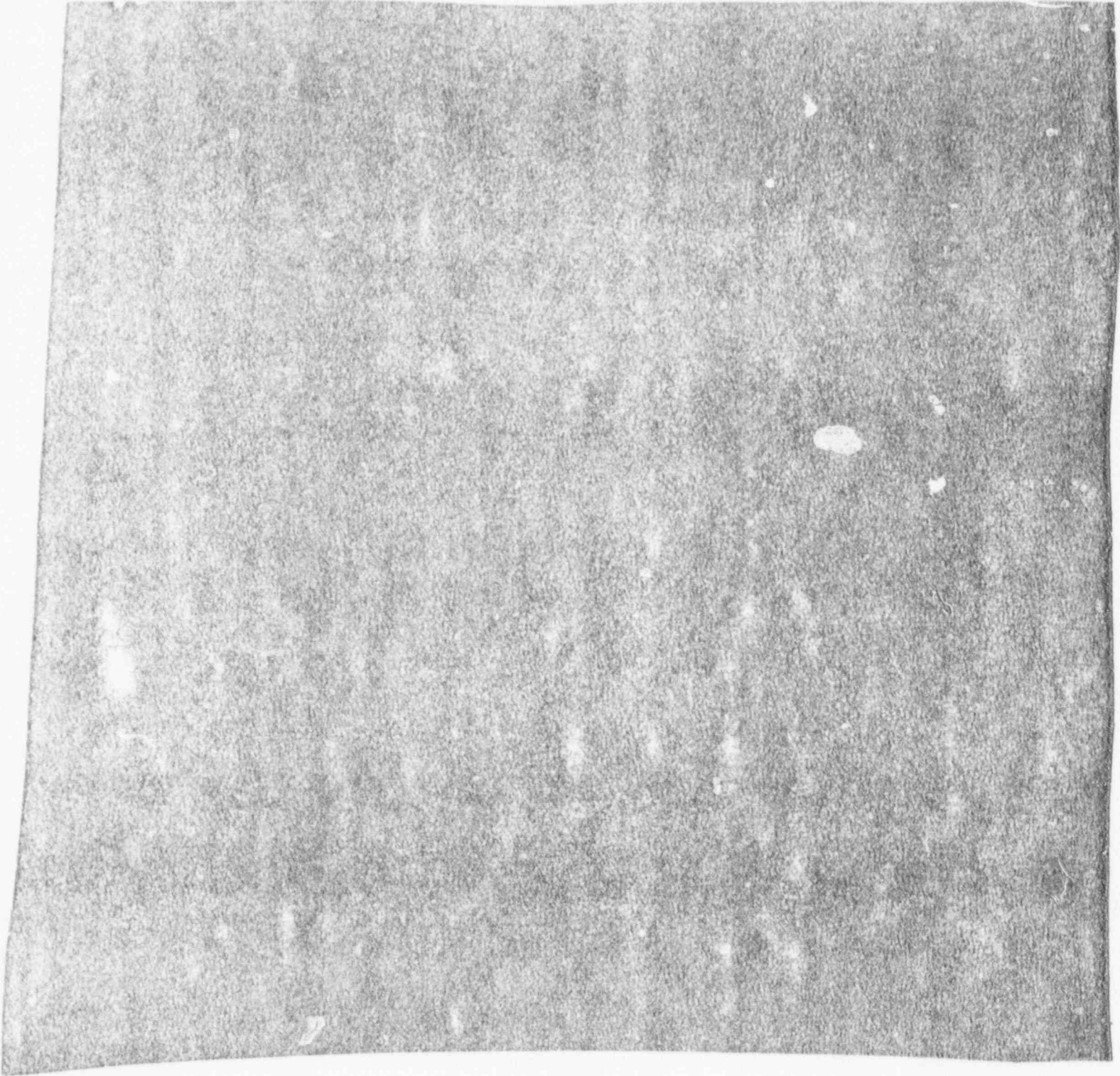
We look forward to this services contract with NRC. If there are any questions please contact me at this number.

Sincerely,


Richard S. Rothermel
Manager of Marketing

PRICE BREAKDOWN

PROPOSAL 89128



SOLICITATION REVIEW

PROPOSAL 89128A

SECTION B - SUPPLIES OR SERVICES AND PRICE/COSTS

The purpose of this review is to insure that there is a clear presentation of pricing of this offering.

- B.1 Henkels & McCoy will fully comply with the work requirements with qualified personnel as declared and addressed in Part Three of this proposal.
- B.2 It is understood that any resulting contract will be sufficiently funded to cover the full time services of the three technicians for a period of no less than one year.
- B.3 The form 1411 submitted provides the prices offered for the services as required by the table in this paragraph. Parts and Materials will be invoiced at actual cost.

NRC LETTER 10/13/89
RESPONSE

QUESTION 1: Are Technicians familiar with the equipment as listed in the RFP?

ANSWER: Yes.

QUESTION 2: Confirm that vector will provide only new material.

ANSWER: All material provided by Henkels & McCoy (Vector Communications) will be new.

QUESTION 3: Define where and how the phase-in of assumption of contract is to take place.

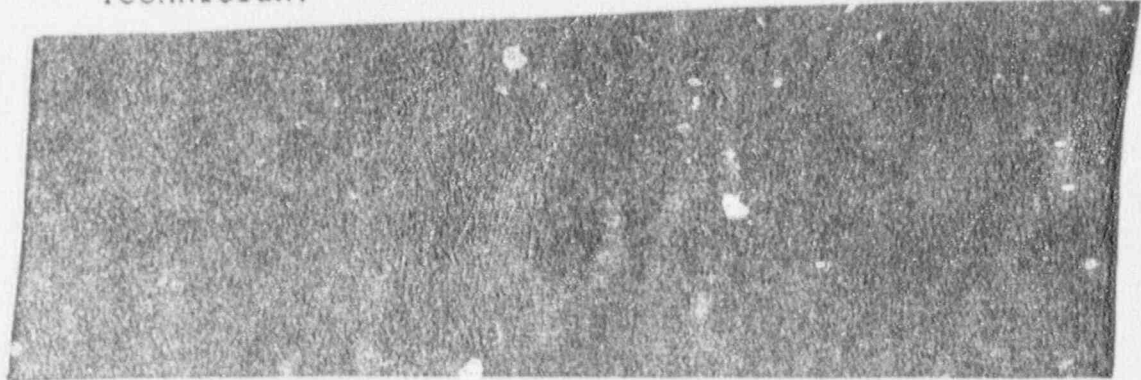
ANSWER:



NRC LETTER 10/13/89
RESPONSE

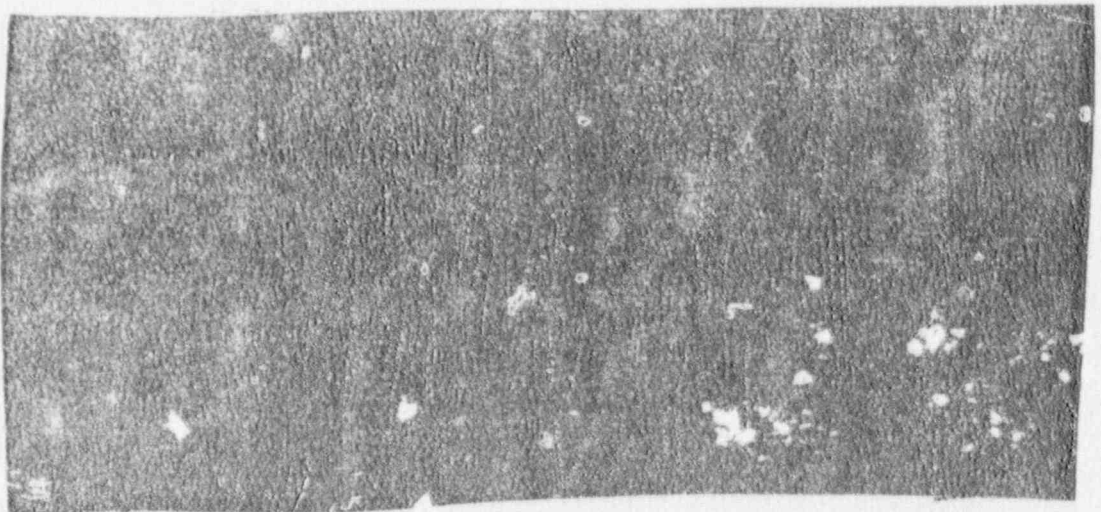
QUESTION 4: Clarify the voice experience of the Senior/Lead Technician and the voice experience of the Data Technician.

ANSWER:



The experience profile of a current candidate for the position of Senior/Lead Technician, Mr. James Wagoner, is attached. His [REDACTED] experience is included. We would be pleased to provide more details about any of Mr. Wagoner's qualifications if required.

Resumes of [REDACTED] personnel with [REDACTED] [REDACTED] were included in our proposal. One, [REDACTED] is no longer available for assignment. James Sarge, the candidate for the Data Technician position at the time of the proposal, has the following voice experience:



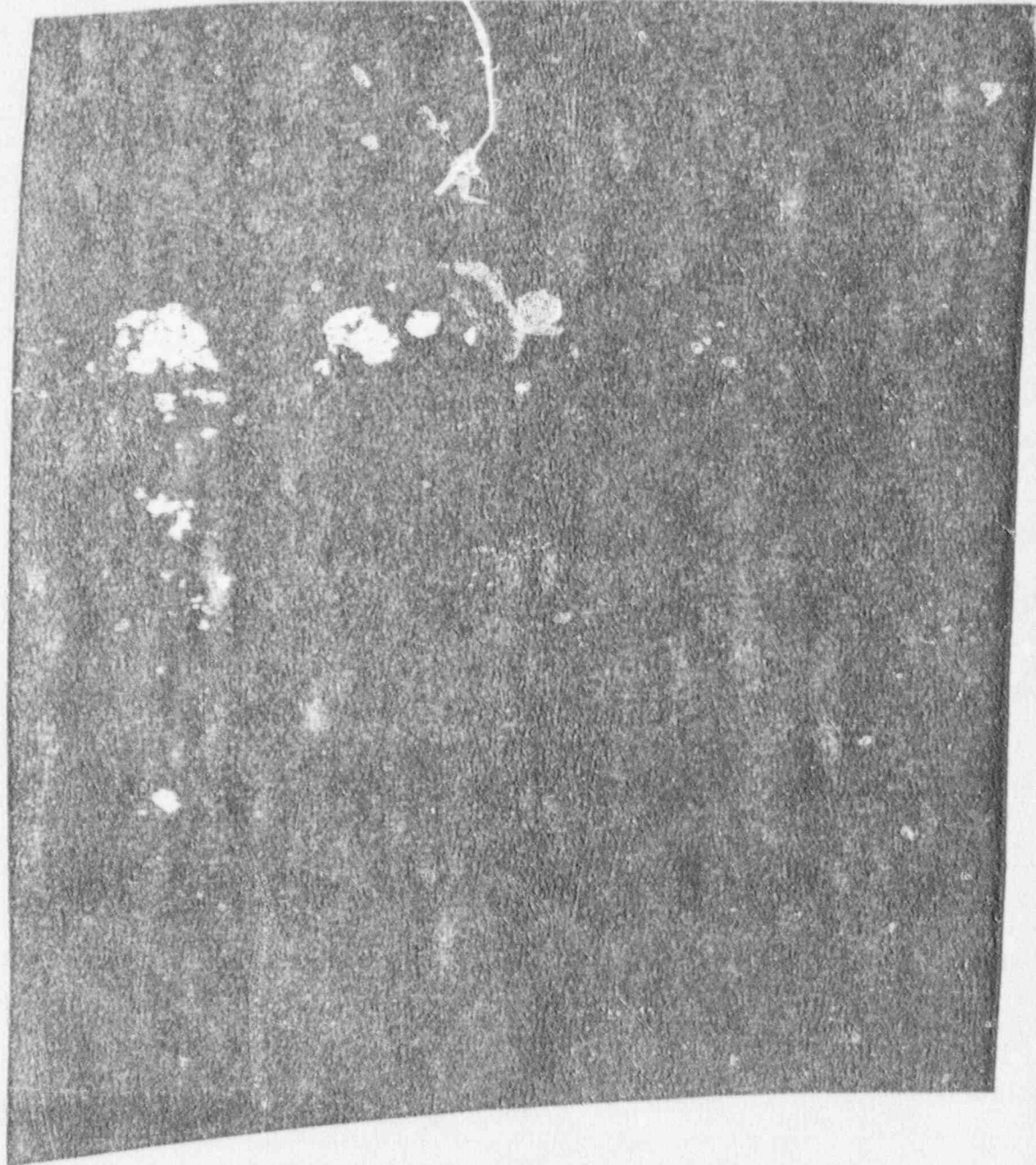
Any personnel assigned to NRC would meet or exceed the experience and capability requirements of the contract. Henkels & McCoy has 66 years experience in the teledata field. We understand the NRC requirements as presented and have many employees

NRC LETTER 10/13/89
RESPONSE



QUESTION 5: Clarify the availability of the back-up personnel.

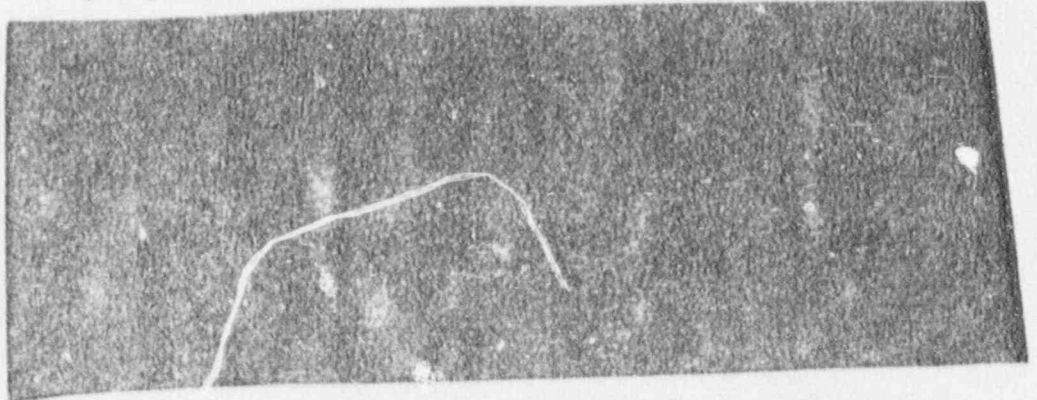
ANSWER:



NRC LETTER 10/13/89
RESPONSE

QUESTION 6: Discuss the contracts, similar in nature, that the company has performed.

ANSWER:



QUESTION 7: When will tools and test equipment required under this contract be available for use by the technicians?

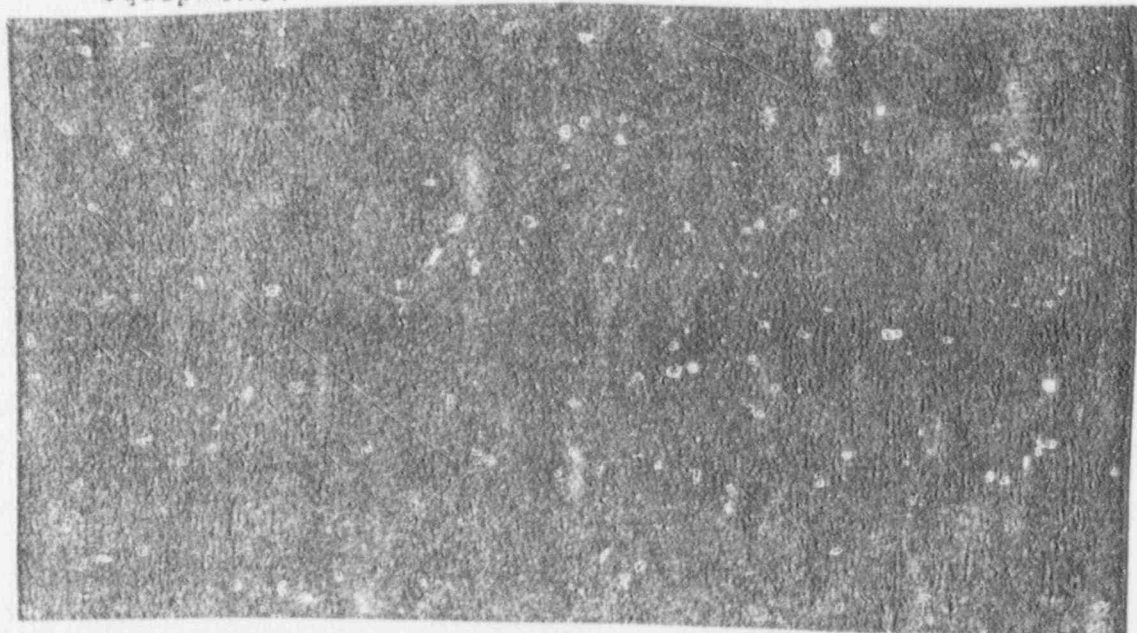
ANSWER: Upon commencement of the contract.

QUESTION 8: Clarify the overtime rate for on-call emergencies.

ANSWER: The overtime rate for on-call emergencies will be the overtime rate proposed in our response. See standard Form 1411 dated 30 October 1989. For on-call responses it is normal practice to charge from the time the technician leaves the origination point, through the time on-site and back to the origination point.

QUESTION 9: Be prepared to discuss storage area for tools and equipment.

ANSWER:



NRC LETTER 10/13/89
RESPONSE

QUESTION 10: The hourly rates for technicians appear to be low given the level of experience required by NRC.

ANSWER: The rates exceed those of the equivalent technician contained in the Area Wage Survey, U.S. Department of Labor for Washington, DC - Maryland Virginia Metropolitan Area dated March 1988. This also applies for the minimum rates contained in Section I of the solicitation.

QUESTION 11: Be prepared to discuss material handling costs.

ANSWER: As requested and required by the provisions of the RFP we will provide material at cost. Our agreement to do so is based on the NRC'S statement that material orders would normally be once a month and no more than twice a month. The material billing (at cost) will be F.O.B. our warehouse in Newington, Virginia.

REFERENCES

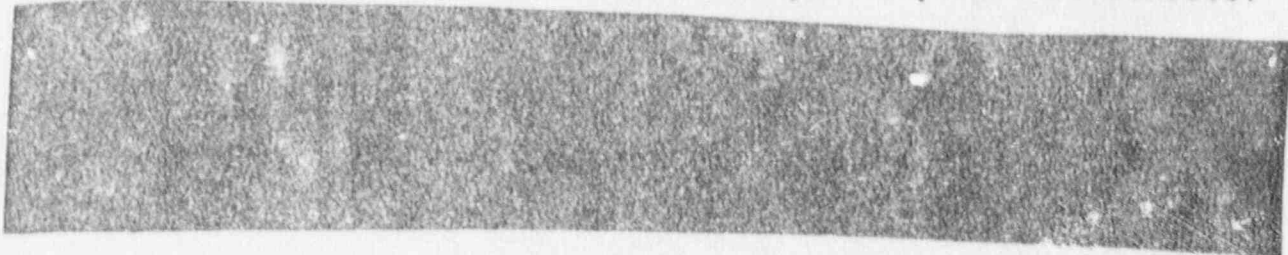
SECOND HALF 1989

1.



2. U.S. Department of the Interior. Design and installation of voice and data cabling system for over 9000 stations. Contract number 14-01-0001-88-C-11 was completed in May, 1989. Mr. Bill Hern (202) 343-1412 is the most knowledgeable person to contact.

3.



NOTE: Prior to September of 1989, when we became the Potomac Division of Henkels & McCoy, we were a wholly owned subsidiary under the corporate name Vector Communications. When contacting these references, both names should be mentioned.