



NextSTEP-2 BAA: Appendix F, TCPS | Question and Answer Log

- 1. Q: Regarding the Price Proposal Sample Format (Attachment A of the Omnibus BAA), does the cost sharing show up in that table at all, or is that handled completely separately? In that table though, would profit become a negative number?**

A: The Price Proposal Sample Format from the Omnibus BAA does not include a specific section for corporate contributions. The Price Proposal should include a breakdown of the firm fixed price, using the sample format, and should also include a table listing the breakout and value of corporate resources, per Appendix F (TCPS), Section 4.1.1.9. Various types of corporate contributions may be proposed, as described in Section 3.2 of Appendix F. Waived profit is not an acceptable form of corporate contribution and should not be included in the table of corporate resources.

- 2. Q: For small businesses, will not collecting a standard fee count toward the 10% corporate contribution to the contract?**

A: No, waived profit (or fee) is not an acceptable form of corporate contribution for small or large businesses.

- 3. Q: Will corporate contributions above the minimum be considered extra credit?**

A: The minimum corporate contribution requirements are a floor for purposes of eligibility. An offeror will not receive "extra credit" for proposing more than the minimum. Two factors NASA will be evaluating are the maturation plan of the technology and the reasonableness of the price. The type and amount of corporate contributions may influence the evaluation of these factors.

- 4. Q: We are a state agency. We are not a university or education center, however, we do qualify as a Research Institution (RI) for STTR grants. Would we be eligible to be the lead in a BAA proposal?**

A: Yes, U.S. state entities are eligible to propose as primes. Per Section 3.1 of the BAA, "NASA civil servants, Jet Propulsion Laboratory (JPL) employees, national laboratories, and Federally Funded Research and development Centers (FFRDCs) shall not be proposed as a Prime Contractor."

- 5. Q: Do you have any suggestions about how, as a University laboratory, we might respond to the Corporate Resource requirement? We don't have either IR&D or discretionary funds, we're not faculty, and all our work is on soft money.**

A: NASA cannot provide suggestions regarding potential proposals. Note: Section 3.2 of the BAA specifies various types of acceptable corporate contributions, and that the minimum required contribution percentages apply collectively to the total proposal cost and the entire proposal team, rather than to each partnering institution individually.



6. Q: What are the matching fund requirements for university-led teams, with a large business teammate, and with a small business teammate? What are the matching fund requirements if a university is on an industry-led team?

A: The corporate contribution requirement applies to the total cost of the proposal. The minimum required contribution percentages apply collectively to the total proposal cost and the entire proposal team, rather than to each partnering institution individually. The determination whether the requirement is 20% or 10% (small business) is based on the Lead institution (i.e., the institution that submits the proposal).

7. Q: Regarding 10% (Small Business) cost share from corporate in-kind contributions, can 10% be a portion of salary? If employee x would normally be 100K/year, could they instead be budgeted to receive 50K/year with 50K considered in kind contributions on a 500K/year proposal to meet 10%? (The employee total wage justification would be made)

A: In accordance with Section 3.2, direct labor can be considered as a corporate contribution. Please enumerate the in-kind labor in your Cost proposal (Omnibus BAA Attachment 1 format) and show as corporate contribution

8. Q: Are there opportunities for any collaborations?

A: For those attendees at the July 24th Industry Forum who granted permission, NASA posted their contact information on the following webpage: <https://www.nasa.gov/nextstep/tcps>. Those seeking to form collaborations may consult this list. To inquire about NASA support to a proposal, refer to the NASA points of contact listed in Attachment A of the ISRU BAA (NextSTEP-2 Appendix F).

9. Q: Which of the two posted documents, “NextSTEP-2_Omnibus_BAA_Amendment_6.pdf” and “NextSTEP-2_Appendix_F_LR_TCPS.pdf”, determines the required proposal content?

A: Both documents apply. The Omnibus BAA Amendment 6 contains general instructions, and the Appendix F TCPS BAA contains specific requirements for this research opportunity. As specified in Section 4.1.2 of the Omnibus BAA, “the provisions in each appendix will apply to that specific opportunity and will supersede any conflicting provisions in this omnibus solicitation.” Also, as specified in Section 4.1 of the Appendix F LR TCPS BAA, “where instructions are different, the specific instructions in this section are in addition to or supersede the general instructions in the Omnibus BAA.”

10. Q: Is the NextSTEP TCPS solicitation available to non-US companies?

A: Yes. Please refer to Section 3 of the Omnibus BAA and Section 3 of Appendix F where eligibility for participation is defined. International organizations may participate on a no-exchange-of-funds basis, either by submitting a proposal as lead, or as team members on US-led proposals. There are additional guidelines defined for international participation in the Omnibus and Appendix F.



11. Q: In the Omnibus it states that universities do not need to provide cost sharing. Is that true for this appendix and if so, would subcontractors who are a company need to provide cost sharing even though the university does not?

A: No, Appendix F, which is seeking firm fixed price contracts as stipulated in Section 2.1, requires that all offerors provide corporate contributions. Note: Section 3.2.6 of the Omnibus BAA only applies to the award of grants and cooperative agreements.

12. Q: For this solicitation, does NASA consider the value of prior NASA SBIR supported work to count as a corporate contribution? How about related non-NASA SBIR supported work?

A: Previously awarded NASA funds, including NASA SBIR contract funds, may not be counted as corporate contributions. However, if the results of any SBIR work performed within the last five years are directly relevant to the proposed effort, and if any corporate resources were used on that SBIR project, then these may be claimed as corporate contributions for this BAA.

13. Q: For this solicitation, will NASA consider SBIR Phase III costs deriving from earlier NASA SBIR development support as exempt from corporate resources requirements, in support of the Congressional requirement that “to the greatest extent practicable, Federal agencies and Federal prime contractors shall issue [SBIR] Phase III award relating to technology, including sole source awards, to the SBIR and STTR recipients that developed the technology” and in recognition of the financial burden posed by cost-share on small businesses?

A: Corporate resources applied to SBIR work performed in the last five years can be included as part of the Corporate Resources requirement described in Appendix F, Section 3.2.

14. Q: Does NASA consider the value of prior efforts applied to corporate contributions to be accounted according to fair market value?

A: Yes. Section 3.2.5 Corporate Resources (Contracts) of the Omnibus BAA and Section 3.2 of Appendix F, instructs “for equipment or facility use, corporate contribution should be based on “Fair Market Value” (e.g. equivalent equipment or facility rental/lease rates for the period of use) with the contributions for the space or equipment limited to that necessary for the proposed effort.”

15. Q: If a usable hardware asset developed on internal research and development (IRAD) funds more than 5 years ago were to be delivered as part of the development component or subsystem, would this be considered compliant with the corporate resources requirement?

A: In this situation, the corporate contribution would be the fair market value to reproduce the item or purchase/rent an equivalent today.

16. Q: If we get awarded the project, does the work need to begin immediately or can we negotiate the start date?



A: The start date may be negotiated upon notification of selection for negotiations. However, the milestones listed in Appendix F, Table I must still be completed in a timely manner to meet NASA project needs. NASA believes contract Awards should occur by late December, 2018 to meet NASA's needs as described in Slide 60 in the Industry Forum presentation package.

17. Q: If there is an opportunity to purchase, from a multinational within the USA, source or contracting material that is produced abroad (not in the USA), is this considered foreign-sourced?

A: The answer is factually dependent. Per the Omnibus BAA (Section 2.5), "U.S. award recipients may directly purchase supplies and/or services that do not constitute research from non-U.S. sources, but award funds may not be used to fund research carried out by non-U.S. organizations."

18. Q: Can we use non-US citizens on this project that work for a US-based company?

A: The answer is factually dependent. Per Omnibus BAA (Section 2.5), "subject to export control restrictions, a foreign national may receive remuneration through a NASA award for the conduct of research while employed either full or part time by a U.S. organization." Additional guidance is included in the referenced NASA Guidebook for Proposers (Appendix A, in the section on Export-Controlled Material in Proposals)."

19. Q: Regarding Omnibus Amendment 5, Section 3.2.2 "Proposals from foreign entities and proposals from U.S. entities that include foreign participation must be endorsed by the respective government agency or funding/sponsoring institution in the country from which the foreign entity is proposing." Is there a standard form or format for this endorsement?

A: No, there is no NASA format for this endorsement letter. Consistent with the requirements in Omnibus Amendment 5, Section 3.2.2, the endorsement letter should state that "If the proposal is selected, sufficient funds will be made available to the foreign entity by his/her country's government agency or funding/sponsoring institution to undertake the activity as proposed."

20. Q: Does a foreign company need to specify a funding plan in the cost plan of the BAA proposal?

A: For this BAA, a "cost plan" refers to a breakdown of the firm fixed price per the provided sample format (Omnibus BAA, Attachment A). Per Section 3.2.2 of the Omnibus BAA, proposals from foreign entities are not required to include a cost plan unless the proposal involves collaboration with a U.S. institution, in which case a cost plan for only the participation of the U.S. entity must be included. In addition to a cost plan, the price proposal should also include a table listing the breakout and value of corporate resources (Appendix F, Section 4.1.1.9). For proposals that involve collaboration between U.S. and foreign institutions, this table should include sections that separately account for U.S. and foreign contributions, and it must provide a basis for assessing compliance with the limits on corporate contribution from foreign partners (Appendix F, Section 3.2). Note that the price



section shall also contain a table listing the breakout and value of government-contributed resources, including Government Furnished Property or Government Furnished equipment (GFP/GFE), and any government-funded participants.

21. Q: If a partnership is planned with both parties having significant and approximately equal efforts, are co-leads allowed?

A: Each NASA contract must be with a single entity. Even if two parties have approximately equal levels of effort, a single lead must be designated. One acceptable option is for the two parties to formally form a team or joint venture, which is a new entity. Please refer to https://www.acquisition.gov/far/html/Subpart%209_6.html for more information.

22. Q: Appendix F Section 4.1.1.9 Price Proposal says any proposal exceeding \$2M must have certified cost or pricing data. Certified cost or pricing data is not defined. Please provide a definition of certified cost or pricing data. Is certified cost or pricing data a requirement for small business proposals?

A: Section 2.101 of the Federal Acquisition Regulations (FAR) defines certified cost or pricing data. The requirement for certified data applies to all offerors regardless of size.

23. Q: How will we be notified for the value of GFE support?

A: Contact the relevant Center (see slide 32 from the Industry forum) to establish the value and enumerate your proposed amount. This value should be documented in your attached letter of commitment.

24. Q: Any guideline for corporate contribution for Phase B?

A: No, not at this time. We would expect that the 20% corporate contribution established for Phase A would not go any higher. We have the flexibility if you meet the small business threshold, to establish a lower threshold, in order to level the playing field for small businesses.

25. Q: Per the Appendix F, paragraph 6.3, is the proposed funding of up to a million dollars all-inclusive for all proposed CLINS?

A: Section 6.4 (Funding Allocation) of appendix F, the text “NASA anticipates multiple individual award amounts between \$500K and \$1M for Phase A” is not prescriptive. NASA will evaluate the cost proposal in accordance with the Omnibus BAA Amendment 6, section 5.5.3: “The cost of the proposed work and the programmatic relevance of the proposed work to NASA will not affect the score assigned by a panel conducting a merit peer review. As part of the panel’s review, however, the evaluation may include comments regarding appropriateness of proposal budgets in relationship to the work proposed.”

26. Q: If a proposal gets a low score for CLIN 1 [Basic CLIN] and high for CLIN 2 [Resource Recovery CLIN] will proposal be considered for award?



A: The answer is factually dependent. Per section 1.3.1, all offerors must provide a responsive CLIN 1 proposal. To envision a complete system, we may choose different NASA reserves the right to award CLINS from different offerors that provide best value to the Government.

27. Q: Is there any metric on what processing time of the 2.2 kg trash should be?

A: The solicitation specifies 2.2 kg/day as a minimum capability (4.4 Kg objective). The optimal operation time metric may vary depending on mission profile, time management and the availability of resources (such as power) that need to be allocated between other spacecraft systems Respondents should always consider the broad operational space and dependencies (crew time, process time, power, equipment mass and volume, resupply, minimal servicing, etc.). There is value for compaction in a minimum time.

28. Q: What is the goal of the initial humidity sensor in the Gen-2 HMC piping system?

A: To know when the trash is dry. Also, understanding the flow rate of steam helps define total volume of water off-gassing. This information is needed for processing concepts that may use dilution of vapor streams to accommodate other subsystem interface requirements, such as requirement for venting to a space vacuum exhaust.

29. Q: Given that waste model (and hence moisture content) is defined, why rely on sensors?

A: On-orbit trash processing will deviate from the trash model, hence humidity sensors are needed to determine when the trash is dry; however, the requirement to monitor humidity will be a Phase B requirement.

30. Q: What is the dominant volatile / profile of effluent?

A: Published this year (2018) is an International Conference on Environmental Systems (ICES) paper that will be posted as a link on the TCPS solicitation webpage. In the Gen-2 HMC we found effluent contained sulfurous compounds and had to add an adsorber to capture those compounds in order to protect that catalytic oxidizer.

31. Q: Can the order and position of trash components inserted into a compactor processor be gamed to produce less problems with regard to plugging vents?

A: NASA will provide premixed GFE Trash

32. Q: How does NASA envision the contractors to utilize the Gen-2 HMC?

A: NASA desires contractors use this Gen-2 HMC equipment as GFE when its use saves costs to the government by avoiding duplication of technology demonstrations.

33. Q: RFP (p. 28) specifies a "letter of support" is required for GFP/GFE; and RFP (p. 11) specifies "letters of intent support"; and RFP (p. 23) specifies "letters of intent"; and Industry Forum (slide 28) specifies "letter of support". But Industry Forum (slide 32)



specifies "letter of commitment (required for proposal compliance)". Which is correct?

A: RFP page 11 appears to be an editing typo, and should read "Letters of support." This will be corrected in an upcoming Amendment.

RFP page 23 also should read "letters of support." This will be corrected in an upcoming Amendment.

RFP page 28 is correct.

The Industry forum was intended to be an elaboration that the "letters of support" from the NASA centers would establish commitment to the proposers effort, including establishing the valuation of the proposed GFE. They are, however, "Letters of Support"

34. Q: Preliminary Requirements Review (PRR) has a discrepancy in the date to be conducted, shown as "due 1 month before contract end" (on p. 11 of RFP Sec. 1.3.1.3) and as "held within 4 months of contract start" (on p. 23 or RFP in Sec 4.3.1). Which is correct?

A: There is an error in section 1.3.1.3 on page 11. The text in the second major bullet in the bulleted list that reads, "Preliminary Requirements Review (PRR)." should be removed and added as a minor bullet underneath the first major bullet, "Concept Review (CR)", which infers that the PRR is required 4 months after contract start. This is consistent with page 23 and was the original intent. Upon removal of that text from the second major bullet, the remainder will correctly read "Preliminary Design Review (PDR) – due 1 month before contract end." This will be corrected in an upcoming Amendment.