



PACA Pulse

WINTER 2020

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Eight College Students Benefit from PACA's Endowed Scholarships

By Carol A. Yarnall, Education Committee Chair

Since 1995, PACA has contributed over \$370,000 to four endowed scholarships at the three major New Mexico universities. The funds were provided from PACA's Briefing for Industry proceeds.

During academic year 2019-20, eight scholarships were awarded. Seven of the scholarships were for students in engineering programs and one was for a student at UNM's Anderson School of Management.

PACA is honored to make a meaningful contribution to the lives of these fine men and women. All PACA members should be proud of the positive impact their organization has had on the lives of these impressive students as well as the science and engineering communities they become a part of nationwide.

A total \$13,300 was awarded to the following deserving students from the PACA endowments.

New Mexico Institute of Mining and Technology, Bobby Haddock Memorial Endowment (\$4500)



Alejandro Gomez (\$2000) is a junior pursuing a B.S. in electrical engineering. A transfer student from the UNM Valencia campus,

he received an associate degree in general science and another in pre-engineering.

Alexandro is a member of the Institute of Electric and Electronic Engineers Inc. Club and the SPIE at New Mexico Tech.

He enjoys hiking at the Water Canyon trails in Los Alamos and riding four wheelers.



Macleod Adams (\$2500) is a junior majoring in electrical engineering and pursuing minors in optical science and engineering in addition to history.

A graduate of Del Norte High School, Macleod currently works part time as a tutor in the New Mexico Tech Electrical Engineering Department and as an intern for Sandia National Laboratories doing model-based systems engineering.

In his free time he volunteers with the National Energy Education Development Project.

After graduation Macleod plans to pursue graduate school in optics or electromagnetics.

continued on following page

PACA's Endowed Scholarships *continued*

**New Mexico State University,
Richard W. Davis PACA
Endowed Scholarship
(\$3300)**



Isaac Lucero (\$1650) is a sophomore aerospace engineering student. Originally from Aztec, a small town on the northern border of New Mexico, Isaac graduated from high school with honors. He played multiple sports including football, wrestling, and baseball.

His career interests including creating aircraft that can provide nuclear weapon threat neutralization.



Shawn Roybal (\$1650) is a junior aerospace engineering student. Originally from Santa Fe and with a passion for engineering, he is pursuing a dual degree in mechanical and aerospace engineering. He has a strong interest in aerospace principles such as flight and space.

Shawn hopes to someday work for a space company like Virgin Galactic or NASA.



**University of New Mexico, School of Engineering,
General Samuel C. Phillips Endowed Scholarship
(\$3000)**



Emily Hopkins (\$ 1000) is a senior pursuing a degree in chemical engineering with a concentration in materials processing. Originally from Los Alamos, she is an undergraduate intern at Sandia National Laboratories assigned to Analytical Technologies all the while working on an honors thesis about printed silver-iodine solid state batteries.

Last year Emily served as Vice President of the Society of Women Engineers at UNM. Recently, she was inducted into the Tau Beta Pi New Mexico Beta chapter.

After graduation Emily plans to pursue a PhD in materials science and engineering.



Mary Arnhart (\$1000), a sophomore studying mechanical engineering aspires to go on to study biomedical engineering to create medical technology with a focus on prosthetics and surgical instruments.

Mary has performed research at Sandia National Laboratories as an analyst helping interdict shipments of weapons of mass destruction using surveillance video. She aided in the research and implementation of neural networks and machine learning. In June 2019, Mary joined the Material, Physical, and Chemical Sciences Center to work with 3D reconstructions to analyze the qualitative and quantitative impacts of image segmentation on characterization metrics in 3D datasets of engineered structural materials.



Michael Tanguay (\$1000) is a junior pursuing his B.S. in nuclear engineering and applied mathematics. He previously taught a course in engineering and is now tutoring students in MATLAB software, calculus, physics, and other curriculum. He is also a lab assistant at the Nuclear Engineering Laboratory on campus.

Michael is currently pursuing research in both the nuclear and mathematics fields and hopes to apply it towards an undergraduate thesis.

**UNM, Anderson School of
Management, PACA Hall of
Fame Scholarship for Masters
in Management (\$2500)**



The PACA Hall of Fame members are **Dick Trask**, **Harold Shelton**, and **Don Nash**, all deceased. These three individuals were instrumental in the founding of PACA and were making significant contributions to PACA up until their deaths. They would certainly be proud of Joshua Miller, this year's scholarship recipient.



Joshua Miller (\$2500) holds a B.S. in statistics and graduated from the Anderson School of Management with an MBA (with Honors) in December 2019. This past summer he also completed an MBA internship at Intel in Chandler, Arizona and was offered a full-time job starting in September 2020.

This semester he is teaching high school mathematics while coaching basketball and tennis in Carlsbad, his hometown. Joshua is using this semester to help make his career decision of either teaching or entering the business community. •

Legal Insights: GAO Affirms Agency Best Value Determinations Should Consider Merits of Proposals Not Ratings

By Ross L. Crown

Recent bid protest decisions from the Government Accountability Office affirm that when making best value determinations agencies should evaluate the actual merits of contract proposals rather than relying on ratings assigned to those proposals. These rulings ought to be considered by contractors not only when assessing a possible bid protest but also when preparing proposals.

Protest Rulings

In *CyberData Technologies, Inc.*, B-417084, February 6, 2019, 2019 CPD ¶ 34, the GAO considered a protest that the agency failed to look behind the adjectival ratings in making its selection decision. An RFQ was released by the National Oceanic and Atmospheric Administration providing that a task order would be issued for weather and climate computing infrastructure services. The agency indicated the task order would be awarded to the vendor whose quotation represented the best value to the government, considering technical approach, corporate experience, and price.



Two quotations were submitted, from CyberData and Ace Info Solutions, Inc. Both vendors were rated as “Acceptable” for technical approach, “Good” for corporate experience, and “Good” overall. The selection official determined that because both offerors were rated good, the determining factor became price. The task order was therefore issued to Ace, who had offered the lowest price.

CyberData protested contending that the agency failed to conduct a best-value tradeoff analysis having abandoned such a process to select the lowest-priced vendor just because the adjectival ratings were equal. The agency responded that the contracting officer had the authority to make price a discriminator when considering two quotations that were rated good and deemed essentially equal technically.

The GAO sustained the protest, noting that evaluation ratings are merely guides for intelligent decision-making and that the evaluation of proposals and consideration of their relative merit should be based upon a qualitative assessment consistent with the solicitation’s evaluation scheme. According to the GAO, what is important is not the scores themselves, but the underlying merits of the proposals. While agencies may find proposals are technically equivalent, the selection official must explain why the proposals are considered technically equivalent.

In this procurement, the agency did not demonstrate that the selection official meaningfully looked behind the adjectival ratings to determine that the vendors’ quotations were technically equal. A new selection decision was

recommended.

Shortly following *CyberData Technologies*, the GAO addressed similar issues in *Apogee Engineering, LLC*, B-414829.2, February 21, 2019, 2019 CPD ¶ 85 which concerned a solicitation issued by the Office of the Secretary of Transportation for support services in monitoring the National Transportation System. Award was to be made on a best-value tradeoff basis, considering technical capability, staffing/resumes and proposed key personnel, corporate experience/past performance, and price. The non-price factors, when combined, were more important than price.

The two highest ranked offerors were Countermeasures Assessment and Security Experts (CASE) and Apogee Engineering. Both CASE and Apogee were rated as “Exceptional” as to Technical Capability, Staffing/Resumes, and Corporate Experience/Past Performance. CASE, however, offered a slightly lower price than Apogee. Based on this price differential, the agency concluded CASE’s proposal represented the best value.

Apogee protested. Among its contentions, it argued the agency awarded the contract based merely on its findings that the proposals were technically equal without actually assessing their underlying merits.

The GAO observed that while an agency is not obligated to extensively document every consideration made in its tradeoff decision, it is required to adequately explain and document the basis for its source selection determination. It recommended the agency perform and document a new source selection decision.

According to the GAO, what is important is not the scores themselves, but the underlying merits of the proposals.

In the course of analyzing the agency’s evaluation of the proposals, the GAO unfavorably compared the record in *Apogee Engineering* to another agency’s “robust qualitative assessment of proposals” in *ERC Inc.*, B-407297.2, November 19, 2012, 2012 CPD ¶ 321. *ERC* involved a solicitation by NASA for mission and program integration services for the International Space Station Program. The two top proposals were evaluated as essentially equal. One of the offerors had a slight advantage as to the technical proposals while the other offeror presented a slightly better management approach. After closely considering the details

Continued on following page

of the two proposals, the source selection authority decided that given the very challenging and high-risk environment in which the International Space Station operates, the effectiveness of the work was significantly more important than how efficiently or at what cost that work was carried out.

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The GAO found nothing to fault in this award determination because proposals with the same adjectival ratings are not necessarily of equal quality. Even a proposal with a higher point score, said the GAO, is not always superior to a proposal with a lower point score. An agency may properly consider specific advantages that make one proposal of higher quality than another. A single evaluation factor, including a lower-weighted factor, may properly be relied upon as a key discriminator.

Two Takeaways

These protest rulings present contractors with two takeaways. The first is rather apparent. If you are denied a contract award and the awardee has received the same adjectival ratings, you should consider a protest if it appears the agency has not looked behind those ratings to the actual merits of the competing proposals. By debrief or otherwise you need to determine how the agency assessed the proposals in selecting the winning offeror.

The second takeaway is implied by the above rulings. As the GAO indicates, proposals may be rated equally as to non-price factors but that does not mean they are equal. Agencies are expected to analyze seemingly equal proposals in detail and find key discriminators. To gain an edge, contractors should ensure their proposals can be distinguished in as many ways as possible from those of their competitors. These discriminators do not have to address major evaluation factors nor create substantial superiority. All they must do is give agencies a reason to select your proposal – a reason they can defend if the contract award is challenged. In the world of competitive procurements, a little better is enough. •

Ross is a partner in the Albuquerque office of Lewis Roca Rothgerber Christie LLP where his practice emphasizes government contracts. He can be contacted at RCrown@lrrc.com. This article is intended for general information only and should not be construed as legal advice or opinion. Any questions concerning your legal rights or obligations in any particular circumstance should be directed to your lawyer.

President's Corner

By David Rosprim



David Rosprim

**“May you live in interesting times”
—A curse with a disputed origin**

As there are many things going on with PACA at the time of this writing, the same can be said for the world! The COVID-19 pandemic seems to have turned the world upside down as we know it and in ways

we could not have imagined. It even affected PACA as the March luncheon was canceled. How long it will have an effect on PACA events is anybody's guess. In the interim, however, rest assured that PACA and the board are actively pursuing and developing new ideas, new initiatives, and new plans!

So, what's happening in PACA? We have some changes to the bylaws coming out shortly for a vote. Also, we need to vote on the board for next year. As I write this, we are working on getting a vote out to the membership via Survey Monkey instead of a vote at the luncheon.

We have three members who recently assumed key positions supporting the PACA board. **Matt Kiehl** is taking over as the Membership Chair. Terel Anyaibe is still with us but has moved into a support role with membership at this time because of work commitments. **Austin Potter** has stepped up to serve as webmaster, and **Andy Benson** will serve as our Sponsorship Chair. Please thank these individuals when you see them, for their time and commitment to PACA! (Matt and Andy are profiled on page 3 and Austin will be profiled in the next issue.)

And while we have new members stepping up, some members are stepping down. **Stuart Purviance** is retiring from the PACA board after many years of service. Thank you, Stuart! In addition, **Dar Johnson** has stepped down as the Sponsorship Chair and as the webmaster. Thank you, Dar! Both Stu and Dar have done an absolutely phenomenal job over the years! Lastly, **Malini Hoover** is phasing out as Past President. Thank you, Malini! It has been a pleasure working with you for the past two years! You are awesome.

I am looking forward to getting back to the old “normal.” Until then, everyone stay safe and healthy!! •

Matt Keihl Heads Membership Committee



Matt Keihl

The new PACA Membership Committee Chairman is **Matt Keihl**.

Since retiring from his 25-year Air Force career in February 2018, Matt has worked at Universal Technology Company (UTC) as a Senior Engineer and the Lead for Leadership and Organizational Development, mainly supporting the two AFRL directorates on Kirtland

AFB as their Program Management advisor. He is also the driving force behind the Continuous Process Improvement (CPI) program.

Having spent the last 10 years of his career leading CPI for SAF/AQ, PACAF/HQ, and the AF Inspection Agency, Matt's current passion is implementing CPI practices within UTC and introducing Lean Six Sigma as a team-based, problem-solving program in New Mexico schools.

In addition to PACA, Matt is also a member of the Albuquerque Quality Network and Heights Cumberland Presbyterian Church where he sings in the praise band and choir and rings in the hand-bell choir.

The Keihl family, which consists of Michelle, a Components Engineer at a local manufacturing facility, and two boys, Christopher and Clayton, decided to settle down in New Mexico because they have family and friends in the area from multiple Kirtland assignments, they love the weather here, and when they don't live here, they miss the food!

Matt has lots of ideas for how to generate interest in PACA to encourage new members to join, but he would love to hear your ideas as well. In the coming weeks, he will email a survey to gather input from PACA members. If you share Matt's passion for growing the aerospace industry in New Mexico and connecting others to resources and professional networks to help them succeed, please consider volunteering to serve on the membership committee. If interested, email or call/text Matt at mdkeihl@verizon.net or **505-362-6860**. •

Andy Benson Assumes Sponsorship Chair



Andy Benson

Andy Benson, AIA, LEED AP is a Principal Architect at Studio Southwest Architects and PACA's new Sponsorship Chairman. Born in Georgia and raised in western New York, Andy has gotten around. He is a veteran of the US Navy and as Aviation Ordnanceman Andy worked aboard the USS Coral Sea for the

missile crew in G division.

After his service, he worked in Boston as a construction worker following a natural progression — from roofer to carpenter to cabinetmaker — for several years before pursuing a career in architecture. He received his bachelor's degree from the State University of New York at Buffalo and then moved west to get his master's degree from the University of New Mexico. Andy worked for various architectural firms in New Mexico focused on K-12 and higher education projects for over 20 years before joining Studio Southwest in 2016. For the last couple of years, he has concentrated on highly technical and high-security projects for the Air Force Research Laboratory, and Sandia National Laboratories, and Los Alamos National Laboratory.

Andy has served on the board of the U.S. Green Building Council NM Chapter as Marketing Chair. He was appointed to the Governor's Committee on High Performance Schools, and the State of New Mexico Energy and Minerals Department Energy Efficiency Working Group. He has been very involved in the NM Public Schools Facilities Authority Technical Advisory Groups and Standards Committees. Andy is also currently involved with committees of the International Code Council, identifying and reviewing updates for the 2024 international building codes. He has received SCIF Construction certification through recent training in Washington D.C. at the National Security Training Institute.

Andy's work at Kirkland Air Force Base for the Air Force Research Laboratory led him to connect with PACA. After attending several of the luncheon programs and providing sponsorship and a team to the recent PACA golf tournament, Andy was ready to participate more in PACA and reached out to David and Kit about supporting the Board. •

WELCOME New Members!

April Bitler,
Kirtland Federal Credit Union

Victor Gamiz,
Tau Technologies

Edward Pierce,
KBR

Svetlana Poroseva,
University of New Mexico



PACA Membership Renewal is Due!

PACA membership annual dues are \$250*. (Increased from \$150 to \$250 effective April 1, 2020.) The fiscal year runs from April 1 to March 31. Mid-year applications will be pro-rated. You may pay your dues and apply on-line at www.pacanm.org.

For more information, contact the Membership Chair, **Matt Keihl**, at MKeihl@utcd Dayton.com or **505-362-6860**. * Dues are subject to change.

Spread the News

If you know a potential member or anyone else who would like to receive the *PACA Pulse*, please forward their e-mail address to **Kit Carman** at kitcarman6@gmail.com.

This is your newsletter. If you would like to contribute an article, make announcements (promotion, job change, or a new product or service), please submit your newsletter contribution to the editor, Ross Crown, at RCrown@lrrc.com. He can also be reached at **764-5402**.

Contributions are welcome! •

PACA Sponsorship Opportunities

Support to PACA in the form of sponsorships helps make the organization a success while promoting your business. All sponsoring companies must include a PACA member in good standing.

Please contact **Andy Benson** if you would like to take advantage of a sponsorship opportunity or for further information at **505-843-9639** or abenson@studioswarch.com.

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- Your corporate recognition on the PACA website noting sponsor level.
- Recognition included in the *PACA Pulse*.
- *One time each year* space is provided for a tabletop display at a membership luncheon and the opportunity for a ten minute corporate overview presentation. The table will be either in the lobby or in the banquet room, depending on the size of the room. Also, depending on room arrangement and speaker presentation, special rules may apply per event.

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Note: All BFI registrants must meet security requirements.

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- Fifth choice of free booth space at BFI.

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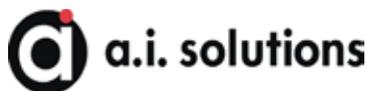
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