



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Troop Support Heavy Equipment Industry Day

June 13, 2011



Agenda

- 0800 – Arrival & Sign In
- 0830 – Introductory Remarks
- 0845 – Brief History of the Program
- 0900 – Program Presentation
- 1015– Business Integrity
- 1030 – Break
- 1100 – Questions and Answers
- 1200 – Breakout Sessions



Heavy Equipment Overview

- Mission
 - Provide DLA customers with broad, flexible, and efficient long term contracts providing maximum coverage for Heavy Equipment and support
- Purpose
 - Provide commercial equipment from a variety of manufacturers
 - Seven distinct Product Groups
 - Commercial and Modified Commercial items
- Structure
 - Modeled after Commercial Practices in the Heavy Equipment Industry
 - Access to entire manufacturers product line
- History
 - Third generation contracts (10+ years)
 - No significant shift in the method of support



Benefits

- Improved pricing through competition
- Improved access to wide range of high-quality commercial equipment through Industry Leaders
- Reduced Administrative Lead Times
- Post Award Functions
- Full Range of Options Available
- Add/Delete Clause to update product lines



DLA Customer Base

- Military Services, Federal Activities & Other Government Agencies
 - Air Logistics Command (ALC), Warner Robins Air Force Base, Robins, GA
 - NAVICP Mechanicsburg, PA
 - Seabees, Port Hueneme, CA



DLA Customer Base cont'd

- Marine Corp (MARCORSYSCOM), VA
- DDC New Cumberland, PA
- Army
 - Typically submit requirements by individual activity
- Other Federal Agencies
 - National Park Service, Bureau of Indian Affairs, FBI, and State Department



Product Groups/Product Lines

- **Material Handling** Estimated \$633,000,000.00
 - Forklifts, Manlifts, Platform lifts, Scissor lifts, Container handlers, Reach stackers, Warehouse tractors, Tow tractors, Belt loaders
- **Agricultural Equipment** Estimated \$ 87,500,000.00
 - Cable skidders, Grapple skidders, Forestry equipment, Agriculture tractors and related agricultural equipment, Trenchers- Crawler, walk-behind, rubber tired, Grounds maintenance equipment: Mowers, Spreaders, Brush clearing equipment



Product Groups/Product Lines

- **Construction Equipment** Estimated \$776,000,000.00
 - Wheel Loaders, Track Loaders, Wheeled Tractors, Backhoe Loaders, Integrated Tool Carriers, Material Handling Loaders, Off Road Dump Trucks, Haulers, Articulated Dump Trucks, Skid Steer Loaders (tracked and/or wheeled)
 - Motorized Road Graders, Fully Articulated Multi-Use Municipal Rubber Tired Tractors, Rubber Tired Tractors, Dozers, Crawler Tractors, Crawler-Mounted Excavators, Wheeled Excavators, Scrapers, Compact Construction Equipment
 - Road construction machinery including Vibratory Asphalt Pavers, Rollers, Compactors and other related equipment
 - Portable Power Equipment including Generators and Generator sets, Compressors, and Light Towers



Product Groups/Product Lines

- **Environmental Equipment** Estimated \$157,500,000.00
 - Hazardous Storage Buildings, Containment Systems
 - Industrial Cleaning Equipment including Warehouse Sweepers, Utility Sweepers, Street Sweepers, Sewer Cleaners, Airfield Sweepers, Runway sweepers
 - Vacuum Loaders, Industrial Vacuums, Catch Basin Machines, Lavatory Service Trucks
 - Balers, Grinders, Crushers, Compactors, Chippers, Shredders, Tire shredders
 - Composters, Screening Plants, Trommels, Cement and Concrete Crushers, Hoppers, Ordnance Deformers
 - Liquid Extracting Systems, Oil/Water Separation Units, Spill Response Units



Product Groups/Product Lines

- **Fire and Emergency Vehicles** Estimated \$382,500,000.00
 - Fire Fighting and Rescue vehicles, Tankers, Pumpers, Aerials, Rescue Vehicles, Bomb Squad Vehicles;, Hazmat Vehicles, All-Terrain Emergency Vehicles, Utility Vehicles, and Electric Utility Cars
 - Ambulances, Blood Mobiles, Snow Removal Equipment, De-Icing Vehicles and Equipment, Snow Plows, Snow Blowers, and Snow Sweepers
- **Cranes** Estimated \$327,500,000.00
 - All-Terrain Hydraulic, Rough Terrain Hydraulic, Lattice Boom, Truck-Mounted Hydraulic, Crawler Mounted Hydraulic
 - Barge Mounted, Bridge, Derrick Diggers, Gantry Cranes, Straddle Carriers, Tower Cranes, Bucket Boom Trucks, Flight Deck Cranes, Hoists, and Winches



Product Groups/Product Lines

- **Trucks and Trailers Estimated \$177,500,000.00**
 - Water Tankers, Water Distributors, Water Tenders, Water Trailers and related equipment
 - Lubrication and Fuel Dispensing Equipment, Mobile Service Fleets, Fuel Processing Systems, Petroleum Handling Equipment
 - Water Purification Equipment, Water Distillation Equipment
 - Tractor Trailers, Construction Equipment Trailers, Airfield Specialized Trailers
 - Construction Trucks, Dump Trucks, Cement Mixers, Refuse Trucks, Water Well Drilling Rigs



Acquisition Strategy/Contract Type

- **Terms:** Five year base period, no options
- **Type of Contract:** Five-Year Indefinite Delivery Multiple Award Requirements Contracts, one contract per manufacturer product line
- Commercial Contracts in accordance with FAR part 12
- **Competitive Aspects:** Full and Open Competition, Delivery orders competitively awarded, Unrestricted



Award Criteria

- Offerors must
 - Meet Solicitation Requirements
 - Determination of Responsibility IAW FAR PART 9.105-2
 - Fair and Reasonable pricing based on established commercial catalog price lists and offered discounts
- Technically Acceptable
 - Must meet the criteria for the equipment/product line stated in solicitation
 - Must have an established commercial catalog
 - Proposals that fail to meet the minimum requirements in the solicitation will be determined unacceptable.



Solicitation

- Statement of Work
 - DLA Troop Support intends to award contracts for the supply of Heavy Equipment to the military services and federal agencies
 - Contracts will be awarded to individual contractors for their offered line of Heavy Equipment.
 - DLA Troop Support will award only one contract per manufacturer product line
 - It is intended to issue multiple Requirements Contracts to responsible vendors that conform to the technical requirements contained within this solicitation and whose prices are determined fair and reasonable



Solicitation

- Caution Notice
 - Economic Price Adjustment
 - Add/Delete
 - Pricing
 - Freight
 - Ordering
 - Continuous Solicitation



Solicitation

- Economic Price Adjustment Standard Supplies FAR 52.216-2
 - Commercial Catalog changes
 - Maximum 2 EPA changes per year
 - Discount does not change over life of contract
 - The aggregate of the increases in any contract unit price under this clause shall not exceed 10 percent of the original contract unit price.



Solicitation

- Add/Delete Clause
 - Add to this contract any new or replacement items at offeror's current price (i.e. latest catalog price minus negotiated discount)
 - Prices must be determined fair and reasonable prior to addition to contract
 - Clause is intended to keep the offerors catalog current at all times.
 - If any item included in this contract becomes obsolete, discontinued, or cancelled it will be deleted from the contract
 - All additions/deletions will be accomplished by modification to the contract



Solicitation

- Pricing
 - The offeror shall submit a detailed proposal including commercial catalog prices for all items and services and commercial catalog prices for all machine attachments and related equipment and services
 - Proposal shall also include discounts to be offered on above offered commercial catalog prices
 - All offerors shall supply pricing support data relating to equipment proposed



Solicitation

- Freight
 - Since catalog prices do not include freight, contractors will quote freight costs at the time of each individual quotation
 - Offerors unable to ship throughout the entire CONUS region may not be considered for award
 - OCONUS shipments are to Port of Embarkation and not final destination



Solicitation

- Dealers
 - Must submit an original letter of commitment from the manufacturer specifically addressing the offeror and this solicitation
 - OEM shall certify in writing that the offeror is the OEMs representative for the contract
 - OEM shall provide assurance in the certification to the offeror a guaranteed, uninterrupted source of supply sufficient to satisfy the Government's requirements for the contract period
 - Failure to meet the requirements mentioned above will result in elimination from consideration for award



Solicitation

- Ordering for competitive items
 - Fair notice of the intent to make the purchase (via Request for Quotation) including a description of the supplies to be delivered and the basis upon which the award will be made will be issued to all companies with contracts for the material required.
 - Delivery orders will be awarded to the Lowest Price Technically Acceptable (LPTA) unless otherwise specified
 - In the future, the DLA Troop Support 'BidWiser' competition tool may be used to compete all customer requirements



Solicitation

- Ordering for non competitive items
 - A Limited Source Determination will be posted for all current contract holders to view. The source(s) identified in the limited source determination will then be solicited.



Solicitation

- Continuous Solicitation
 - The proposed solicitation will be continuous. However, only offers received by the original closing date will be included in the initial evaluation process for award
 - New offers may be forwarded at any time
 - Only proposals for manufacturer's product lines that are not yet on contract will be evaluated after the initial closing date
 - All other proposals will be sent back to the prospective offeror(s) unevaluated



Contact

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