



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Troop Support Pre-Proposal Conference

OCONUS Central Chicken
SPM300-13-R-0014
14 March 2013



DLA Troop Support Mission, Vision, and Values

Mission

In support of the Defense Logistics Agency's mission, we provide effective and efficient support to our warfighters and other customers with food, clothing, construction, medical, and hardware solutions to achieve their global mission.

Vision

Warfighter-focused, globally responsive, fiscally responsible supply chain leaderships.

Values

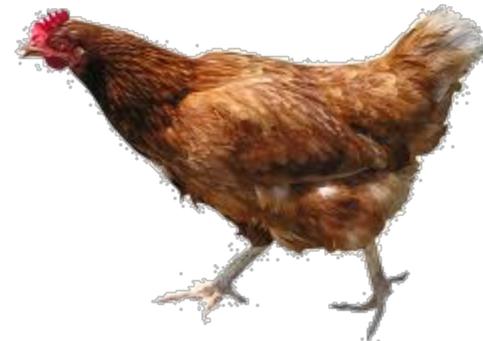
- Warfighter needs guide us
- Integrity defines us
- Diversity strengthens us
- Excellence inspires us



Conference Ground Rules & Participation Guidelines

Please...

- Sign-in
- Mute all cell phones
- No cameras, video taping or recording devices
- Please hold all questions until the Q&A session
- A copy of this briefing will be available on our MPA website at <http://www.troopsupport.dla.mil/subs/support/mpa/index.asp>





Amendments Supersede Pre-Proposal Conference Discussions

REMINDER: NOTHING SAID DURING THIS PRE-PROPOSAL CONFERENCE IS BINDING OR INCORPORATED INTO THE SOLICITATION UNTIL A WRITTEN AMENDMENT HAS BEEN ISSUED. ANY TOPICS DISCUSSED DURING THE PRESENTATIONS ARE FOR GENERAL INFORMATIONAL PURPOSES ONLY.



Agenda

- 0800 – Arrival and Sign In
- 0900 – Opening Remarks/Introductions
- 0930 – Program Presentation
- 1030 – Break
- 1045 - Questions
- 1200 – Lunch Break
- 1300 – Optional One on One Meetings



Acquisition Overview

- DLA Troop Support intends to enter into two fixed price, Indefinite Delivery/Indefinite Quantity Contracts (ID/IQC) with a supplier(s) of chicken items.
- The contracts will be awarded by lot.
 - Lot 1: Small Business Set-Aside
 - Lot 2: Unrestricted
- Said suppliers will act as the supplier of the chicken products listed in their respective lots to OCONUS DLA Troop Support Prime Vendors (currently 11) with current contracts with DLA Troop Support.



Reasons for Change

- Leaner Supply Chain
 - Last year: at least 26 chicken suppliers for OCONUS PV contracts
 - Source loading from fewer locations
 - Leverage the **best price** in the face of anticipated reductions in requirements.
- Suggested by Industry

The contract(s) awarded as a result of this solicitation will replace the MPA Program for chicken products.



Solicitation Overview

- Contract(s) will be for a three-year period
- Prices shall be F.O.B. Origin
- Economic Price Adjustments will be made quarterly in accordance with the Producer Price Index (PPI) for processed chicken.
- Lot 1 - Small Business Set-Aside
- Lot 2 – Unrestricted
- Award(s) will be made by Lot on an “All or None” basis.



Contract Dollar Values

	GUARANTEED MINIMUM (TOTAL)	CONTRACT ESTIMATE (TOTAL)	CONTRACT MAX (TOTAL)
Lot 1 Small Business Set- Aside	\$9.3 Million	\$93 Million	\$156 Million
Lot 2 Unrestricted	\$27 Million	\$270 Million	\$444 Million

The data set forth is GOOD FAITH based on data available to Contracting Officer. There is NO guarantee that this volume or value will actually be ordered. Possible changes in troop levels in different areas of the world may affect the actual quantities that may be ordered under any contract resulting from this solicitation. Please consider this information when preparing your proposal.



Domestic Sourcing Restrictions

- DFARS 252.225-7012 - Preference for Certain Domestic Commodities/Berry Amendment
- DFARS 252.225-7001 - Buy American Act – Balance of Payments Program – Lot 1
- DFARS 252.225-7021 - Trade Agreements Act – Lot 2



General Contract Requirements

- The contractor must possess the necessary facilities, equipment, technical skills, and capacity to successfully provide all items required by this solicitation.
- On the tenth of each month, the contractor will be required to submit a report on orders received for the previous month. These reports must include, at a minimum, the date of order, item, quantity, the Prime Vendor who placed the order and date shipped.
- The contractor must maintain a Food Defense/Product Protection Plan in accordance with the checklist found at http://www.troopsupport.dla.mil/subs/fs_check.pdf.
- The contractor must maintain a Pest Management Program in accordance with the checklist found at <http://www.troopsupport.dla.mil/subs/pestmgmt/theory/cheklist.pdf> .
- The contract will require mandatory use of GTIN (Global Trade Item Number) provided by GS1 US. All reports and contract documents (to include invoices) must include the stock number and GTIN to insure proper item identification.



Evaluation Process

- Lowest Price Technically Acceptable (LPTA) Source Selection Procedures
- The Government will make an award(s) by lot to the responsible offeror(s) whose offer is technically acceptable and has the **lowest evaluated aggregate price offered**.
- **Technically Acceptability:** An offeror that takes no exceptions to the terms and conditions of the solicitation. By submitting a proposal with no exceptions, an offeror is confirming they possess the necessary facilities, equipment, technical skills and capacity to successfully provide all items required by this solicitation. The Government reserves the right to conduct Pre-Award Surveys to verify this information.
- **Please note:** Additional information supplied by offerors that is not required by solicitation will **NOT** be evaluated.



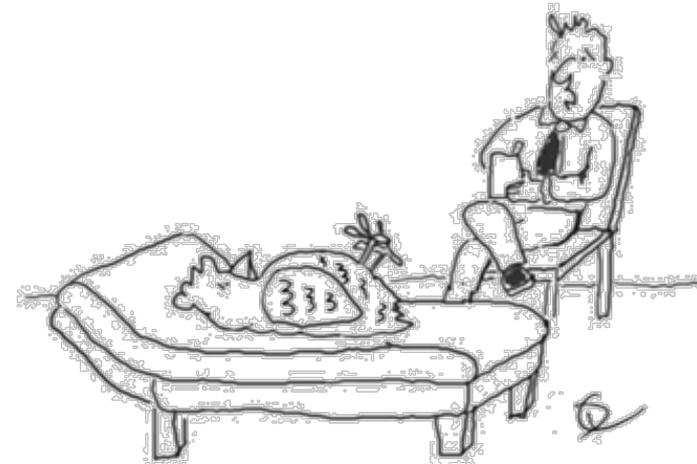
Reverse Auction

- After all technical issues are discussed, the Government may negotiate prices via an online Reverse Auction with all offers in the competitive range.
- Training on the software will be given prior to the Reverse Auction.
- The close of the Reverse Auction represents the Final Proposal Revision.



Acquisition POCs

- Contracting Officer
 - (215)737-2972
- Acquisition Specialist
 - (215)737-9235



"And when did you start losing the will to get to the other side?"



Things to Remember

- Read the solicitation!
- Do not read into the solicitation things that are not there! If something is not explicitly stated, it does not apply or is not required.
- Review the new item descriptions!
- The process is not changing! Only the source(s) for chicken and prices are changing as a result of this acquisition.



Questions

- 1) **Q:** Ref. 52.212-4, Risk of loss: Does risk pass to the Government, carrier or Prime Vendor purchasing the product?

- 2) **Q:** Will partnering associations with brokers or subcontracting with third party producers be permitted?

- 3) **Q:** Will a firm (non-manufacturer) using a third party business as producer/co-packer be permitted to offer on either lot, and especially the small business set-aside?



Questions

- 4) **Q:** Ref. Page 36, 52.212-1 (a). Does this indicate the Government's willingness to accept offers from small non-producing entities that have their products procured by a manufacturing company that may itself be a large business?
- 5) **Q:** Will Prime Vendors be permitted to order through a third party consolidator as is current practice?
- 6) **Q:** Does the Government make payment to the manufacturer or does the Prime Vendor make payments?



Questions

- 7) **Q:** What is the required time frame for submission of the QA plan?
- 8) **Q:** Will past performance be included as an evaluation factor for this award?
- 9) **Q:** If a third party consolidator is utilized will producer (contractor) be responsible for transportation costs from production plant to consolidator location or is FOB origin at production point used?
- 10) **Q:** As this is an OCONUS contract, will DTS “Point to Point” shipping be used as is now the practice? Will DLA Traffic Management division continue to arrange bookings and transport to the required port of embarkation?



Questions

- 11) **Q:** As this is OCONUS only how will efficient use of shipping containers be achieved when a prime vendor orders only 1 or 2 pallets of a single item?
- 12) **Q:** Must all product/package sizes offered match those in Attachment 1 to be considered technically sufficient?
- 13) **Q:** Do the estimated requirements include the quantities required for Afghanistan, Saudi Arabia, Bahrain and Qatar or will they be added as those contracts are awarded?
- 14) **Q:** Many items listed are essentially the same and currently come from various manufacturers. Will they be consolidated?



Questions

15) **Q:** If a manufacturer discontinues an item(s) to be procured during the term of the three year contract, will the vendor be in violation of the bid? What is the penalty (if any)?

16) **Q:** What if the Government requires a new item to be produced during the three year contract and the winner of this contract cannot supply it? What is the penalty (if any)?

17) **Q:** Currently, only item descriptions are listed on the solicitation. Is the Government going to provide product specifications on these items listed in the bid? Will the USDA Grade requirements be specified by item?



Questions

- 18) **Q:** Does the Government require any special labels on the products listed in the schedule of supplies? If yes, what are the labeling requirements?
- 19) **Q:** How will any dispute with the ordering PV be handled by DLA; e.g. timeliness of invoice payments?
- 20) **Q:** Will the awardee be expected to deal with the necessary export/vet paperwork needed to deliver its goods OCONUS?
- 21) **Q:** May we receive NSNs for the items listed in the Excel file (schedule of items)?



Questions

22) **Q:** Procurement lead times are not addressed in the solicitation.

23) **Q:** Fill rates are not discussed in the solicitation.

24) **Q:** We recommend that surge and sustainment requirements be defined in the contract.

25) **Q:** Will the OCONUS PVs be allowed to purchase similar items from another source if the items are cheaper?

26) **Q:** Does 52.219-4, Notice of Price Evaluation Preference for HUBZone Small Business Concerns, apply to Lot 2?



Questions

27) **Q:** For Lot 1, is any preference given to different forms of small business?

28) **Q:** Should pricing submitted for this solicitation include the cost of pallets?

29) **Q:** Should product pricing submitted for this solicitation include the cost of labor and materials to customize pallets and supplemental labels by PV request?

30) **Q:** Should product pricing submitted for this solicitation include the cost of providing military customers and/or PVs product samples of items contracted under this solicitation?