



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Troop Support Pre-Proposal Conference

National Contract for Beef
SPE300-16-R-0023
28 September 2016



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 the DLA Troop Support website at:
<http://www.dla.mil/TroopSupport/Subsistence/FoodServices/natcontracts.aspx>



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.



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



Subsistence Mission

To provide full service subsistence support for the readiness and mobilization needs of U.S. Military personnel and their families worldwide



Agenda

- 08:00 – Arrival and Sign In
- 08:30 – Opening Remarks/Introductions
- 08:45 – Program Presentation
- 10:00 – Break
- 10:15 – Questions and Answers
- 12:00 – Departure



Acquisition Overview

- Indefinite Delivery/Indefinite Quantity Contract(s)
- Fixed Price with Economic Price Adjustment (EPA)
monthly adjustments - Clause 52.216-9084
- Three (3) year plus 60 days for implementation
effective period
- Low Price Technically Acceptable
- 25% Guaranteed Minimum
- 200% Surge requirement
- 99% Fill rate requirement



Acquisition Overview (cont'd)

- Three (3) lots:
 - Lot 1: Sub-Primal-Unrestricted
 - Lot 2: Portion Cuts- Small Business Set-Aside
 - Lot 3: Further Processed- Small Business Set-Aside
- One award per lot, however, a vendor may receive more than one award
- Awarded supplier(s) will act as the preferred supplier of the beef products listed in their respective lots to OCONUS Prime Vendors



Reasons for Change

- More Efficient Supply Chain
 - Last year: at least 16 unique beef suppliers for OCONUS PV contracts supplying 300 beef items
 - Source loading from fewer locations
 - Leverage the demand and buying power to obtain quality beef products at lower contractually established prices
- Suggested by Industry
 - Better pricing can be obtained from guaranteed sales



Contract Dollar Values

| GROUPING OF ITEMS DOLLAR VALUE | No. of items | CONTRACT EST. (1YR) | CONTRACT EST. (3YRS) | GUARANTEED MINIMUM 25% |
|------------------------------------|--------------|---------------------|----------------------|------------------------|
| Lot 1-Sub-Primal Cuts Unrestricted | 7 | \$13.2 M | \$39.7 M | \$9.9 M |
| Lot 2-Portion Cuts Set-Aside | 23 | \$45.0 M | \$135.0 M | \$33.7 M |
| Lot 3-Further Processed Set-Aside | 15 | \$9.2 M | \$27.6 M | \$6.9 M |
| Total All Lots | 44 | \$67.4 M | \$202.3 M | \$50.5 M |

The data set forth is GOOD FAITH based on data available to the 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.



General Contract Requirements

- Possess the necessary facilities, equipment, technical skills, and capacity to successfully provide all items required by this solicitation.
- Maintain a Food Defense/Product Protection Plan in accordance with the checklist found at
http://www.dla.mil/Portals/104/Documents/TroopSupport/Subsistence/FoodSafety/FoodQuality/food_defense_check.pdf
- Maintain a Pest Management Program in accordance with the checklist found at
http://www.dla.mil/TroopSupport/Subsistence/FoodSafety/FoodQuality/pest_mgmt.asp
- Be in compliance with USDA FSIS mandated label(s) and the specification for each item
- Produce and process in a FSIS federally inspected establishment, be accurately marked and/or labeled, and meet all FSIS regulatory requirements, including all microbiological testing requirements



Domestic Sourcing Restrictions

- Berry Amendment: Found in 10 U.S.C. 2533a and implemented in DFARS 225.7002 and DFARS Clause 252.225-7012, Preference for Certain Domestic Commodities
- The Berry Amendment requires that food items procured and delivered under this contract, either as end products or components of end products, be grown, reprocessed, reused, or produced in the United States.
- Exceptions found in DFARS 225.7002-2
 - (l) Acquisitions of foods manufactured or processed in the United States, regardless of where the foods (and any component if applicable) were grown or produced.



Proposal Submission Requirements

- One (1) written copy of Technical and Price proposals
- Two (2) electronic copies of Technical proposal
 - Specification for each item in lot
 - Principal Display Panel for each item in lot
 - Information Panel for each item in lot
 - Case label for each item in lot
- One (1) electronic copy of Price proposal
 - Must use Excel spreadsheet in Attachment 1
 - FOB Origin price for each item within lot
- Questionnaires
 - Must use Attachment 2
 - Up to five (5) references similar in scope and complexity
 - No more than two (2) joint ventures, partnerships or teams can be used
 - Submit to Contracting Officer and Contract Specialist
- Proposals that do not provide the required information in the prescribed format may be excluded from further consideration

- **Please note:** Additional information supplied by offerors that is not required by solicitation will **NOT** be evaluated.



Evaluation Process

- Lowest Price Technically Acceptable (LPTA) Source Selection Procedures
- The Government will make award(s) by lot to the responsible offeror(s) whose offer is technically acceptable and has offered the **lowest evaluated aggregate price**
- Technically Acceptable: An offeror that takes no exceptions to the terms and conditions of the solicitation and meets all its technical requirements. By submitting a proposal with no exceptions, an offeror is confirming it possesses 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.



Technical Evaluation

- Factor 1: page 80
Label Matches Requirements
- Factor 2: page 81
Past Performance
- Factor 3: page 83
Product Evaluation and Cuttings



Technical Factor 1 - Product Specification

- **Manufacturer's product specification must contain, at a minimum:**
 - product name/standard of identity (to include the addition of solution or marinade),
 - brand name,
 - GTIN #,
 - Manufacturer SKU #,
 - Country of Origin,
 - name and address of original manufacturing facility,
 - grade of product,
 - NAMP/IMPS #,
 - state/method of refrigeration (IQF, frozen, etc.),
 - tare weight,
 - manufacturer's stated product shelf life,
 - cooking instructions (to include time and temperature requirements) for Fully Cooked items.



Technical Factor 1 (cont.)

- Food Safety and Inspection Service (FSIS) requirements:
 - The Principal Display Panel (PDP) showing:
 - Product Name
 - Safe Handling Instruction*
 - Legend/Establishment Number
 - Net Weight Statement
 - The Information Panel showing:
 - Ingredients Statement
 - Signature Line
 - Nutrition Facts**
 - Mandatory Safe Handling Instructions Displayed Anywhere on Labeling

*Safe Handling Instruction can be placed anywhere on the label(s)

**Although the nutritional statement is not mandatory on some items, if nutritional facts are not included on the Information Panel, offeror must provide the nutritional facts on the manufacturer's product specification.



Technical Factor 1 (cont.)

- DLA Troop Support Contractually Mandated OCONUS Label:
 - At a minimum, shipping cases shall be marked or labeled on one end or side panel with the following information:
 - 1) Item Nomenclature or Description
 - 2) Global Trade Item Number (GTIN)
 - 3) Date of Pack
 - 4) Product Expiration Date and/or Best If Used By Date
 - 5) USDA FSIS Establishment Number
 - 6) NAMP (or derived from NAMP if further processed)
 - 7) Grade (e.g. USDA Choice or USDA Select), if applicable
 - 8) Local Stock Number*

*As Local Stock Numbers are not currently assigned to items in the Schedule of Items, Offerors may leave this field blank.



Technical Factor 2

Past Performance

- Provide a brief performance record of up to five (5) of your highest dollar value and most comparable contracts, whether they are commercial or Government contracts, from the 18-month period preceding the closing date of the solicitation. **Note:** No more than 2 joint venture, partnership or teaming approach contracts may be included in the 5 (selected contracts). Provide the following information for EACH of the 5 selected contracts:
 - Contract/Account Number or Identifier.
 - Contract Holder Point of Contact Information (Name, E-mail address, and phone number).
 - Time period that the account has been serviced.
 - Annual sales dollar value
 - Number of customers that you deliver to on a routine schedule
 - Brief statement of the work performed to include a discussion of experience performing deliveries nationwide and/or worldwide.
 - Narrative to explain how the contract is similar in size and/or complexity to the solicited requirements.
 - Discuss problems that you have encountered during performance and what steps were taken to resolve the problems, along with their resolutions



Technical Factor 2

Past Performance (cont.)

- The offeror shall distribute the questionnaire (Attachment 2) to each contract holder identified. Questionnaires shall be completed by the contract holder and e-mailed directly from the contract holder to the following e-mail addresses:
no later than the solicitation closing date (original or amended).
- Offerors should follow-up with the contract holders to ensure the timely submission of questionnaires. This is not the responsibility of the Government or the Contracting Officer.
- The Government may contact the offeror's listed references to confirm the provided information and further survey the performance of the offeror. The Government may also obtain and use past performance information from sources other than those identified by the offeror, including those from publicly available, non-confidential verifiable sources.



Technical Factor 3

Product Evaluation and Cuttings

- Consideration for contract award is contingent upon an Acceptable rating for all evaluated product samples.
- As destructive sampling will be performed, samples will not be returned.
- Thirteen (13) items
 - Lot 1 – two (2) items
 - Lot 2 - five (5) Items
 - Lot 3 - six (6) items
- Submit two (2) cases of each item in lot
 - **LOT 1 ITEMS and LOT 2 ITEMS ARE DUE ON OCTOBER 07, 2016.**
 - **LOT 3 ITEMS ARE DUE ON OCTOBER 10, 2016.**

EACH CASE SAMPLE SHALL CONTAIN A LABEL THAT DEPICTS THE SOLICITATION NUMBER - SPE300-16-R-0023 AND LOT ITEM NUMBER (e.g. 1-2) and POC information



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- **Items identified for sampling are as follows:**
- **Lot 1**
 - Item 1-2 - BEEF RIB, RIBEYE ROLL, RAW, FROZEN, USDA Choice Grade, practically free of surface fat, vacuum packaged, 8-12 pound each, NAMP 112, 1/40 pound average case
 - Item 1-7 - BEEF ROUND, SIRLOIN TIP (KNUCKLE), PEELED, RAW, FROZEN, USDA Choice Grade, vacuum packaged, maximum average surface fat 0.25 inch , 4/8-12 pound each, NAMP 167A, 1/40 pound average case



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- **Lot 2**

- Item 2-7 - BEEF LOIN, STRIP LOIN STEAK, BONELESS, RAW, CENTER-CUT, INDIVIDUALLY QUICK FROZEN, USDA Choice Grade, PSO 4, maximum average surface fat 0.25 inch, 80/8 ounce each, NAMP 1180A, 1/40-pound case
- Item 2-11 - BEEF FOR STEWING, RAW, FROZEN, diced, USDA Choice Grade, vacuum packaged, 5 to 10 pound bag, NAMP 135A, 1/40 pound case
- Item 2-13 - BEEF FAJITA STRIPS, RAW, FROZEN, USDA Select Grade, seasoned, not to exceed 800 mg sodium per 3 ounce serving, 1/2 inch by 1/2 inch with 2.5 inch minimum length, vacuum packaged, 5 or 10 pound bags, 1/40 pound case
- Item 2-20 - BEEF, GROUND, BULK, RAW, FROZEN, 90% minimum lean, not to exceed 10% fat, 5 or 10 pound chub packages, NAMP 136, 1/40 pound case
- Item 2-23 - BEEF ROUND, TOP (INSIDE), CAP OFF, RAW, FROZEN, USDA Choice Grade, maximum average surface fat 0.25 inch, vacuum packaged, 8-12 pound each, NAMP 169A, 1/40 pound average case



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- **Lot 3**
 - Item 3-1 - BEEF RIB, RIBEYE, LIP-ON, FULLY COOKED, FROZEN, prepared from minimum USDA Select Grade, rare, vacuum packaged, 12-16 pound each, NAMP 630A, 1/40 pound average case
 - Item 3-5 - BEEF BRISKET, BONELESS, DECKLE-OFF, CORNED, FULLY COOKED, FROZEN, prepared from USDA Choice Grade, 20% maximum solution, maximum surface fat average 0.25 inch, not to exceed 800 mg sodium per 3 ounce serving, vacuum packaged, 6-8 pound each, NAMP 625, 1/40 pound average case
 - Item 3-8 - BEEF, PULLED, FULLY COOKED, FROZEN, seasoned, without sauce, not to exceed 800 mg sodium per 3 oz serving, 8/5 pound containers, 1/40 pound case



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- **Lot 3**

- Item 3-10 - BEEF, GROUND, PATTIES, FULLY COOKED, INDIVIDUALLY QUICK FROZEN, charbroiled or flamebroiled, 128/4.5-5 ounce each, prepared from 85% minimum lean, prepared from NAMP 1136, 1/40-pound case
- Item 3-12 - BEEFSTEAK (CHICKEN FRIED STEAK), BATTERED/BREADED, FULLY COOKED, FROZEN, not to exceed 800 mg sodium per 4 oz serving, no extenders allowable, 80/4 ounce each, 1/20 pound case
- Item 3-13 - BEEFSTEAK, SALISBURY, FULLY COOKED, INDIVIDUALLY QUICK FROZEN, seasoned, prepared from minimum 90% lean ground beef, not to exceed 800 mg sodium per 3 ounce serving, no extenders allowable, without gravy, 40/4 ounce each, 1/10 pound case



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- Government will verify that the samples submitted meet the item description in terms of standard of identity, count, portion/case weight, percent of solution added, packaging/packing requirements, grade (if applicable), NAMP #, method of refrigeration, cooked state, are in compliance with the Berry Amendment and DoD Approved Sources requirements, and exhibit no off odor, off condition, temperature abuse, and/or fabrication or workmanship issues.
- During the product evaluation and cuttings, the DLA Troop Support Technical Representative, with input from USDA AMS representatives, will assign an Acceptable or Unacceptable rating based on compliance with, or departure from, stated requirements as specified in the solicitation.



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- Product samples will be evaluated by the United States Department of Agriculture (USDA), Agricultural Marketing Service (AMS) representatives to ensure they meet the item description in terms of:
 - Standard of identity
 - Specified Grade
 - Specified Count
 - Specified portion weight
 - Specified packing/packaging requirements are in Excellent condition (no evidence of freezer burn, dehydration, temperature abuse)
 - Exhibit no objectionable off flavor
 - Exhibit no off odor
 - Contain no foreign material
 - Exhibit no evidence of contamination or adulteration
 - Exhibit no major workmanship or fabrication defects
 - Compliance with DOD Approved Sources requirements
 - Compliance with USDA FSIS labeling regulations



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- Examples of Failure to meet the cutting requirements outlined in the solicitation rendering an item as Unacceptable:
 - Inspection determines the product net weight (case gross weight minus tare weight) is less than the case net weight declared on the Principle Display Panel.
 - Inspection determines that the product portion size/weight is outside the product portion size/weight identified in the item description (to include any applicable tolerances).
 - Inspection determinations product's state of refrigeration is not frozen as required in the item description.
 - Inspection determines that product is NOT processed/frozen in a manner that allows removal of the individual units from the case without damage to the other internal units within the case.



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- Examples of Failure to meet the cutting requirements outlined in the solicitation rendering an item as Unacceptable:
 - Product is NOT an exact match for the USDA grade identified in the item description, if applicable.
 - Product is NOT an exact match for the NAMP item identified in the item description, if applicable.
 - Product exceeds the percentage of liquid (solution or marinade) added to the product as identified in the item description, if applicable.



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- Examples of Failure to meet the cutting requirements outlined in the solicitation rendering an item as Unacceptable:
 - Product is NOT vacuum packaged as required in the item description, if applicable.
 - Product possesses significant workmanship/fabrication defects (bruises, blood clots, bloody tissue, blood discoloration, spinal cord portions, exposed blood vessels, cod and/or udder fat, gambrel cord, etc) that materially affect the item serviceability for its intended purpose and/or prevents the performance and production of an end item/meal by the customer.
 - Label(s) indicates product has passed its' Expiration Date/Best by Date.



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- Examples of Failure to meet the cutting requirements outlined in the solicitation rendering an item as Unacceptable:
 - Item exhibits excessive ice crystallization, freezer burn, or other indicators, that in the opinion of the USDA AMS subject matter expert(s), are indicative of temperature abuse.
 - Item exhibits odors foreign to fresh meat (sour, rancid, putrid).
 - Item contains foreign material.
 - In the opinion of the USDA, AMS subject matter expert(s), product is in less than Excellent condition.



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- Other examples of Failures to meet the cutting requirements outlined in the solicitation:
 - DLA Troop Support mandated OCONUS label is not present on product case.
 - Required elements on DLA Troop Support mandated OCONUS label are incomplete or missing.
 - Information on DLA Troop Support mandated OCONUS label conflicts with information on USDA FSIS mandated case labeling (Principle Display Panel and/or Information Panel).



Technical Factor 3

Product Evaluation and Cuttings (cont.)

- If an offeror submits item(s) in a lot that are deemed technically unacceptable, that Offeror will be advised that product(s) were unacceptable via telephone or email during the evaluation.
- The Offeror will be permitted to resubmit/replace two (2) cases of each item advised to be technically unacceptable for re-evaluation.
- Replacement product samples are to be sent by overnight courier to the testing facility to arrive no later than 4:00 P.M. EDT the following day. Labeling and POC requirements apply to replacement product samples.
- If the replacement product(s) fail technical evaluation again, that Offeror will not be eligible for award for that particular lot.



Pricing

- **Price Proposal**

- One (1) electronic copy of the pricing proposal on a Compact Disk (CD) (the Excel Spreadsheet found at Attachment 1).
- One (1) written copy (a physical copy of the Excel Spreadsheet including all alternate offers as applicable) of the pricing proposal in a binder. All written offers need to be submitted on 8.5 in x 11in Standard Paper.



Price Proposal (cont.)

- Offerors must submit the following:
 - Offerors must indicate starting on the first page of their written proposal whether they take any exception to the terms and conditions in the solicitation. Offerors must also indicate if they are offering an alternate pack size (Alternate Offer) for any item(s) in any lot in the Schedule of Items.
 - Offerors are reminded to quote pricing on every item in a single lot. For Small Business Set-Aside (lots 2 and 3), an Offeror is permitted to quote on more than one lot. To express exceptions to terms and conditions, the offeror shall state the term and/or condition as it appears in the solicitation followed by an explanation of the exception taken.



Price Proposal (cont.)

- The Government will perform a price analysis on all items found in the Schedule of Items. The estimated quantities in the Schedule of Items shall be multiplied by the unit prices to determine the lowest evaluated aggregate price.
- The resultant contract(s) will be based on the lowest evaluated aggregate price offered meeting or exceeding the technical acceptability standard.
- The Government intends to make one award per lot.



Reverse Auction

- After any and all 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)737-7445
- Acquisition Specialist
– (215)737-9235



Things to Remember

- Read the solicitation
- Do not read things into the solicitation that are not there
- Review the item descriptions
- Items in the Schedule of Items are well-defined based on the Services' requirements.
- Product Testing:
 - Lot 1 and Lot 2 items are due at the testing facility on October 7, 2016.
 - Lot 3 items are due at the testing facility on October 10, 2016.
 - Potential Offerors required to sign Amendment 0002 and return to KO by 3:00 PM EDT on 10/06/2016.
- Awardee's products are subject to periodic post award audits by the Post Award Quality Audit Team.



Vendor Submitted Questions

- Is each lot an all or nothing bid? If a vendor bids on a few items in 1 particular lot will their bid still be considered or do all items in that lot have to be bid on?
- Is the label only required on the outside container (box) or do individual packages inside the container need to be labeled as well?



Vendor Submitted Questions

- Is the pricing F.O.B the manufactures dock? If so who pays the freight and what are the delivery destinations?
- Do product samples have to be submitted prior to bid submission? at the time of submission? Or after an award notification?



Vendor Submitted Questions

- Page 10: “The first adjustment will occur either 60 days or the First Sunday of the Month (FSOM) whichever date is later.”
 - Please clarify the meaning of the statement.
- Page 10: “The quantities that appear in this solicitation are annual estimated quantities based on the historical demand.”
 - From when does the historical demand come from? Is it based on demand during periods of heightened troop presence in Afghanistan / Iraq?



Vendor Submitted Questions

- Page 17 point B: “The SPV OCONUS contractor will be financially responsible for providing appropriate Temperature Monitoring Device(s) (TMDs)”
 - Please confirm your statement, because; The Universal Service Contract – 8 (USC-8) awarded by TRANSCOM in early January 2016, does not state the same.



Vendor Submitted Questions

- Page 17 point IX sub point A : “The National Contract Awardee will be **responsible** for all export documentation as required by the individual country supported by the SPV, as well as packaging/packing and marking of products.”
 - Please clarify the term “**responsible**”.
 - Please confirm that the National Contract Awardee will be **financially** responsible for all export documentation as required by the individual country supported by the SPV, as well as packaging/packing and marking of products.



Vendor Submitted Questions

- Page 34-point **C INVOICING...**”: 13. Payment terms (i.e., 10 days 2%; net 30)”
 - Please confirm that you meant “E.g.” and not “i.e.”
 - That is, the mentioned payment terms of “10 days 2%, net 30” is an example. Payments terms will be negotiated with each SPV and could be different, for example, they could be “10 days 2%, net 45”.



Vendor Submitted Questions

- Page 49 Order limitations point (a): Minimum order “... an amount less than \$250...”
 - Please confirm that each SPV will be able to place any order as long as its value is higher than \$250.
- Do we bid specific items or do we have to bid the entire market basket?
 - For example, if for hamburger patties, can we bid on the hamburger patties or do we need to bid on all the items? Could a contract be issued on line items or is this a winner take all contract?



Vendor Submitted Questions

- Regarding military labels, how are we to print military labels and submit LSN numbers if there isn't one that matches the item(s) on the solicitation?
 - Also, an NSN/LSN was not provided for items on all 3 lots.
- Are EPA prices adjusted monthly or every 60 days?



Vendor Submitted Questions

- Regarding soy percentage, is the 1% maximum a reasonable industry standard on further processed items?
 - For example, Salisbury Steak.
- Do offerors get credit for using socio economic suppliers?



Vendor Submitted Questions

- What is the difference between "Buy American" and "Berry Amendment" whereas this solicitation requires adherence to both of these?
 - In addition, what percent of beef can be used from foreign countries, (i.e. - Canadian, Australia, South America) and still meet the requirements of "Buy American" and "Berry Amendment"? For example – Ground beef



Vendor Submitted Questions

- What are the exact export document requirements for each destination?
- Does U.S. manufacture plant location make a difference or matter for this contract?
- We cannot find a time period to base pricing on for the USDA Carlot report economic indicator. Can you please supply these dates or time frame?



Vendor Submitted Questions

- Is it possible to get more information on the pump level of the Top Round? Is it a 10%, 20%, Lot 3-2, etc.?
- When will the JSPB meet to discuss “close matches” to the schedule of supply?
 - Also, since no exceptions are authorized, will a decision to not approve an item automatically nullify, or invalidate a bid as “not technically compliant?”



Vendor Submitted Questions

- Will DLA TS provide a copy of, or reference link to, the DoD menu standards referenced in this solicitation as part of a source/reference for bidders to compare the descriptions used in the schedule of supplies to the actual specifications used within the beef industry?



Vendor Submitted Questions

- Please explain why bidders must accommodate each individual OCONUS SPV's mandated label requirements, and why a DLA TS/military label is not acceptable?
 - Making bidders accommodate custom alpha numeric provisions or special markings may cause significant inefficiencies...



Vendor Submitted Questions

- Will DLA TS require that samples provided to the Fort Lee evaluation team have identical labels with matching information to include establishment numbers, etc., to/with the information provided in the bid/offers, as well as all products subsequently shipped to the SPVs during contract execution?



Vendor Submitted Questions

- How will the DLA TS national contract team enforce the source load from a single location requirement with a \$250 minimum order requirement and still achieve container optimization standards mandated by DLA?



Vendor Submitted Questions

- With the new sample information released in amendment 2, there are few manufacturers that can execute the full range of products within either Lot 1, 2 or 3 quickly.
 - How was it determined to turn around sample submissions in 7 to 8 business days after the pre-proposal meeting adjourned?
 - As there are several steps involved to getting product to market from identifying and procuring raw materials, negotiating with suppliers, creating specific US Military labeling and packaging, and other criteria...



Vendor Submitted Questions

- Who are the key personnel members, name and agency, that are included on the Joint Services Policy Board?
- Under contract requirements, contractor must possess necessary facilities, equipment, technical skills, and capacity to successfully provide items required by this solicitation.
 - What processes are in place to hold contractors accountable for successfully meeting these requirements?



Vendor Submitted Questions

- In regards to all items under the contract are subject to multiple audits from prime vendors, QSMVs, DLA Troop Support, who is required to pay for the audit samples?
- For Lot 3-12, Beefsteak, the sodium level is not to exceed 800 mg per 4 ounce serving. Is this a typo or adjusted for this one item?
 - Since all other products on the contract call for 800 mg per 3 ounce serving.



Vendor Submitted Questions

- Is DLA planning to release additional specification information that is not listed within the “DLA Troop Support Item Description” that is outlined in the schedule of supplies?
 - For example, on fat trim, degree of doneness, cook temperature or specification attributes that could decrease cost?



Vendor Submitted Questions

- Will an USDA-AMS Grading Service Personnel be present during evaluation of the products submitted for sampling at Fort Lee?
- Under contractor responsibilities (IX) will the bid need to include costs associated with export docs, packing materials and markings specifically required by either the DLA program and/or additional requirements specified by the SPVs?



Vendor Submitted Questions

- Will offers be accepted for set aside portions of this solicitation by companies who do not process or produce finished products and what validation steps will the DLA TS contracting team take to ensure bidding companies actually perform the work outlined in accordance with the SBA and FAR regulations associated with the manufacturer rule tied to small business set asides?



Questions



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