CONUS Gas and Cylinders Pre-Proposal Conference

Program Manager – Charles Hicks
Contract Officer – Jeremy Reeves
30 Sep 2024

Gases & Cylinders Pre-Proposal Conference
Government Participants

Title	Participants
Division Chief, Strategic Acquisition, Program Management	Mr. Ryan Finan
Strategic Contract Division II Chief	Mr. Patrick Finegan
Program Manager	Mr. Charles Hicks
Alternate Program Manager	Mr. Michael Gargiulo
Contracting Officer	Mr. Jeremy Reeves
Contracting Officer	Ms. Marie Harrison
DLA Aviation Office of Counsel	Mr. Mitchell Krock
Technical POC	Mr. Lawrence Thorogood

WARFIGHTER ALWAYS

Gases & Cylinders Pre-Proposal Conference Agenda

Main Session Agenda	Time	Location
Opening/Admin Remarks	12:00-12:15pm	Virtual
Gases & Cylinders Solicitation Overview	12:15-12:35pm	Virtual
Open Forum Question & Answer Session	12:35-2:00pm	Virtual

Program Objectives

- Leverage commercial compressed and liquefied gases and cylinders supply chains and infrastructure

- Utilize performance metrics and disincentives to encourage the awardee to continually meet the requirements of the contract.

- Reduce administrative and material costs

- Workload Avoidance

- Improve support to DLA Customers

- Awardee will be the Supply Chain Manager to provide World-Wide Support for the storage, and distribution of various types and grades of compressed and liquefied gases
- Responsible for:
  - Delivery of filled cylinders to the customer's site or Government designated locations.
  - Pick-up of empty cylinders from the customer's site, ports or other Government-designated locations as required.
  - Maintaining and securing a pool of government furnished property (GFP) cylinders
  - Track and report cylinder returns by customer
  - Identifying and complying with all applicable national, and local laws, rules, and regulations
    - American Innovation and Manufacturing (AIM) Act
    - Shipping of Oxygen Cylinders OCONUS on Military Aircraft

- Full and Open Solicitation
  - Follow-on NIINS - 744 NIINs – (375 Active / 369 Inactive)
  - Two Federal Supply Classes: 6830 (Gases), 8120 (Cylinders)
  - 10-year contract; 5-year base period and 1, 5-year option period
  - Period of Performance: 7/2026-7/2036; (includes 1 year transition)
  - Customer Direct (CD) and Direct Delivery (DD) support

- Firm Fixed Price, Indefinite Delivery, Indefinite Quantity with Economic Price Adjustments
  - Transition Fee: transition and implementation costs
  - Management Fee: Fixed costs including overhead, general and administrative, and profit
  - Throughput Fee: transportation and warehousing expenses
  - Refurbishment Fee: Reconditioning/refurbishment services
  - Disposal Fee: Fixed costs to cover disposal of non-compliant cylinders

Metrics Disincentives

Fill Rate:

Fill Rate	Disincentive
90% or greater	0
88%-89.9%	-3%
85.1%-87.9%	-5%
85% or less	-10%

Backorder:

Backorder Category	Number of Calendar Days Late	Disincentive Percentage
A	0-7	0%
B	8-20	3%
C	21-50	8%
D	51-80	15%
E	>81	25%

Evaluation of Proposal Criteria

Best-Value/Trade-off Source Selection - Evaluation Factors:

- Factor I - Technical

    – Subfactor 1: Quality Assurance

    – Subfactor 2: Product Management

    – Subfactor 3: Refurbishment and Disposal

- Factor II - Management

    – Subfactor 1: Inventory Management

    – Subfactor 2: Risk Management

    – Subfactor 3: Transition Plan

    – Subfactor 4: Customer Service

- Factor III - Past Performance

- Factor IV - Abilityone, Small Business and Socioeconomic Program Participation

- Factor V - Cost and Price

- Factor weighting:

    – Technical and Management factors are greater than Past Performance.

    – All non-price factors, when combined, are significantly more important than price.

Questions

- Issue Solicitation: 6 Sep 2024

- Proposal Receipt: 7 Nov 2024

- Negotiations: 03 Apr 2025

- Award by: 22 Jun 2025

Note:
- The current Gas Cyl contract ends in July 2026.
- One-year transition period