



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



Acquisition Strategy

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Market Research

- We use this information to develop lot structure, set-aside strategy, and quantity structures:
 - We seek to maintain a viable industrial base, your participation matters.
 - Quantities are meant to be economically feasible.
 - Small business categories



Pre-Solicitation Notice

- Typically posted to FBO 30 days or more before solicitation release:
 - Contains items to be procured, quantities, and applicable specifications.
 - Has Contracting Officer & Acquisition Specialist contact information.
 - Now is the time to start asking questions.



Solicitation Release

- Be prepared for award:
 - Have a plan for appropriate financing.
 - Have a plan for manufacturing.
 - Know the required terms as listed in the solicitation.



PDMs

- Required for each Place of Performance
- Can only be submitted with initial closing
- Patterns and Specifications can be requested here:
 - <http://www.dla.mil/TroopSupport/ClothingandTextiles/SpecRequest.aspx>
 - POCs:
 - maria.thomas@dla.mil
 - darryl.bulls@dla.mil



Solicitation Closing

- Once the solicitation closes communications are limited to clarifications or negotiations.
- Depending on dollar value, there are various review stages which can be lengthy.
- Submit your best offer up front, the Government typically reserves the right to award on initial offers.



Negotiations

- This is an optional phase of the acquisition, read what the solicitation states.
- At this point you are able to communicate with the Contracting Team about your proposal.
- Must respond by the due date.



Award

- Upon award, a Contracting Officer should reach out to you.
 - Will discuss the possibility of a Post Award Conference.
- Initial order time line discussion.



Post Award Conference

- Attendees:
 - IST Supervisor
 - Contracting Officer
 - Acquisition Specialist
 - Product Specialist
 - DCMA QAR
 - You



Post Award Conference Cont.

- Topics:
 - Lead times
 - Technical Questions
 - Patterns
 - Specifications
 - PDMS
 - Administrative matters
 - Production Lead Times
 - VIM/ASAP
 - Sub-Clins



What The Government Can Do

- Answer questions related to the solicitation.
- Answer technical questions.
- Provide Technical Specifications.



Points of Contact

- Acquisition Specialist
- Contracting Officer



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