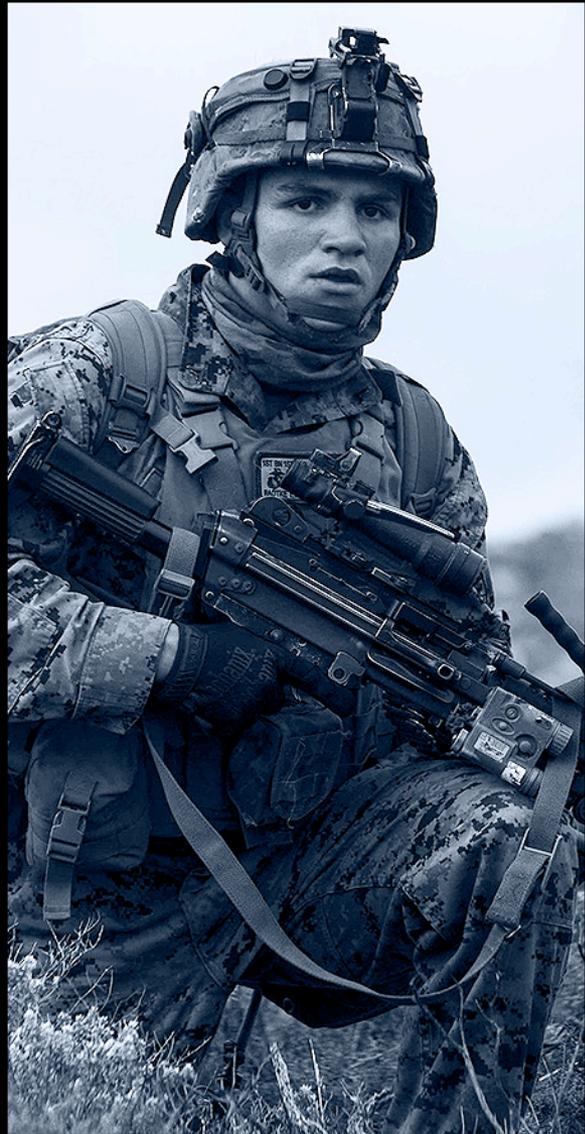




DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



**DLA Troop Support
Clothing & Textiles
COTS Cold Weather Program**

Robert Fagan
C&T Contracting Officer





Program Overview



- Stop-gap Program designed around multiple Blanket Purchase Agreements (BPAs) with distributors / OEMs.
- Individual Army and USMC Units can order up to 250k of each group of items per quarter.
- Current BPA Holders: ADS , Darley ,Unifire, Danner
- Program currently supports US Army and USMC with 7 groups of items
 - Balaclavas, Boots (Regular &Wide sizes), Gaiters, Gloves, Mittens, Trigger Finger Mittens, and Socks
 - Brands include Outdoor research, Belleville, Danner, Rocky, Darn Tough
 - Material is delivered direct to the customer and is not stocked by DLA
 - These Items are currently being successfully delivered and will support thousands of Soldiers and Marines in FY 20 winter both at home and deployed.



Product Line Overview



Items

CONVOY GLOVES



Manufacturer: OutDoor Research

FIREBRAND TRIGGER MITTS - USA



Manufacturer: OutDoor Research

WB FS BALACLAVA - USA



Manufacturer: OutDoor Research



Manufacturer: Belleville (C-755)

FIREBRAND TRIGGER MITTS - USA



Manufacturer: OutDoor Research

EXPEDITION CROCODILES - USA



Manufacturer: OutDoor Research



Manufacturer: Darn Tough (U4050)



Manufacturer: Rocky (RKC 100)



Manufacturer: Danner (TFX 1200)



Blanket Purchase Agreements



- Current Agreements will last until 4/17/2021. (24 month total)
- Bi-lateral Agreement could extend Agreements up to 36 additional Months if necessary.
- Distributor / OEM must be able to source a majority of items request.
- Alternates are allowed but must be approved before they can be offered under the BPA. Current purchase requests will not be delayed for alternate approval.
- All commercial items are assigned an NSN by size. Any alternate will be added to the NSN as an acceptable part number.
- Units **CAN NOT** specifically order one brand. Unit must accept any “or equivalent item” approved under the BPA.
- Vendor must provide approved price list valid for 1 year. Vendor can adjust prices down during RFQ phase for competition purposes.



Submitting Alternate Items



- Alternates can only be submitted to the DLA Contracting Officer through an approved BPA holder via E-mail. Product demonstration model will be requested if initial documents appear to be an acceptable alternate.
- Alternate submissions **MUST** include a product demonstration model (PDM), salient characteristics of item with picture, part number, and sizes. Any Government or Commercial testing results and a signed Certificate of Conformance for Berry Compliance .
- Additional information can be submitted at contractor's discretion. (ie. User comments, component breakdown, past performance information)
- DLA Contracting Officer, Army CMO, and Army ESA will review all alternate submissions and provide timely response on acceptance or rejection. (Typically within 30 days)



Blanket Purchase Agreement RFQs



- All purchase requests are grouped by item and unit into lots in an excel spread sheet and sent out via E-mail.
- Vendor will receive the spreadsheet and be given 7-10 days to respond to the E-mail RFQ.
- Once all vendors respond, award of each lot will be made as soon as possible even if it is before the requested return date.
- Only BPA holders are solicited for these orders complying with the FAR Part 13 and FAR Part 6 procedures for fair opportunity. Competition is the desired result of the RFQs.
- Price and Delivery are the typical evaluation factors.



Obligations



- Obligations (FY19) – \$10M (May 2019 – September 2019)
- Socks - 150,000 PR
- Balaclavas – 34,000 EA
- Gaiters – 27,000 PR
- Boots – 6,600 PR
- Gloves – 3,500 PR
- TF Mittens – 3,000 PR

- FY20 forecast – Working with Services to Determine
- FY21 forecast – Working with Services to Determine



Future Additions



- Wild Things Brand Gear both FR and NON-FR (Special Operations Customers Only)
- Half Sizes for Boots
- Mountaineering Gear (Possibility)
- US Army Korea and US Army Europe Commands
- US Air Force and US Navy Customers (Possibility)
- Additional Distributors / OEMs for expanded competition
- Transition to more traditional contracting Vehicle with better forecasting
- Commercial cold weather gear requested by the services that C&T does not currently supply for them under a mil-spec. DLA will work with local CMO office to verify each item requested.



Upcoming Opportunities



- No current Purchase Requests



Team POCs



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