

<b>AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT</b>			1. CONTRACT ID CODE	PAGE OF PAGES 1   8
2. AMENDMENT/MODIFICATION NO. 0020	3. EFFECTIVE DATE 15 FEB 2013	4. REQUISITION/PURCHASE REQ. NO.	5. PROJECT NO. (if applicable)	
6. ISSUED BY DLA Troop Support, Directorate of Subsistence 700 Robbins Avenue Philadelphia, PA 19111 POC: Linda L. Ford / FTA / 215-737-7804	CODE SPM300	7. ADMINISTERED BY (if other than item 6) CODE		
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code)		(X) 9A. AMENDMENT OF SOLICITATION NO. ✓ SPM300-11-R-0005	9B. DATED (SEE ITEM 11) 13 October 2010	
CODE		10A. MODIFICATION OF CONTRACT/ORDER NO.		
FACILITY CODE		10B. DATED (SEE ITEM 13)		

**11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS**

The above numbered solicitation is amended as set forth in item 14. The hour and date specified for receipt of Offers  is extended,  is not extended. Offer must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods:

(a) By completing items 6 and 15, and returning 1 copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.

12. Accounting and Appropriation Data (if required)

**13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.**

(X) A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.
B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).
C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:
D. OTHER (Specify type of modification and authority)

E. IMPORTANT: Contractor  is not,  is required to sign this document and return ONE (1) copies to the issuing office.

**14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.)**

This amendment is applicable to Zone I (Bahrain, Qatar, and Saudi Arabia) only. The purpose of this amendment is to clarify the approach for evaluating experience and past performance under Factor II, Experience/Past Performance.

The Government does not anticipate that revised proposals are necessary as a result of this amendment.

Offerors agree to extend the period for acceptance of previously submitted offers for an additional 120 days by acknowledgment of this amendment before close of business (COB) on February 26, 2013. Written questions related to this amendment are due to the Contracting Officer no later than COB February 26, 2013.

Except as provided herein, all terms and conditions of the document referenced in item 3A or 10A, as heretofore changed, remains unchanged and in full force and effect.

15A. NAME AND TITLE OF SIGNER (Type or print)	16A. NAME AND TITLE OF SIGNER (Type or print) LINDA L. FORD, Contracting Officer		
15B. CONTRACTOR/OFFEROR	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA BY _____	16C. DATE SIGNED

This amendment revises certain Instructions to Offerors and Evaluation Criteria for Commercial Items under Factor II, Experience/Past Performance.

**On page 166 of the solicitation**, Addendum to FAR 52.212-1 (continued), revise the heading for (ii) Factor II – Experience/Past Performance to read as follows:

(ii) Factor II – Experience/Past Performance – Applicable to Zone II (United Arab Emirates (UAE), Oman, Djibouti, and Kenya) only.

**On page 168 of the solicitation**, Addendum to FAR 52.212-1 (continued), below paragraph D. Ability One Support Past Performance, add the following:

(ii) Factor II – Experience/Past Performance – Applicable to Zone I (Bahrain, Qatar, and Saudi Arabia) only. Note: Differences between this paragraph and the paragraph (ii) above which is now applicable to Zone II only are identified **in bold**.

For purposes of evaluation only, Offerors that are proposing a joint venture, partnership or a teaming approach should provide experience and past performance information on EACH team member of the party or the joint venture or partnership including proportional allocation of performance duties (i.e., when each of these entities acted alone or as members of other teams/joint ventures). However, the most relevant experience and past performance data, and that which will receive the most credit, is the information directly related to the offering entity. Additionally, Offerors should provide documentation of any joint venture that exists. You may also provide information related to key subcontractors, parent corporations, or other affiliates that will perform essential functions of the contract.

Provide the following information for **subfactor A (Experience), element 1 (Size and Complexity) and/or subfactor B (Past Performance)**:

Provide a brief performance record of up to five (5) of your highest dollar value or most comparable Prime Vendor / Regular Dealer contracts, for the prime contractor and major subcontractors (the “selected contracts”), whether they are commercial or Government contracts with similar size and complexity (e.g., 85%-100% of the estimated dollar value, number of delivery stops, number of delivery orders, etc.) of requirements as those found in this solicitation. Specify which contracts you consider to be the most successful and why. Include any problems that you have encountered during the performance of the respective contracts and what steps were taken to resolve the problems, along with their resolutions. Address the following for each of the contracts:

- i. Distribution facility & location;
- ii. Contract/Account identifier;
- iii. Contracting Officer, if federal Government contract;
- iv. Annual Dollar Value;
- v. Length of time that the account has been serviced;

- vi. Fill rate, listed monthly for the most recent 12 month period preceding the solicitation issue date, with and without substitutions;
- vii. Number of customer delivery points (stops);
- viii. Average number of delivery stops made per week;
- ix. Number of line items/SKUs on the ordering catalog;
- x. Average number of orders placed per week;
- xi. Average order dollar value;
- xii. Average total number of order line items per week;
- xiii. Points of contact (Name, E-mail address and Phone number);
- xiv. Problems/resolutions

**Not all information submitted by the Offeror is required for evaluation under both subfactor A (Experience), element 1 (Size and Complexity) and subfactor B (Past Performance). Offerors are cautioned that the Government may use data provided in the offeror's proposal and data obtained from other sources.**

**Subfactor A: Experience**

**Element 1 (Size and complexity). No additional information requested. The following information requested above will be considered for this subfactor:**

- i. Distribution facility & location;**
- ii. Contract/Account identifier;**
- iii. Contracting Officer, if federal Government contract;**
- iv. Annual Dollar Value;**
- v. Length of time that the account has been serviced;**
- vi. Number of customer delivery points (stops);**
- vii. Average number of delivery stops made per week;**
- viii. Number of line items/SKUs on the ordering catalog;**
- ix. Average number of orders placed per week;**
- x. Average order dollar value; and**
- xi. Average total number of order line items per week;**

**Element 2 (Key Personnel). Provide an organizational/management chart of the firm(s) that will identify key personnel who are responsible for the day-to-day management, and overall success, of the Prime Vendor program. Please do not submit corporate charts, unless the people listed are directly involved in the performance of the proposed contract. Identify the key personnel, or the positions of personnel to be assigned, who will be key to the day-to-day management, and overall success of the Prime Vendor program. Discuss your key personnel's experience with Prime Vendor and/or Government contracts and/or discuss your key personnel's experience with commercial food accounts. Multiple upper management who are involved in daily operations will be rated more favorably.**

**Subfactor B: Past Performance.** No additional information needs to be submitted separately for this subfactor. **The following information requested above will be considered for this subfactor:**

- i. **Contract/Account identifier;**
- ii. **Contracting Officer, if federal Government contract;**
- iii. **Fill rate, listed monthly for the most recent 12 month period preceding the solicitation issue date, with and without substitutions;**
- iv. **Points of contact (Name, E-mail address and Phone number); and**
- v. **Problems/resolutions.**

**Offerors are advised, however, that the Government intends to request Performance Questionnaires from each contract reference to determine the customer's satisfaction with the offeror's performance regarding supply chain management, warehouse operations, distribution/transportation, data/information management, implementation/transition performance, financial capability, etc.**

**Updated Performance Questionnaires will be requested from an offeror's previously submitted Points of Contact to obtain data about the offeror's more recent performance.**

**Subfactor C: Socioeconomic Considerations Past Performance.** If an offeror has had any Government contracts, including, but not limited to any of its top selected contracts, the offeror must submit information regarding its performance against socioeconomic (i.e., Small Business) goals as part of its socioeconomic considerations past performance information. Furnish the following information for all Government contracts:

- i. **Contracting Agency**
- ii. **Contract Number**
- iii. **Contracting Officer (Name, E-mail address and Phone number)**
- iv. **Total Contract Dollar Value**
- v. **Socioeconomic performance, to include \* subcontracting goals and actual socioeconomic subcontracting numbers for the most recent 12 month period preceding the solicitation issue date;**

**\*Subcontracting goals, as a percentage of total contract dollar value, that were subcontracted to small, small disadvantaged, veteran owned, service-disabled veteran-owned, woman owned, and HubZone small business concerns.**

**Note: If an offeror has not had any contracts that contain socioeconomic requirements, the offeror should include a statement to that effect and an explanation why that is the case.**

**Subfactor D: Ability One Support Past Performance.** If an offeror has had any Government contracts, including, but not limited to any of its top selected contracts, the offeror must submit information regarding its performance against Ability One (formerly JWOD) goals as part of its Ability One support past performance information. Furnish the following information for all Government contracts:

- i. Contracting Agency
- ii. Contract Number
- iii. Contracting Officer (Name, E-mail address and Phone number)
- iv. Total Contract Dollar Value
- v. Ability One performance, to include goals, as a percentage of total contract dollar value, and actual Ability One numbers for the most recent 12 month period preceding the solicitation issue date;

Note: If an offeror has not had any contracts that contain Ability One (formerly JWOD) requirements, the offeror should include a statement to that effect and an explanation why that is the case.

**On page 185 of the solicitation**, Addendum to FAR 52.212-2 (continued), revise the heading for Factor II – Experience/Past Performance to read as follows:

Factor II – Experience/Past Performance - Applicable to Zone II (United Arab Emirates (UAE), Oman, Djibouti, and Kenya) only.

**On page 186 of the solicitation**, Addendum to FAR 52.212-2 (continued), below paragraph D. Ability One (formerly JWOD) Support Past Performance, add the following:

Factor II – Experience/Past Performance – Applicable to Zone I (Bahrain, Qatar, and Saudi Arabia) only. Note: Differences between this paragraph and the paragraph for Factor II – Experience/Past Performance above which is now applicable to Zone II only are identified in **bold**.

**The purpose of subfactor A (Experience), element 1 (Size and Complexity) is to compare the size and complexity of an offeror's relevant contracts to the solicited requirement. The purpose of subfactor B (Past Performance) is to assess an offeror's record of performance under their relevant contracts.**

***Offerors are advised that only select information will be evaluated under the applicable subfactor. Not all information submitted by the Offeror will be evaluated under each and every subfactor.***

**The Government will evaluate each element and subfactor under Factor II – Experience/Past Performance and assign an adjectival rating for each.**

When evaluating Experience and Past Performance, the offeror's written proposal, relevant Government (in-house) records, and the information provided by the points of

contact or references designated by the offeror will be taken into account. Government (in-house) records will be considered more reliable than information derived from other sources. This assessment will also be performed for any partner that will perform in support of the proposed contract.

The Government will perform an integrated assessment of the offeror's individual house experience and past performance. This assessment will also be performed for any partner(s) or joint venture(s) that will perform in support of the proposed contract including proportional allocation of performance duties (i.e., when each of these entities acted alone or as members of other teams/joint ventures). However, the most relevant experience and past performance data, and that which will receive the most credit, is the information directly related to the offering entity.

**This integrated assessment will be performed by combining the evaluations from each subfactor (and element) under Factor II, Experience/Past Performance into an overall Factor II, Experience/Past Performance rating. Consequently, the subfactor A (Experience), element 1 (Size and Complexity) and subfactor B (Past Performance) discussed above, will be combined in the integrated assessment with the other subfactors of Factor II to determine an overall Factor II, Experience/Past Performance rating.**

The subfactors A and B for Experience/Past Performance are of equal importance to each other and of greater importance than subfactors C and D, which are of equal importance to each other.

**The Government will evaluate the following subfactors (and elements) under Factor II:**

**Subfactor A: Experience**

Element 1 (Size and Complexity) – The Government will evaluate the Offeror's experience **with contracts of a similar size and complexity** (e.g., 85%-100% of the estimated dollar value, **number of delivery stops, number of delivery orders, etc.**). Contracts of greater size and complexity will be viewed more favorably, while contracts of smaller size and complexity than **the estimate for this solicitation** will be viewed less favorably. When evaluating size and complexity, the total of all contracts submitted will be considered, however, singular contract(s) that most closely resemble the size and complexity of this solicitation will be viewed more favorably. **The size and complexity of an offeror's prior experience will only be evaluated under this element.**

**Relevant contracts for this subfactor are Prime Vendor / Regular Dealer commercial or Government contracts involving the delivery of supplies/products to customers on a recurring basis.**

**The Government will evaluate Offerors against the following estimated size and complexity for the solicited contract:**

	Zone 1
Annual dollar value	\$71M
Estimated line items/SKUs	1200
Average delivery stops per week	17
Average line items ordered per week	120
Average delivery order dollar value	\$80,315

Element 2 – Key Personnel – The offeror’s identification of key personnel, and their relevant individual experience, will be examined in order to determine the anticipated success of the firm in providing service to its customers.

Within the Experience subfactor, element 1 (Size and Complexity) is of greater importance than element 2 (Key Personnel).

**Subfactor B: Past Performance**

The Government will evaluate the Offeror’s record of **contract performance under the offeror’s top (five) relevant contracts with respect to fill rate, problems/resolutions, and performance regarding supply chain management, warehouse operations, distribution/transportation, data/information management, implementation/transition performance, financial capability, etc.** This evaluation will be based on information provided with the Offeror’s proposal, government in-house data, and responses received from Performance Questionnaires received from the Offeror’s Points of contact. **Relevant contracts for this subfactor are Prime Vendor / Regular Dealer commercial or Government contracts involving the delivery of supplies/products to customers on a recurring basis.**

**Subfactor C: Socioeconomic Considerations Past Performance**

If an offeror has performed on Government contracts that are subject to prior socioeconomic goals (including any such contracts that are within the offeror’s top selected contracts and any other Government contracts), they will be evaluated on their adherence to the requirements of these various socioeconomic considerations of past and current contracts. This aspect of the Government’s evaluation is limited to socioeconomic matters only and other aspects of past performance are evaluated as described in the previous paragraph.

**Subfactor D: Ability One (formerly JWOD) Support Past Performance**

If an offeror has performed on Government contracts that are subject to prior Ability One (formerly JWOD) requirements (including any such contracts are within the offeror's top selected contracts and any other Government contracts), they will be evaluated on their adherence to the requirements of the Javits-Wagner-O'Day Act Entity Support of past and current contracts. This aspect of the Government's evaluation is limited to socioeconomic matters only and other aspects of past performance are evaluated as described in the previous paragraph.

Offerors that do not have records of past performance, socioeconomic past performance, and/or Ability One (formerly JWOD) past performance will receive a "Neutral" rating. This evaluation will also be performed for any partner involved in the proposed contract. Government (in-house) records will also be used for this evaluation, if applicable, and will be considered more reliable than information derived from other sources. A "Neutral" rating is only applicable to Sub Factors B, C, and D and will not be used for the overall Experience/Past Performance factor as a rating other than Neutral will be used for subfactor A (experience). A neutral evaluation is one that neither rewards nor penalizes offerors without relevant past performance history. While a neutral evaluation will not affect an offeror's rating, it may affect the offeror's ranking if a significant number of the other offerors participating in the acquisition have past performance ratings either above or below satisfactory.