

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT

2. AMENDMENT/MODIFICATION NO. 0021		3. EFFECTIVE DATE 01 MAR 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
	10A. MODIFICATION OF CONTRACT/ORDER NO.
	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 8 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 1 (Bahrain, Qatar, and Saudi Arabia) only. A signed copy of this amendment is due to the Contracting Officer no later than Thursday, March 7, 2013 close of business. Revised proposals are not permitted as a result of this amendment.

This amendment contains three sections. Section I of this amendment provides answers to questions which were submitted in reference to amendment 0020. The responses herein are provided for clarification purposes only and do not change the requirements in the solicitation. Section II of this amendment provides actual changes to the language in the solicitation. Section III of this amendment contains the Performance Questionnaire that was previously sent to each offeror's contract references and which will be sent again to obtain data about the offeror's more recent performance.

Except as provided herein, all terms and conditions of the document referenced in Item 9A 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
(Signature of person authorized to sign)		(Signature of Contracting Officer)	

SECTION I:

1. Why are offerors not being permitted to revise their proposals, including pricing, in light of the revised evaluation criteria and in light of the passage of time since previous offers were submitted?

DLA Troop Support Response: The Government did not anticipate that revised proposals were necessary because the purpose of the amendment was to clarify the approach for evaluating experience and past performance under Factor II, Experience/Past Performance only.

By execution of the amendment, Offerors agreed to extend the period of acceptance of their previously submitted offers, therefore, no revisions to pricing proposals were deemed necessary.

2. Will the same five contracts be considered in evaluating Subfactor B (Past Performance) as are considered in evaluating Subfactor A (Experience), Element 1 (Size and Complexity)? If not, what other contracts will be evaluated?

DLA Troop Support Response: See amendment 0020, pages 5 and 6. For subfactor A (Experience), element 1 (Size and Complexity), the Government will ONLY consider the offeror's top (five) contracts.

For subfactor B (Past Performance), the Government will consider an offeror's past performance under the offeror's top (five) relevant contracts. However, the Government may also consider government in-house data, such as information on any relevant contracts identified in the Past Performance Information Retrieval System (PPIRS) and Contractor Performance Assessment Reporting System (CPARS), and information received through the Subsistence Total Order and Receipt Electronic System (STORES).

3. Please explain whether the evaluation of Subfactor B (Past Performance) or Subfactor A (Experience), Element 1 (Size and Complexity) will consider contracts on an aggregate basis, on a contract-by-contract basis, or some other basis.

DLA Troop Support Response: See amendment 0020, page 6. Under subfactor A (Experience), element 1 (Size and Complexity), 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.

Therefore, the Government intends to consider individual contracts to determine whether an individual contract meets 85%-100% of the estimated annual dollar value of \$71M; whether the estimated line items/SKUs are approximately 1200; whether the estimated average delivery stops per week are approximately 17; whether the estimated average line items ordered per week are approximately 120; and whether the estimated average delivery order dollar value is approximately \$80,315, if applicable. If this single contract reference more closely resembles this size and complexity, it will be viewed more favorably.

However, the Government will also consider the total of all contracts submitted by adding together the annual dollar value of all contracts submitted by the offeror.

Under subfactor B (Past Performance), it is not necessary to consider contracts on an aggregate basis because the offeror's performance record is considered under each relevant contract.

4. What is encompassed within the "etc." that appears in the following new language on page 4 of Amendment 0020: "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."

DLA Troop Support Response: See Performance Questionnaire in Section III below. The Government will evaluate all aspects of contract performance in response to completed Performance Questionnaires. In addition to contract information and an overall performance rating, the elements of the Performance Questionnaire are supply chain management, warehousing operations, distribution/transportation operations, data/information management, transition performance, and financial capabilities. To the extent that the offeror's contract Points of contact provide additional past performance information, such as explanatory comments, this information will also be considered.

5. What is encompassed within the "etc." that appears in the following new language on page 6 of Amendment 0020: "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.)."

DLA Troop Support Response: See amendment 0020, pages 6 and 7. Under subfactor A (Experience), element 1 (Size and Complexity), 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, if applicable	\$80,315

6. Why is the government only considering fill rate information "for the most recent 12 month period preceding the solicitation issue date" (Amendment 0020 at page 4), rather than more recent fill rate information?

DLA Troop Support Response: The Government will evaluate fill rate under subfactor B (Past Performance.) The Government intends to consider information provided on fill rate information as obtained from revised Performance Questionnaires, and through government in-house data, such as information received through the Subsistence Total Order and Receipt Electronic System (STORES).

7. Please explain why any "Prime Vendor/Regular Dealer commercial or Government contract involving the delivery of supplies/products to customers on a recurring basis," (Amendment 0020 at 6 and 7) is considered to be a "relevant contract" in light of the size and complexity of the Zone 1 contract.

DLA Troop Support Response: The Agency has the broad discretion to determine what contracts are relevant for evaluation of experience and past performance. Relevant contracts for subfactor A (Experience), element 1 (Size and Complexity) and subfactor B (Past Performance) are Prime Vendor /Regular Dealer commercial or Government contracts involving the delivery of supplies/products to customers on a recurring basis.

8. Please explain to what extent you will, when considering the "total of all contracts submitted" under Factor II, Subfactor A (Experience), Element 1 (Size and Complexity), take into account an offeror's ability to satisfy the requirements of the Zone 1 contract contemporaneously with its ongoing contractual obligations.

DLA Troop Support Response: An offeror's ability to satisfy the requirements of the Zone 1 contract contemporaneously with its ongoing contract obligations is evaluated under Factor I (under subfactor A: Location and Capacity, subfactor B: Resource Availability, and subfactor H: Surge and Sustainment Capability) and is also a question of responsibility. The purpose of subfactor A (Experience), element 1 (Size and Complexity) is to compare the size and complexity of an offeror's relevant contracts (whether they are completed or ongoing) to the solicited requirement. The total of all contracts submitted will be determined as explained in Question 3 above.

9. How is the "integrated assessment" (Amendment 0020 at p. 6) of each subfactor of Factor II different, if at all, from the manner in which the subfactors of Factor I or Factor III are weighed?

DLA Troop Support Response:

The integrated assessment under Factor II, Experience/Past Performance differs from the combined assessment under Factors I and III in that, in addition to combining multiple adjectival ratings based on their relative weights, Factor II involves the combination of experience and past performance information from multiple contracts, received from multiple sources (the offeror's proposal, government in-house data, and responses received from the Performance Questionnaires received from the offeror's Points of contact), which may be received for both the primary offeror and members of a joint venture, partnership, or teaming approach.

SECTION II:

On page 168 of the solicitation, Addendum to FAR 52.212-1 (continued), delete the first sentence of the fourth paragraph under Factor II – Experience/Past Performance and replace it with the following:

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 annual dollar value, estimated line items/SKUs, estimated average delivery stops per week, estimated average line items ordered per week, and estimated average delivery order dollar value, if applicable.**)

On page 168 of the solicitation, Addendum to FAR 52.212-1 (continued), delete the second paragraph under Subfactor B (Past Performance) and replace it with the following:

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, **warehousing operations, distribution/transportation operations, data/information management, transition performance, and financial capabilities.**

On page 186 of the solicitation, Addendum to FAR 52.212-2 (continued), delete the first sentence under Subfactor A (Experience), and replace it with the following:

Element 1 (Size and Complexity) – The Government will evaluate an Offeror’s experience with contracts of a similar size and complexity (e.g., 85%-100% of the **estimated annual dollar value, estimated line items/SKUs, estimated average delivery stops per week, estimated average line items ordered per week, and estimated average delivery order dollar value, if applicable.**)

On page 186 of the solicitation, Addendum to FAR 52.212-2 (continued), delete the first paragraph under Subfactor B (Past Performance), and replace it with the following:

The Government will evaluate the Offeror’s record of contract performance under the offeror’s top (five) relevant contracts with respect fill rate, problems/resolutions, and performance regarding supply chain management, **warehousing operations, distribution/transportation operations, data/information management, transition performance, and financial capabilities.** This evaluation will be based on information provided with the Offeror’s proposal, government in-house data, **such as information on any relevant contracts identified in the Past Performance Information Retrieval System (PPIRS) and Contractor Performance Assessment Reporting System (CPARS), and information received through the Subsistence Total Order and Receipt Electronic System (STORES),** and responses received from Performance Questionnaires received from the Offeror’s Points of contact. **To the extent that the offeror’s contract Points of contacts provide additional past performance information, such as explanatory comments, this information will also be considered.** 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.

SECTION III:

PERFORMANCE QUESTIONNAIRE

Your willingness to complete the attached questionnaire is appreciated. The information that you provide will be used in the awarding of federal contracts. Therefore, it is important that your information be as factual, accurate and complete as possible to preclude the need for follow-up by the evaluators. Request that the completed questionnaire is returned within 7 days. Thank you.

Contract Information

Evaluator's Name & Agency: _____

Evaluator's Telephone Number: _____

Evaluator's E-mail Address: _____

Contract Number: _____

Contractor's Name: _____

Contractor's Address: _____

Contractor's CAGE Code (if applicable): _____

Contract Award Date: _____

Contract Dollar Value: _____

Forecasted or Actual Contract Completion Date: _____

Description of Supplies/Services Provided by the Contractor under this contract:

Thanks again.

Performance Questionnaire

Please fill in appropriate CIRCLE based on the following scale:

Excellent Good Fair Poor Neutral Not Applicable
 5 4 3 2 1 N/A

SUPPLY CHAIN MANAGEMENT

How would you rate this contractor's:

	5	4	3	2	1	N/A
Performance in developing and optimizing a supply chain management system that allows year to year efficiency increase in infrastructure and in stock availability?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in implementing data/information sharing across your supply chain management enterprise?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in managing a supply chain management system of multiple commodities to multiple customers located worldwide?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in responding and meeting both planned and unplanned variances in customer demands (i.e. surge demands)?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in meeting production variances and unplanned disruptions in sourcing, manufacturing and delivery capabilities?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in minimizing the impact of diminishing manufacturing sources in meeting the customer requirements?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Efficiency related to improving product and/or service performance and investigating and analyzing failure trends?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance of the supply chain system for contract compliance and meeting performance criteria?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Continual assessment and evaluation of the supply chain system for compliance, risks to meeting performance criteria and approach in mitigating stated risk?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Performance Questionnaire

Please fill in appropriate CIRCLE based on the following scale:

Excellent	Good	Fair	Poor	Neutral	Not Applicable
5	4	3	2	1	N/A

WAREHOUSING OPERATIONS

How would you rate this contractor's:

	5	4	3	2	1	N/A
Performance in managing and performing warehousing and distribution of multiple commodities to multiple customers?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in planning and coping with surge requirements/ demand fluctuations?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Response time beginning with the request to fill an order to the time that order is shipped?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in packaging and marking as required by type of material and/or customer specifications?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Shipment planning performance?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Adherence to contract shipment schedules?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Care for material in storage and warehouse practices?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in resolving problems?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Quality control measures?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Performance Questionnaire

Please fill in appropriate CIRCLE based on the following scale:

Excellent	Good	Fair	Poor	Neutral	Not Applicable
5	4	3	2	1	N/A

DISTRIBUTION / TRANSPORTATION OPERATIONS

How would you rate this contractor's:	5	4	3	2	1	N/A
On-time delivery to customers?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fill Rate before substitutions (Cases Accepted/Cases Ordered X 100)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	(5= 97.5% or more, 4= 96.6% - 97.4%, 3= 94% - 96.5%; 2= less than 94%, 1 = no record)					
Performance in providing the customer in-transit visibility assets?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in maintaining and obtaining all transportation Documents (i.e., bill of lading, manifests, proof of delivery,)?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

DATA / INFORMATION MANAGEMENT

How would you rate this contractor's:	5	4	3	2	1	N/A
Reporting performance in terms of accuracy and completeness?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in keeping you informed?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in establishing meaningful dialog and information regarding manufacturing trends, manufacturing issues, obsolescence and monitoring product development?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in providing web-based technology for real-time visibility of material/merchandise in storage and/or in transit?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance in providing Electronic Data Interchange capabilities for invoicing and ordering purposes?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Performance Questionnaire

Please fill in appropriate CIRCLE based on the following scale:

Excellent	Good	Fair	Poor	Neutral	Not Applicable
5	4	3	2	1	N/A

TRANSITION PERFORMANCE

How would you rate this contractor's:	5	4	3	2	1	N/A
Performance during transition period, i.e., from initial award to full performance?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Performance at start up?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Continuity of operations after start-up?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Professionalism?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Responsiveness to customer complaints and questions?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Communications of status, progress and problems?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

