



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Troop Support Pre-Proposal Conference

Subsistence Prime Vendor Afghanistan  
SPE300-17-R-0018  
15 December 2016



# Conference Ground Rules & Participation Guidelines

## *Please...*

- Sign-in
- Mute all cell phones
- No cameras, video taping or recording devices
- Questions can be submitted to the Contracting Officer and will be addressed via an amendment to the solicitation



# Agenda

- Program Overview
- What's different / What's not different
- Technical Proposal Submission
- Contract Pricing Language
- Submission Requirements
- STORES
- Business Integrity Briefing



# Amendments supersede Pre-Proposal Conference discussions

REMINDER: NOTHING SAID DURING THIS PRE-PROPOSAL CONFERENCE IS BINDING OR INCORPORATED INTO THE SOLICITATION UNTIL A WRITTEN AMENDMENT HAS BEEN ISSUED. ANY TOPICS DISCUSSED DURING THE PRESENTATIONS ARE FOR GENERAL INFORMATIONAL PURPOSES ONLY.



# Area of Responsibility (AOR)





# Customers

	SERVICE	DODAAC	UNIT NAME
1	ARMY	W91DW0	BAF CLASS I YARD
2	ARMY	W98FBW	GRADY DFAC
3	ARMY	W98HSL	BAGRAM AB1
4	ARMY	W98NTH	BAF NORTH DFAC
5	ARMY	W98VPR	BAF KOELE DFAC
6	ARMY	W9DRGN	BAF DRAGON DFAC
7	ARMY	W98DK1	NEW KABUL COMPOUND CLASS I YARD
8	ARMY	W98DKC	NEW KABUL COMPOUND DFAC
9	ARMY	W98DUS	DUSKIN
10	ARMY	W98MHD	CAMP MOOREHEAD
11	ARMY	W98SCR	FOB SCORPION
12	ARMY	W98SPT	CAMP SPARTA
13	ARMY	W98FSJ	FOB DAHIKE
14	ARMY	W98GMB	FOB GAMBERI
15	ARMY	W98GAM	FOB GAMBERI CLASS I YARD

	SERVICE	DODAAC	UNIT NAME
16	ARMY	W98JBD	JAF CLASS I YARD /FENTY
17	ARMY	WJBDAF	J-BAD AIRFIELD DFAC
18	ARMY	WJBDSF	CAMP DYER
19	ARMY	W98PIT	CAMP PITTMAN
20	ARMY	WGRDZK	AP LIGHTNING
21	ARMY	W3DFAC	CAMP BROWN
22	ARMY	W91DW8	KAF CLASS I YARD
23	ARMY	W98DC1	FOB DWYER
24	ARMY	W98ANT	CAMP ANTONIK
25	NATO	W98HQR	HQ RESOLUTE
26	NATO - NSPA	UY0352	KAIA ECOLOG DFAC
27	NATO - NSPA	YSMW11	HKIA RAMP 5
28	NATO - NSPA	W98OQA	KAIA KBL NSPA - OQAB DFAC
29	NATO - NSPA	UY0335	ECOLOG
30	NATO - NSPA	UY0375	CAMP SHORAB

NOTE: Though the solicitation describes existing customers known at the time of the solicitation's issuance, other customers, including military, Department of Defense ("DoD"), or non-DOD, may be added. The addition of said customers located within the solicitation's specified region will be at no additional cost to the Government.



# Acquisition Strategy

- **Contract Details:**

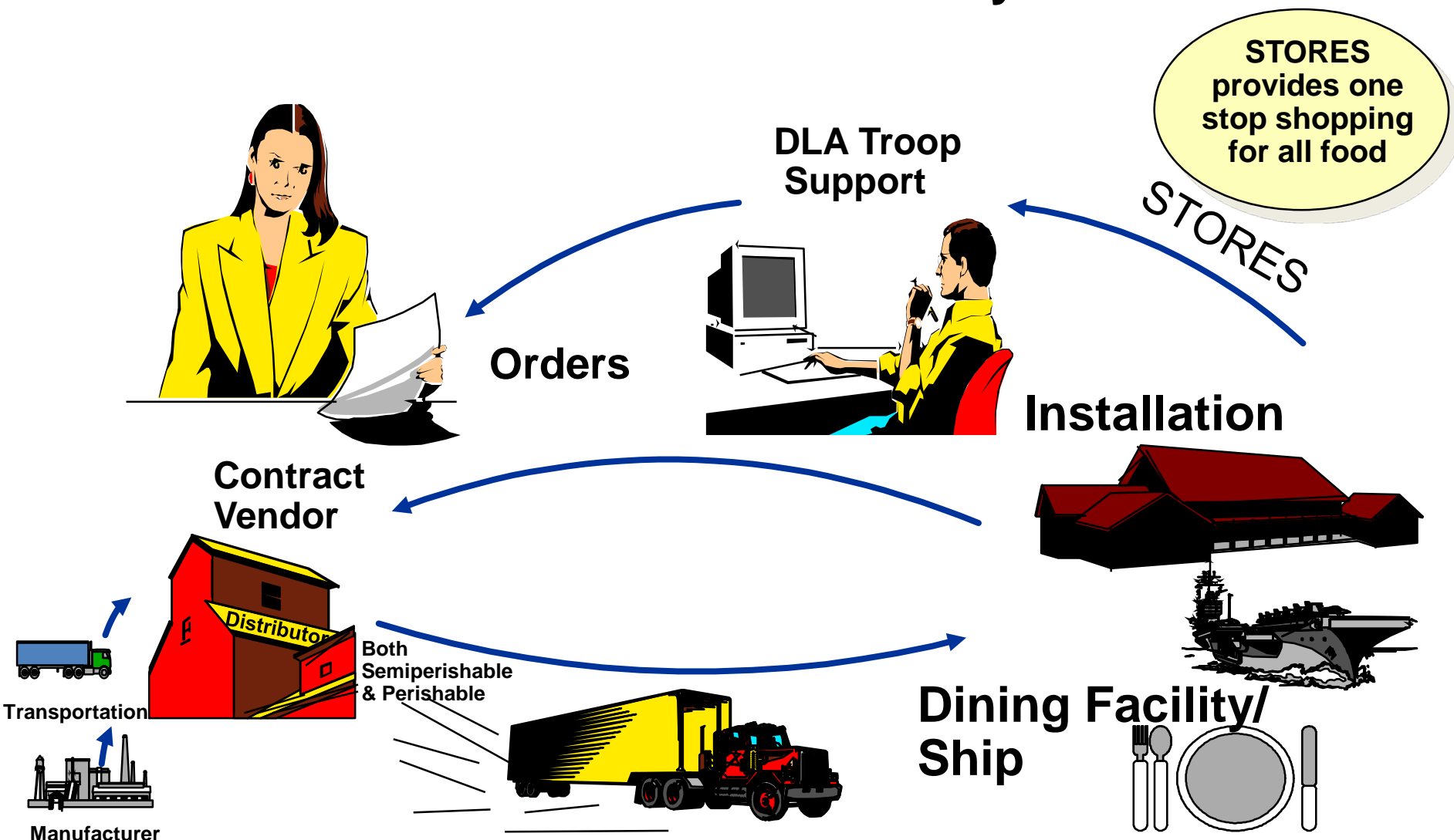
- Fixed Price with Economic Price Adjustment, Indefinite Delivery, Indefinite Quantity (IDIQ) type contract
  - Not a Cost Reimbursement Contract
- Full and open competition
- Best value / tradeoff process as outlined in FAR 15.101-1
- The Government may accept other than the lowest priced proposal as the overall best value
- DLA Troop Support intends to make one award
- All deliveries F.O.B. Destination to the end user delivery points
- Local procurement is encouraged
- Surge and sustainment requirements
- Ethics plan required in accordance with FAR 52.203-13
- Prime Vendor is required to maintain 60 days of supply on hand at all times at each OCONUS warehouse location





# Subsistence Prime Vendor

## The Prime Vendor Way







# What's Different

- **Residual Inventory (p15):**

- A new Prime Vendor is required to procure the available product from the incumbent at the product price
- Quantities sold shall be:
  - Minimum of 4 months of stock (where available)
  - May be up to 8 months of stock
- The new Prime Vendor will be entitled to (p17):
  - 50% of its standard distribution price
  - 100% of its non-standard distribution price

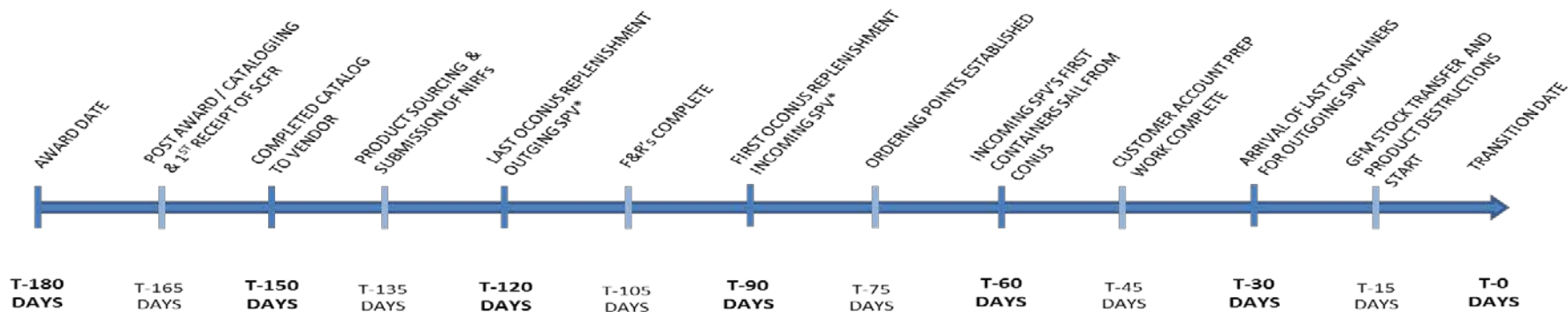


# What's Different

- **Contract Implementation Plan (p17)**

- Milestones are established in the contract for the transition. The following events will take place after contract award:
  - 10-15 days: Post Award Conference
  - 45 days: Initiate Product Sourcing
  - 60 days: Last replenishment order for outgoing SPV
  - 120 days: Containers sail from CONUS
  - 150 days: Arrival of last container for outgoing SPV
  - 165 days: Stock Transfer

Sample Transition Timeline





# What's Different

- **Item Availability (p36):**
  - Items projected to be not in stock (NIS) for more than 21 days will be airlifted from CONUS at the Prime Vendor's expense
- **Joint Contingency Contracting System (JCCS) (p69)**
  - To be eligible for consideration to be awarded a U.S. Government contract in the CENTCOM Area of Responsibility, contractors and subcontractors at all tiers are required to register in JCCS



# What's Different

- **Fill Rates (p104):**

- Will be measured in the following four categories:
  - CONUS Procured Non-Catch Weight
  - CONUS Procured Catch Weight
  - OCONUS Procured Non-Catch Weight
  - OCONUS Procured Catch Weight
- Required minimum fill-rate is 98% for each category



# What's Different

- **In-Process Reviews (IPRs) (p109):**
  - The Prime Vendor will be required to travel to Philadelphia at least once per year to participate in an in-person IPR at no additional cost to the Government
    - At a minimum, Prime Vendor participants must include the contract administrator and/or program manager
- **Factor IV. Resource Availability (p140):**
  - USTRANSCOM Carrier Agreement
    - Required to submit at least one fully executed carrier agreement with USTRANSCOM Carrier(s)



# What's Different

- **Factor V - Implementation and Management Plan (p147)**
  - Implementation plan is required and the Government will evaluate the offeror's plan from contract award to fully operational capability
    - Proposals less dependent upon Government action will generally be rated more favorably
  - Contingency Concept of Operations (CONOPS) plan is required that details independent and continued support procedures should warehouse platforms become unusable for any reason



# What's Different

- **Manufacturer's Quote Sheet (p152-154):**

- Submit one for each item in market basket
- Must be completed by manufacturer and returned to the offeror
- The offeror shall submit the collective quote sheets in line item number sequence (1-91) along with its offer.

- **Pricing Strategy:**

- Depending on mode of transportation and security requirements, different formulas will be used to determine Contract Unit Price
- 25 total distribution price categories (1-20 and sub-categories 1A-5A)

- **Market Basket (Attachment 2):**

- In accordance with DLAD 17.9501, "Market Basket"
- 91 top sales items
- No changes may be made to an item's designated distribution category





# What's Not Different

- Risk of Loss
- Contractor bears all risk until title passes
  - Personal injury, death
  - Loss or damage of equipment
  - Employees, agents, subcontractors
  - During transportation
- Fixed Price Contract...NOT A COST REIMBURSEMENT CONTRACT



# Surge and Sustainment

- Surge: an increase in military feeding of 300% of peacetime demand for a period of up to 30 days without advance notice
  - Example: Item has pre-surge demand of 100 cases/wk, the PV is expected to support 300 cases/wk for 30 days
- Sustainment: ability to sustain an increased pace throughout a contingency(s) for 6 months or longer
- Surge and Sustainment capability is a consideration in all acquisitions
  - DLA contractors are accountable for surge and sustainment performance, ensuring surge capability actually exists, and validating surge capability through surge testing



# Defense Transportation System (DTS)

- **Prime Vendor:**

- Required to ship products through the United States Defense Transportation System (DTS)
  - e.g., Universal Services Contract (USC), Multimodal
- Contact DLA Distribution, New Cumberland, Pennsylvania and request bookings
- Must enter into an agreement with the USC and Commercial Multimodal carriers to develop a claims process consistent with the most recent USC and Multimodal contracts

- **The Government is not liable for any loss or damage to the contractor's products shipped through DTS**

- Must consider when preparing proposals
- e.g., insurance, self-insure



# Technical Proposal Submission Requirements

- Technical Factors:
  - Section A:
    - I. Warehouse Location & Capacity
    - II. Experience
    - III. Quality Control/Assurance & Warehouse Management System Procedures
    - IV. Resource Availability (Equipment & Carrier Agreements)
    - V. Implementation & Management Plan
    - VI. Cybersecurity
  - Section B:
    - Past Performance



# Technical Proposal Submission Requirements

- Each of Tech Factors I-VI and Past Performance are of equal importance to each other
- Tech Factors I-VI and Past Performance are significantly more important than Price
- As proposals become more equal in their technical merit, the evaluated price becomes more important
- An unacceptable rating on any individual factor will be considered technically unacceptable and will not be eligible for award



# Technical Proposal Submission Requirements

## Factor I. Warehouse, Location, and Capacity:

- Warehouse Location
- Owned or Leased
- Concept of Operations
- Ongoing or Proposed Construction
- Upgrades
- Warehouse Capacity
- Available Yard Space



# Technical Proposal Submission Requirements

## Factor II. Experience

- Provide brief performance record of up to five of your highest dollar value commercial or Government contracts from the 18 month period preceding the closing date of the solicitation and provide the following information for each of the 5 selected contracts:
  - Points of Contact
  - Time Period
  - Dollar Value
  - Number of Customers
  - Work Performed
  - Size/Complexity

**NOTE:** These 5 submitted contracts will also be used for the Past Performance evaluation and do not need to be submitted twice.





# Technical Proposal Submission Requirements

## Factor III. Quality Control, Assurance, and Warehouse Management System Procedures

- Supply Chain Management Plan
- Warehouse Management System
- Quality Control Procedures
- Inventory Management
- Quality Assurance Personnel
- Government Access



# Technical Proposal Submission Requirements

## Factor IV. Resource Availability (Equipment and Carrier Agreements)

- Vehicle and Equipment Resources
- Vehicle & Equipment Maintenance/Service
- Carrier Agreements



# Technical Proposal Submission Requirements

## Factor V. Implementation and Management Plan

- Implementation Plan
- Supply Chain Management Plan
- Dependence Upon Government
- Small Business Subcontracting Goals
- Organizational/Management Chart & Key Personnel
- Detailed Contingency Concept of Operations



# Technical Proposal Submission Requirements

## Factor VI. Cyber Security

- DFAR 204.73 Safeguarding Covered Defense Information (CDI):
  - Safeguard CDI that resides in or transits through covered contractor information systems
  - Contractors and subcontractors are required to provide adequate security on all covered contractor information systems.
  - Report of cyber incidents.
- Provide list and description of all contractor information systems where CDI will reside in or transits through.
- Provide a adequate system security planning documentation.
  - See NIST SP 800-171 Appendix D for details
  - Or provide alternative but equally effective security measures
- Provide a Continuity of Operations Plan (COOP)



# Technical Proposal Submission Requirements

## Section B: Past Performance

- Government will evaluate submissions included with Factor II – Experience for Past Performance Evaluation
- Performance Questionnaires



# Evaluation Criteria

- FAR 52.212-2: Evaluation - Commercial Items
- Addendum to FAR 52.212-2 (p156)
  - Para (a) expanded to describe how Technical and Business Proposals will be evaluated
  - Para (d) added to describe Source Selection and Evaluation Procedures



# Contract Pricing Language

- **Contract Unit Price:**

- Total price in US currency charged to Government per delivered unit
- Contract Unit Price = Product Price + Distribution Prices (Standard and Non-Standard)
- Multiple Unit Prices for the same item are not permitted





# Contract Pricing Language

- **Product Price:**

- Based on FOB Origin/Point of Manufacturer
- Most recent Manufacturer's Price Agreement (MPA) price or most recent manufacturer, grower or private label holder commercial price
- Excludes all costs that are to be covered in the Distribution Price
- Exceptions:
  - FF&V
  - CONUS-based "National Price" considered "FOB destination"
  - Mandatory source items
  - Decorations
  - Certain CONUS-based redistributors



# Contract Pricing Language

- **Distribution Price (Standard & Non-Standard):**
  - Fixed price portion of the Contract Unit Price
  - Offered as a dollar amount per unit of measure
  - Only method to bill Government for all aspects of contract performance other than product price
  - Do not include the same performance or cost element in both the standard and non-standard distribution prices
  - 25 Total Distribution Price Categories
    - Categories 1-20 with sub-categories: 1A, 2A, 3A, 4A and 5A



# Contract Pricing Language

- **Standard Distribution Price:**

- Includes all elements of the unit price other than the product price and “*non-standard*” distribution prices
- Includes performance under the SOW except aspects of performance that are specifically identified as being included in the non-standard distribution price

- **Non-Standard Distribution Price:**

- Includes all elements of the unit price other than the product price and “*standard*” distribution prices
- Aspects of performance specifically identified as non-standard distribution prices, including but not limited to Afghanistan inbound/outbound transportation, convoy security and commercial airlifts costs



# Contract Pricing Language

## Contract Unit Price Scenarios

### 1. Ground Movement without Convoy Security

- Contract Unit Price = Product Price + Standard Distribution Price + Non-Standard Distribution Price for Ground Movement without Convoy Security

### 2. Ground Movement with Convoy Security

- Contract Unit Price = Product Price + Standard Distribution Price + Non-Standard Distribution Price for Ground Movement with Convoy Security

### 3. Commercial Air Movement within Afghanistan

- Contract Unit Price = Product Price + Standard Distribution Price + Non-Standard Distribution Price for Commercial Air Movement within Afghanistan

### 4. Direct vendor deliveries (DVD) within Afghanistan

- Contract Unit Price = Product Price + 50% of the Standard Distribution Price + Non-Standard Distribution Price for Ground Movement without Convoy Security

Note: Convoy security will not be authorized for DVDs.



# Market Basket: Tab 1 Totals

Solicitation #:	SPE800-17-R-0018	INSERT OFFEROR NAME AND COMMERCIAL AND GOVERNMENT ENTITY (CAGE) CODE							
Region:	Afghanistan								
Length Tier #1 (months)	24								
Length Tier #2 (months)	18	AGGREGATE TOTALS							
Length Tier #3 (months)	18								
		Product Prices	Weighted Product Prices (Product Price * 0.3)	Distribution / Tier #1	Distribution / Tier #2	Distribution / Tier #3	Unit Price	% of Standard & Non Standard Distribution Price applied to totals	
REGION:	Afghanistan	#DIV/0!	#DIV/0!	\$ -	\$ -	\$ -	#DIV/0!	Standard Distribution	100%
	Non-Standard Distribution for Ground Movement Without Convoy Security			\$ -	\$ -	\$ -	\$ -	Non-Standard Distribution for Ground Movement Without Convoy Security	100%
	Non-Standard Distribution for Ground Movement With Convoy Security			\$ -	\$ -	\$ -	\$ -	Non-Standard Distribution for Ground Movement With Convoy Security	100%
	Non-Standard Distribution for Commercial Air Movement - UOM converted to LBS			\$ -	\$ -	\$ -	\$ -	Non-Standard Distribution for Commercial Air Movement UOM converted to LBS	100%
	Product Price (weighted @0.3) + Standard Distribution Price + Non-Standard Distribution Price for Ground Movement without Convoy Security	#DIV/0!					Weighted % for Non-Standard Ground Movement In Afghanistan without Convoy Security	Weighted % for Non-Standard Ground Movement In Afghanistan with Convoy Security	Weighted % for Non-Standard Commercial Air Delivery
	Product Price (weighted @0.3) + Standard Distribution Price + Non-Standard Distribution Price for Ground Movement With Convoy Security		#DIV/0!				45%	45%	10%
	Product Price (weighted @0.3) + Standard Distribution Price + Non-Standard Distribution Price for Commercial Air Movement - UOM converted to LBS					#DIV/0!	AGGREGATE		
	Total	#DIV/0!	#DIV/0!			#DIV/0!	#DIV/0!		



# Market Basket: Tab 2 Distribution Price Category Worksheet

			DISTRIBUTION PRICE													
Cat. #	Category Description	# Items in Category	Distribution Price Category Unit of Measure	Annual Quantity in UoM Listed in Column E	Afghanistan (Standard Distribution Price) Tier #1	Afghanistan (Standard Distribution Price) Tier #2	Afghanistan (Standard Distribution Price) Tier #3	Afghanistan (Non-Standard Distribution Price) w/o Convoy Security Tier #1	Afghanistan (Non-Standard Distribution Price) w/o Convoy Security Tier #2	Afghanistan (Non-Standard Distribution Price) w/o Convoy Security Tier #3	Afghanistan (Non-Standard Distribution Price) w/Convoy Security Tier #1	Afghanistan (Non-Standard Distribution Price) w/Convoy Security Tier #2	Afghanistan (Non-Standard Distribution Price) w/Convoy Security Tier #3	Afghanistan (Non-Standard Distribution Price) Commercial Air Delivery Tier #1	Afghanistan (Non-Standard Distribution Price) Commercial Air Delivery Tier #2	Afghanistan (Non-Standard Distribution Price) Commercial Air Delivery Tier #3
1	CONUS DRY CS	28	CS	384495												
1A	CONUS DRY CS (For Product Price Exceptions B, C, D, or E)	0	CS	0												
2	CONUS DRY CO (UOM for EA = 1 CO)	1	EA	38387												
2A	CONUS DRY CO (For Product Price Exceptions B, C, D, or E) (UOM for EA = 1 CO)	0	EA	0												
3	CONUS FZN CS	21	CS	329828												
3A	CONUS FZN CS (For Product Price Exceptions B, C, D, or E)	0	CS	0												
4	CONUS FZN LB	10	LB	453405												
4A	CONUS FZN LB (For Product Price Exceptions B, C, D, or E)	0	LB	0												
5	CONUS CHILLED CS	5	CS	94267												
5A	CONUS CHILLED CS (For Product Price Exceptions B, C, D, or E)	0	CS	0												
6	OCONUS DRY CS	6	CS	357935												
7	OCONUS FZN CS	2	CS	20613												
8	OCONUS CHILLED CS	2	CS	231826												
9	OCONUS CHILLED OR FZN LB	1	LB	134152												
10	OCONUS FF&V LB (For Product Price Exception A)	14	LB	381095												
11	OCONUS Water CS (Potable - Bottled)	1	CS	2784959												
12	Disposal (Incl. Trans; Approved at the Contracting Officer's Discretion)	0	CS	2000												
13	Restocking Price for Orders Over \$10K (Approved at the Contracting Officer's Discretion)	0	CS	500												
14	GFM Inspection, Storage, Rework, Relabel, Distribution, Dry (Single Case/Box) CS	0	CS	1175												
15	GFM Inspection, Storage, Rework, Relabel, Distribution, Dry (2 Cases per Module) EA = 2 cases	0	EA	48000												
16	GFM Inspection, Storage, Rework, Relabel, Distribution, Dry (3 Cases per Module) EA = 3 cases	0	EA	5742												
17	GFM Inspection, Storage, Rework, Relabel, Distribution, FZN CS	0	CS	0												
18	Pick Up of Customer Owned Product from Customer Location	0	Pallet	500												
19	Re-Delivery of Customer Owned Product to Customer Location	0	Pallet	500												
20	Wet Ice (Ponible) LB	0	LB	1845												



# Market Basket: Tab 3 Market Basket

													Annual QTY Based on Offered Item				
Line Item	STOCK NUMBER	Description	Item Description UoM	Evaluated Units Per UoM (Historical)	Evaluated Units Per UoM (Offered)	Quoted Product Price dated no earlier than Oct. XX, 2016	Case Price ? (Y/N)	Product Price Exception B, C, D, OR E Applied? (Y/N)	Product Price Adjusted When Category UoM is not case or each	Distribution Price Category UoM		Distribution Category #	Adjusted Quoted Price based on UOM being Offered	Afghanistan (Standard Distribution Quantity)	Afghanistan Non-Standard Distribution Quantity for Ground Movement w/o Convoy Security	Afghanistan Non-Standard Distribution Quantity for Ground Movement with Convoy Security	Afghanistan Non-Standard Distribution Quantity for Commercial Air Movement UOM converted to LBS
1	896001E099310	SPORTS DRINK, LEMON-LIME, 24/20 FL OZ BT	EA (20 FL OZ)	24					\$0.00	CS		1	#DIV/0!	84,707	84,707	84,707	2,541,210
2	892001E618021	RICE, BASMATI, 12/2 LB BG	LB	24					FALSE	LB		1	\$0.00	18,687	18,687	18,687	448,488
3	892501E610410	NUTS, MIXED, SHL W/PEANUTS, OIL RST, 6/3.5 LB CO	LB	21					FALSE	LB		1	\$0.00	10,185	10,185	10,185	213,885
4	892001E603473	CEREAL, VARIETY, HEALTHY, 60/1.25 - 2.7 OZ CO, 1/8.25 LB CS	EA (2 OZ)	60					\$0.00	CS		1	#DIV/0!	17,467	17,467	17,467	144,103
5	892001E598920	CEREAL, VARIETY, KELLOGG'S, 1.3-2.8 OZ CUPS, 60 CT, 1/7.5 LB CS	EA (2 OZ)	60					\$0.00	CS		1	#DIV/0!	18,916	18,916	18,916	141,870
6	894001E612327	MEAL REPLACEMENT BAR, DOUBLE CHOC, FORTIFIED W/PROTEIN, IW, 48/1.59 OZ PG	CS	48					\$0.00	CS		1	#DIV/0!	16,108	16,108	16,108	72,486
7	891501E18978	JUICE BLD, SBERRY-BANA, CN, 24/8 OZ CN	EA (8 OZ)	24					\$0.00	CS		1	#DIV/0!	35,987	35,987	35,987	431,844
8	891501E618976	JUICE BLD, POMEGRANATE-BLBERRY, CN, 24/8 OZ CN	EA (8 OZ)	24					\$0.00	CS		1	#DIV/0!	30,352	30,352	30,352	364,224
9	892001E624281	RICE LONG GRAIN/PARBOILED,6/10 LB. PACKAGE	LB	60					FALSE	LB		1	\$0.00	13,485	13,485	13,485	809,100
10	892501E598109	HONEY, 200/12 GM PG	CS	200					\$0.00	CS		1	#DIV/0!	18,142	18,142	18,142	96,153
11	895001E190225	SAUCE, CHEESE, CHDR, CN, 106 OZ CN, 6/#10CN	EA (106 OZ)	6					\$0.00	CS		1	#DIV/0!	6,899	6,899	6,899	275,960
12	893001E613273	PEANUT BTR, CRMY, 200/0.75 OZ PG	EA (0.75 OZ)	200					\$0.00	CS		1	#DIV/0!	8,577	8,577	8,577	77,193
13	895001E190201	SALSA, MILD, THK & CHUNKY, 4/1 GL CO	EA (1 GL)	4					\$0.00	CS		1	#DIV/0!	6,390	6,390	6,390	230,040
14	894001E594929	CREAMER, NON-DAIRY, LIQ, SS, FR VAN, 180/0.38 FL OZ PG	EA (0.38 OZ)	180					\$0.00	CS		1	#DIV/0!	21,775	21,775	21,775	91,455
15	894001E616860	ENT-M, CREAMED BEEF, FREEZE DRIED, 12/21.2 OZ CO	EA (21.2 OZ)	12					\$0.00	CS		3	#DIV/0!	1,645	1,645	1,645	26,320
16	895001E092898	OLIVES, BLK, CN, SL, US GRA/B, MIN 120 OZ CN, 6/#10CN	EA (120 OZ)	6					\$0.00	CS		1	#DIV/0!	5,940	5,940	5,940	267,300
17	895501E950126	COFFEE, DECAF, INST, 6/80 CT CS, 480/1.7 GM PG	CS	6					\$0.00	CS		1	#DIV/0!	3,740	3,740	3,740	6,732
18	893501E614091	SOUP BASE, CN, LS, W/O MSG, 6/1 LB CO	EA (1 LB)	6					\$0.00	CS		1	#DIV/0!	6,321	6,321	6,321	37,926
19	895001E596578	MAYONNAISE, 4/1 GAL CO	EA (1 GAL)	4					\$0.00	CS		5	#DIV/0!	6,786	6,786	6,786	27,144
20	895001E095681	SAUCE, STEAK, 12/15 FL OZ BT	EA (15 FL OZ)	12					\$0.00	CS		1	#DIV/0!	3,586	3,586	3,586	40,343
21	895001E620853	SAUCE, HOT, VARIETY, 24 HOT, 12 GARLIC HOT, 12 HOTTER HOT, 48/6 FL OZ BT	EA (6 OZ)	48					\$0.00	CS		1	#DIV/0!	4,383	4,383	4,383	78,894
22	893501E614089	SOUP/GRAVY BASE, BEEF, LS, W/O MSG, 6/1 LB CO	CO (1 LB)	6					\$0.00	CS		1	#DIV/0!	4,043	4,043	4,043	24,258
23	895001E591141	SAUCE, SPAGHETTI, CN, W/TOMATO BITS, 104 OZ CN, 6/#10CN	EA (104 OZ)	6					\$0.00	CS		1	#DIV/0!	6,255	6,255	6,255	243,945
24	893501E623099	SOUP MIX, CN, NOODLE, WATER PREP, 1 GL YIELD, 4/13.3 OZ PG	EA (13.3 OZ)	4					\$0.00	CS		1	#DIV/0!	4,683	4,683	4,683	15,454
25	895001E090300	PEPPERS, JALAPENO, PICKLED, SL, CN, MIN 106 OZ CN, 6/#10CN	EA (106 OZ)	6					\$0.00	CS		1	#DIV/0!	6,476	6,476	6,476	257,421
26	895001E097249	MAYONNAISE, 200/12 GM PG	EA (12 GM)	200					\$0.00	CS		5	#DIV/0!	11,967	11,967	11,967	63,425
27	895001E950138	DRESSING, ITALIAN, FF, 102/1.5 FL OZ PG	EA (1.5 FL OZ)	102					\$0.00	CS		1	#DIV/0!	6,391	6,391	6,391	60,715
28	895001E950136	DRESSING, HONEY MUSTARD, 102/1.5 FL OZ PG	EA (1.5 FL OZ)	102					\$0.00	CS		1	#DIV/0!	5,942	5,942	5,942	56,449
29	895001E593977	SAUCE, BBQ, 100/1 FL OZ CUP	EA (1 FL OZ)	100					\$0.00	CS		1	#DIV/0!	11,101	11,101	11,101	69,381
30	895501E095123	TEA BAGS-1, ORG/BLK PEKOE, W/TAGS & STRINGS, 10/100 CT BX	CS	10					\$0.00	CS		1	#DIV/0!	3,256	3,256	3,256	32,560
31	895501E397502	TEA MIX, INST, UNSWT, BLACK, 1 GAL YIELD, 40/1 OZ PG	CS	40					\$0.00	CS		1	#DIV/0!	4,701	4,701	4,701	11,753
32	894501E623982	SHORTENING, LIQ, DFF, TFF, CANOLA, CLEAR, LONG FRY LIFE, 1/35 LB CO	CO	1					FALSE	EA		5	\$0.00	51,757	51,757	51,757	1,811,495





# Manufacturer Quote Sheet



DEFENSE LOGISTICS AGENCY  
TROOP SUPPORT  
700 ROBBINS AVENUE  
PHILADELPHIA, PENNSYLVANIA 19111-5092

OFFICIAL DLA TROOP SUPPORT OCONUS SUBSISTENCE QUOTE SHEET

**MUST BE COMPLETED BY MANUFACTURER**

Solicitation: SPE300-17-R-0018

Region: Afghanistan

Offeror Name:	
Offeror Address:	

This is the official quote sheet for the above referenced solicitation and region. In order for this quote to be valid, all fields must be completed by the manufacturer (MFG). A completed copy of this sheet must accompany each offered item. This form may not be changed or alternated in any way other than by completing the required information.

## **MANUFACTURER INFORMATION:**

MFG Name (Label and Parent Company):	
MFG POC for Military Sales (First and Last Name / Valid Phone Number and E-mail address):	
Date of quote	

## **ITEM INFORMATION:**

Market Basket Stock Number	
Quoted Stock Number (if different from Market Basket item)	
MFG Item Description and Case Size	
Global Trade Item Number (GTIN)(or MFG SKU)	
Market Basket QTY and Unit of Measure	

## **PRICING INFORMATION:**

A	FOB Origin Product Price, without exception, as appears on quote:	
B	DLAD 52.216-9065 Product Price with Exception (Circle one A, B, C, D or E) as appears on quote:	
C	NAPA Discount, if applicable:	
D	Final Product Price without exception (A minus C = D):	
E	Final Product Price (B minus C = E):	
F	Time period Price Quote is effective:	
G	Payment Terms (Early payment discount no more than 2% / Early payment required within 10 days to obtain the discount):	

NOTE: 1) MFK SKU can only be used if GTIN is not available  
2) Block F must be valid through the first month of contract performance



# Proposal Preparation/Submission

- Volume I – Solicitation
  - One written / One electronic
- Volume II – Technical Proposal
  - Five written / One electronic
- Volume III – Business Proposal/Pricing
  - Two written / One electronic

## NOTES:

- Facsimile and E-mail Offers are not acceptable forms of transmission for submission of initial proposals or revisions to initial proposals submitted in response to this solicitation
- Electronic volume is referring to digital media which must be included and mailed or hand carried with initial proposal submissions to be used as a backup. Examples of digital media include but are not limited to DVD and CD copies.



# Proposal Preparation – Volume I

- **Print/Complete/Submit and/or Create**
  - Solicitation/Statement of Work/Amendments
    - Solicitation page 1 (blocks 17a & 30a-c)
    - Solicitation pages 32-46 (52.212-3)
    - SOW pages 2, 3 and 6
    - Amendments page 1 (blocks 8 & 15a-c)
    - All fill-ins – all documents
  - Submit a list of Affiliates, subsidiaries, and partially or wholly-owned companies that will be utilized for this contract.
    - If not applicable, a negative reply is required.



# Proposal Preparation – Volume II

- **Technical Proposal**

- No reference to pricing data
- Distribute the performance questionnaire
  - Follow-up to ensure compliance
- Submit the information requested for each technical factor
  - Address each element of each Factor (I-VI) & Past Performance - SOW (pp136-144)



# Proposal Preparation – Volume III

- **Business Proposal/Pricing**

- Element 1 – Aggregate Offer
  - From the “Totals” tab
- Element 2 – Category Distribution Prices
  - Use the “Distribution Category Worksheet” tab
  - 25 categories (1-20 and sub-categories 1A-5A)
  - Insert standard and non-standard distribution prices
- Element 3 – Item Product Prices
  - Use the “Market Basket” tab
  - 91 Market Basket Items
- Element 4 – Manufacturer Quote Sheets
  - Must be completed by the manufacturer
  - Dated no earlier than December 2, 2016
  - Quote may expire before offer expires, but product price must be held for first catalog. Risk must be factored in distribution price.
- Element 5 – Discounts, Rebates, Allowances or Other Similar Economic Incentives or Benefits



# Acquisition POCs

- Acquisition Specialist
  - (215)737-3099
- Contracting Officer
  - (215)737-3668
- IST Chief/Contracting Officer
  - (215) 737-7542



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA Information Operations

STORES Presentation:  
Preproposal for Afghanistan Solicitation

WARFIGHTER SUPPORT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT



# What is STORES?

**S**ubsistence  
**T**otal  
**O**rder and  
**R**eceipt  
**E**lectronic  
**S**ystem

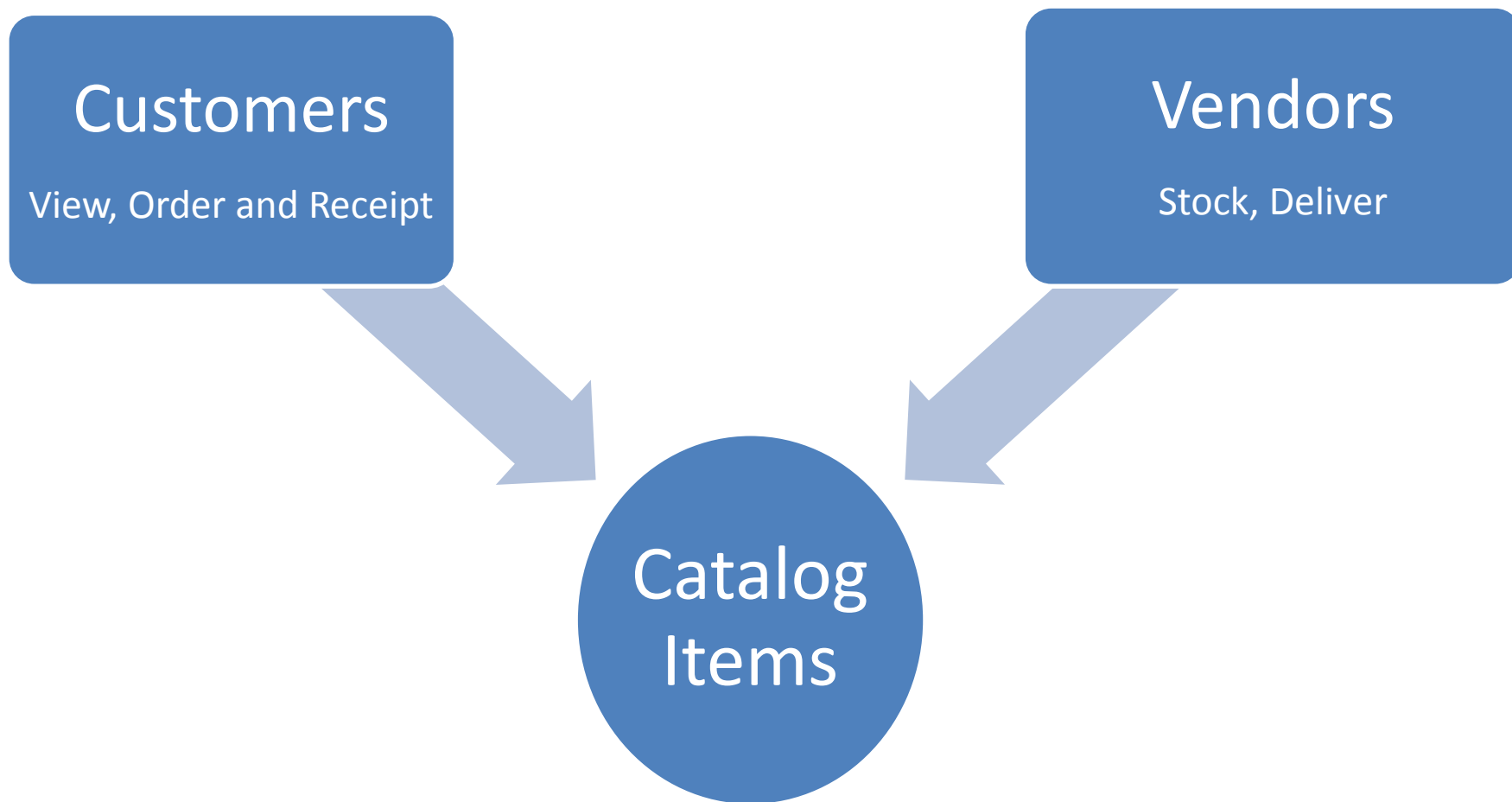
## STORES Goal:

To get the right catalog items at the proper price at the right time to customers so they can place their order and receive delivery in a timely manner (usually within two-four days of ordering)





# STORES Set Up: Simplified





# STORES Vendor Account Types

- STORES Catalog
  - Build catalog
  - Manage catalog
  - Run catalog reports
- STORES Recon
  - Reconcile invoices
  - Reconcile fill rate
  - View invoice information
  - Create invoice (non EDI vendors)



# STORES Vendor EDI Requirements

- Catalog Transmission - 832
- Receive Purchase Orders – 850
- Invoice Transmission – 810

[http://www.dla.mil/Portals/104/Documents/TroopSupport/Subsistence/STORES\\_and\\_EDI\\_Requirements.pdf](http://www.dla.mil/Portals/104/Documents/TroopSupport/Subsistence/STORES_and_EDI_Requirements.pdf)



# **DLA TROOP SUPPORT BUSINESS INTEGRITY**



# DLA TROOP SUPPORT BUSINESS INTEGRITY

- All contractors/offerors on an even playing field
- All questions should be directed to the Contracting Officer or designees in writing
- Efforts will be made to ensure proprietary information is safeguarded
- Responses to relevant questions will not release proprietary information that is properly marked



# DLA TROOP SUPPORT BUSINESS INTEGRITY

- **Caution Notice (p.5 of SOW)**
- **FAR 3.10 Contractor Code of Business Ethics and Conduct**
- **FAR 52.203-13, Contractor Code of Business Ethics and Conduct**
- **Policy**
  - **Government contractors must conduct themselves with highest degree of integrity and honesty**
  - **Contractors should have a written code of business ethics and conduct**
  - **Ethics and compliance training program and internal control system that**
    - (a) **Are suitable for size of company and extent of Government contracting**
    - (b) **Facilitate timely discovery and disclosure of improper conduct**
    - (c) **Ensure corrective measures are promptly instituted and carried out**
- **Used in contracts/solicitations over \$5.5 Million/in excess of 120 days**
- **Flow down to subcontractors valued in excess of \$5.5 Million/120 days**
- **All disclosures of violations of False Claims Act or Federal criminal law shall be directed to DODIG/Contractor Disclosure office with a copy to the Contracting Officer**



# **DLA TROOP SUPPORT BUSINESS INTEGRITY**

**DODIG Contractor Disclosure Program  
Program Manager**

**DoD Office of the Inspector General  
Investigative Policy and Oversight  
Contractor Disclosure Program  
4800 Mark Center Drive, Suite 11H25  
Arlington, VA 22350-1500**

**Toll Free Phone 866-429-8011 or 703-604-8711 (fax: 571-372-7457)**

**Website: <http://www.dodig.mil/programs/CD/index.html>**



# **THANK YOU FOR ATTENDING THE AFGHANISTAN PRE-PROPOSAL CONFERENCE**