



# DEFENSE LOGISTICS AGENCY

## AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



Bulk P[REDACTED] Products  
Atlantic[REDACTED] Mediterranean  
(AE)[REDACTED] 0701



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# AGENDA

## INTRODUCTIONS

## PRESENTATION – PART I

- Supplier Relations Overview
- AEM Overview
- Inventory Planning Overview
- Quality Technical Overview
- Quality Assurance Overview

## LUNCH

## PRESENTATION – PART II

- Offer Entry Tool (OET) Overview
- Bid Evaluation Model (BEM) Overview

## BREAK OUT SESSION

Source Selection Information – See FAR 2.101 & 3.104 / For Official Use Only



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### DLA ENERGY SUPPLIER OPERATION [REDACTED] [REDACTED]



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# DLA Energy Supplier Operations

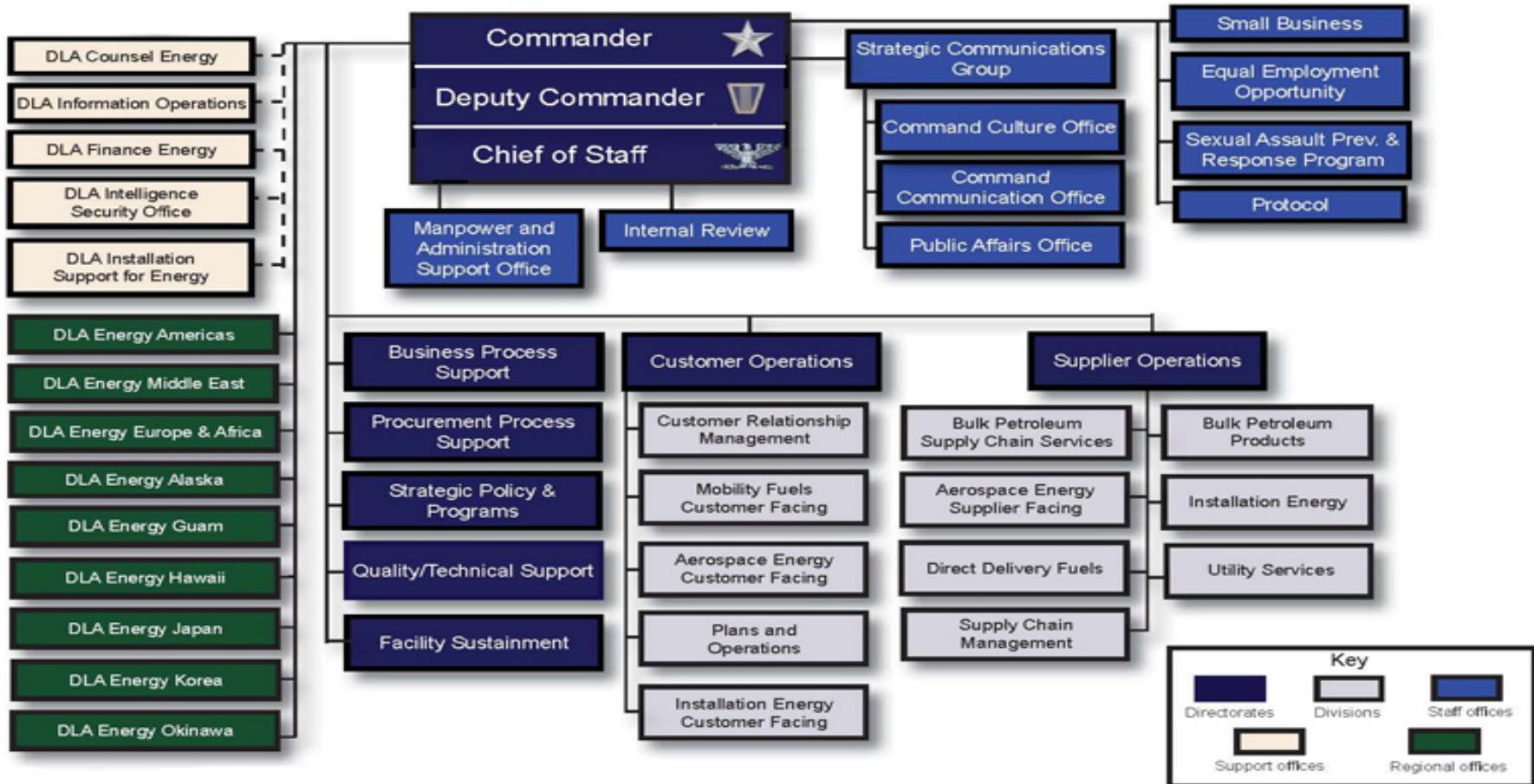


## AGENDA:

- Introduction
- DLA Energy Organization Overview
- DLA Energy Business Profile and Approach
- Supplier Operations Organization Overview
- Industry Engagement Objectives

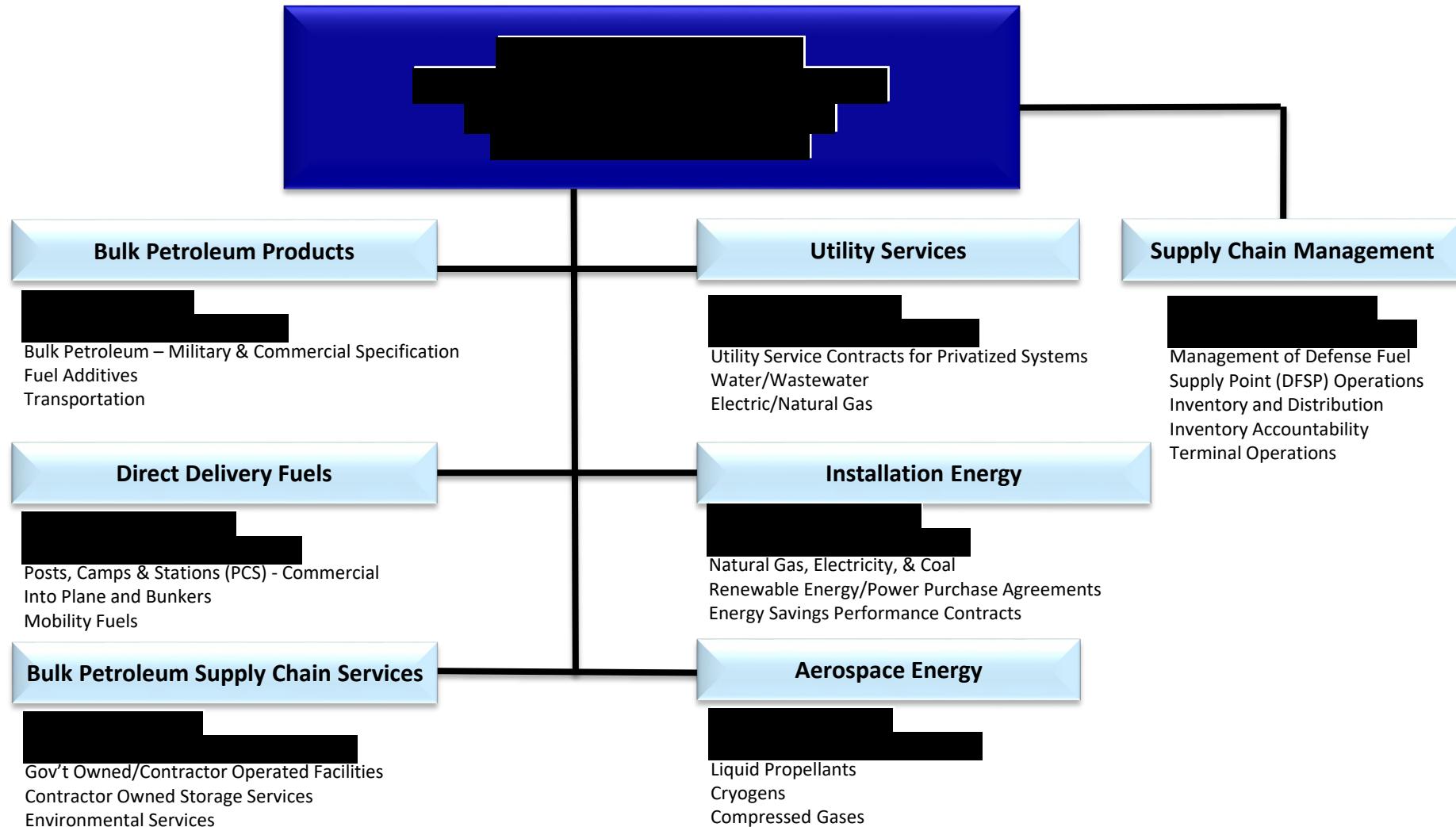


# DLA Energy Organization





# Supplier Operations Organization

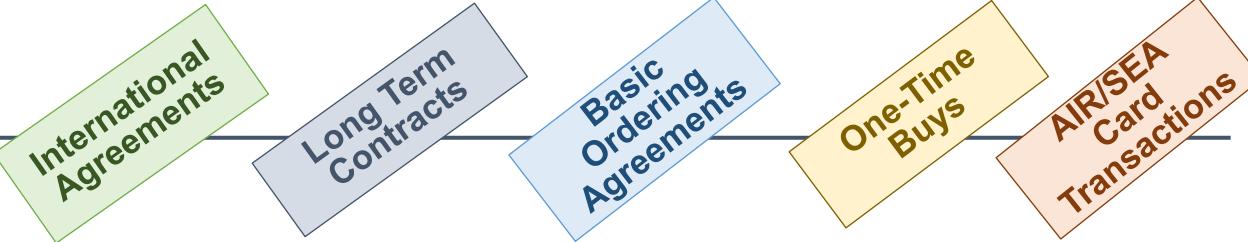




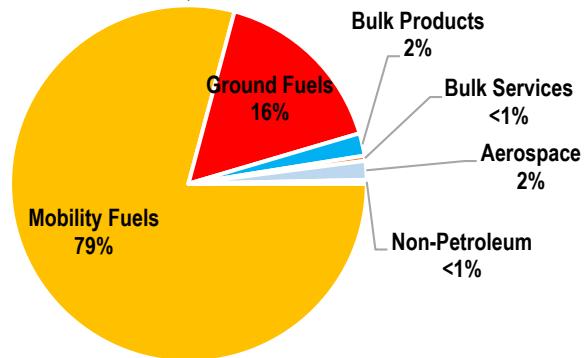
# Business Profile and Approach

STRATEGIC

TACTICAL

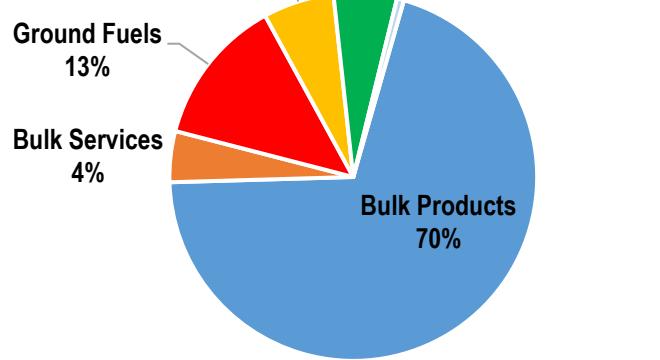


FY17 Contract Actions= 235,342

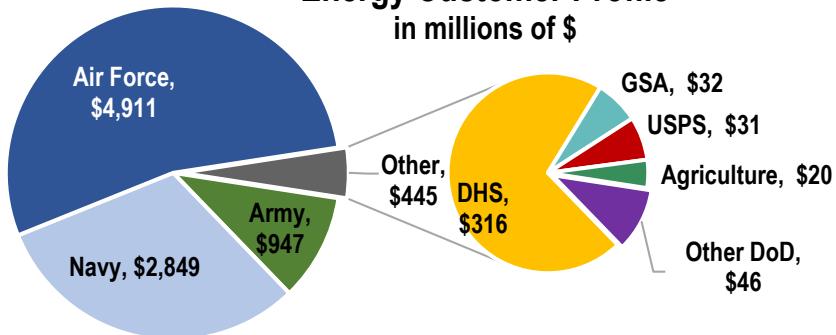


FY17 Spend= \$8B

Mobility Fuels 6%  
Non-Petroleum 6%  
Aerospace 1%



Energy Customer Profile  
in millions of \$



- Focus on Long Term contracts (e.g. IDIQ and requirements)
- 70% of Spend is in Bulk Petroleum Products
- 80% of Contract Actions are in the Mobility Fuels Program
- Approximately \$8B in Annual Contract Awards



# DLA Industry Engagement Objectives



*Developing DLA-Industry Relationships Based on Mutual  
Understanding and Responsiveness,  
Enabling Better Acquisition Outcomes for the Warfighter*

**Focus Area I: Supplier Communication and Interaction**

**Focus Area II: Balancing Business Decisions and Fiduciary Responsibilities**

**Focus Area III: Supplier Feedback Management and Advocacy**

**FA IV: Drive Efficiencies and Innovation in Our Business**

**FA V: Assess and Mitigate Supply Chain Risk**



# Upcoming Event and Contact



## Upcoming Event:

- Worldwide Energy Conference at the Gaylord National Hotel and Convention Center, National Harbor, Maryland
- May 20-22, 2019
- Visit [www.wwenergyconference.com](http://www.wwenergyconference.com) for registration information



## Point of Contact:

[REDACTED]

Supplier Advocate

Phone: [REDACTED]

Email: [REDACTED]



# Q&A





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### AEM OVERVIEW



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# AEM TEAM



## AEM BULK PETROLEUM PRODUCTS - POINTS OF CONTACT

|            |            |            |            |
|------------|------------|------------|------------|
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |
| [REDACTED] | [REDACTED] | [REDACTED] | [REDACTED] |

\*Note: The Contracting Officer is the only Government representative with the authority to execute and modify contracts.



[REDACTED]

Tara Upchurch

■ Contract Specialist

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



# AEM SPE602-19-R-0701



## REQUIREMENTS

|                                      |                 |
|--------------------------------------|-----------------|
| ➤ F76 (Fuel, Naval Distillate; 1.1B) | 73,000,000 USG  |
| ➤ JA1 (Turbine Fuel, Aviation; 1.1I) | 205,000,000 USG |
| ➤ JP5 (Turbine Fuel, Aviation; 1.1D) | 43,000,000 USG  |
| ➤ JP8 (Turbine Fuel, Aviation; 1.1I) | 105,000,000 USG |

*Note: Requirements estimates are based on past consumption as received from DLA Energy Inventory & Distribution demand planning considering historical trends, and Service input on mission changes.*

## DELIVERY MODES

- FOB Origin Tanker; FOB Origin/Destination Pipeline

*Note: FOB Destination Tankers will not be evaluated*

## ORDERING PERIOD

- Date of Award – June 30, 2020

## DELIVERY PERIOD

- July 1, 2019 – June 30, 2020; plus a 30-day carry-over period



# SOLICITATION

## COMPETITION

- Full and Open Competition
- No Small Business (SB) Set-asides

## CONTRACT TYPE

- Multiple Awards
- Indefinite Delivery, Indefinite Quantity (IDIQ) contracts with 75% minimum lift guarantee
- Fixed-Price with Economic Price Adjustment (EPA)
- Payment Terms: Net 15-days



# SOLICITATION



## SOLICITATION SECTIONS

- Section B, Supplies or Services and Prices/Costs
- Section C, Descriptions/Specifications/Statement of Work
- Section D, Packaging and Marking
- Section E, Inspection and Acceptance
- Section F, Deliveries or Performance
- Section G, Contract Administration Data
- Section H, Special Contract Requirement
- Section I, Contract Clauses
- Section J, List of Documents, Exhibits and Other Attachments
- Section K, Representations, Certifications, and other Statements of Offerors or Respondents
- Section L, Instructions, Conditions, and Notices to Offerors or Respondents
- Section M, Evaluation Factors for Award



# SOLICITATION



## OFFER EVALUATION

### BEST VALUE SOURCE SELECTION:

Lowest Price, Technically Acceptable (LPTA)

#### ✓ **FACTOR 1: TECHNICAL ACCEPTABILITY**

A technically acceptable offer meets the Government's supply and schedule requirements

- Subfactor 1: Supplies or Services and Prices/Cost, Section B
- Subfactor 2: Description/Specifications/Statement of Work, Section C
- Subfactor 3: Inspection and Acceptance, Section E
- Subfactor 4: Deliveries or Performance, Section F



# SOLICITATION



## OFFER EVALUATION (Continued):

### ✓ **FACTOR 2: PRICE**

- DLA Energy uses a computer evaluation model, the BEM, to factor in numerous variables
- Variables include proposed prices, fuel types, min/max award quantities, shipping locations, shipment mode capabilities, min/max cargo sizes, customer receipt locations, receipt mode capabilities, and conditions included in the offerors' proposals
- The BEM calculates overall distribution of fuel from offerors' facilities to specific customer locations that represent the lowest total combination of price for product and transportation



# SOLICITATION

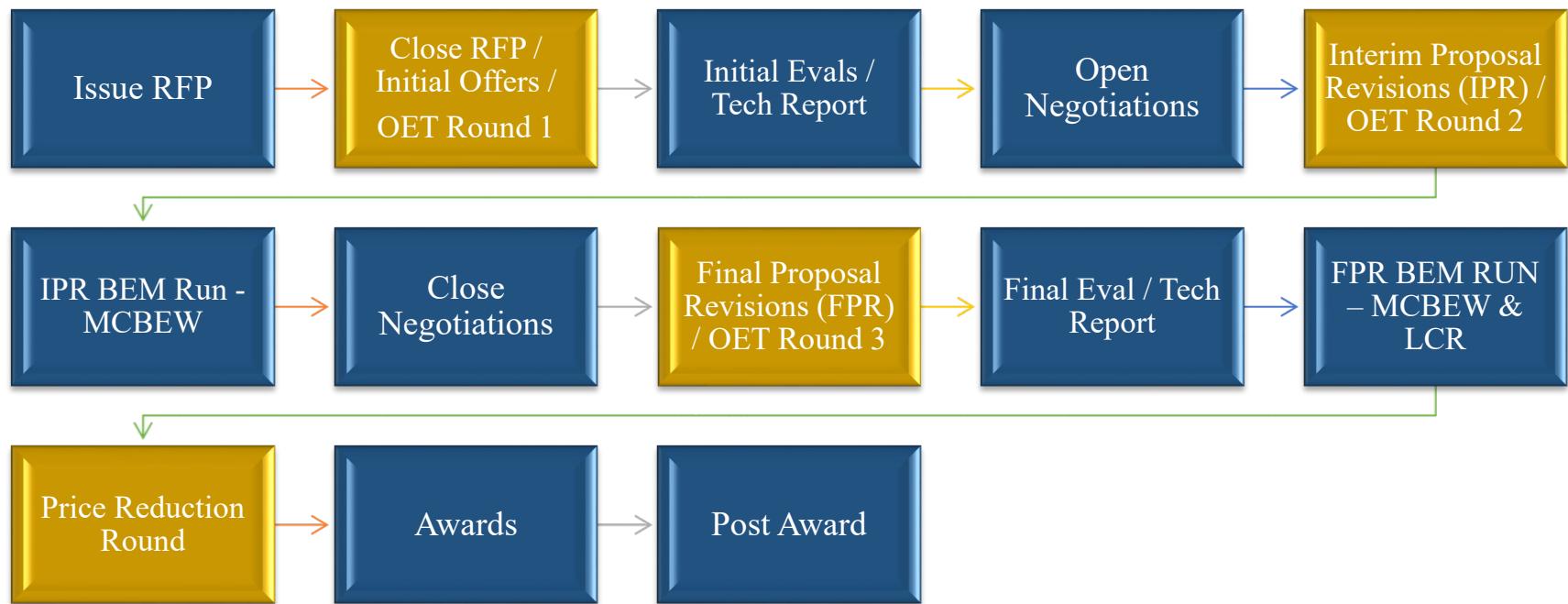


## PRICE REDUCTION ROUND PROCESS (formerly Reverse Auction Round)

- After closing of negotiations and if requested, submission of final proposal revisions (FPRs), offerors may be given the opportunity to provide a further discount during the Price Reduction Round
- Each Offeror will be provided their own Minimum Cost Bid Evaluation Worksheet (MCBEW) and a Laid Down Cost Report (LCR). Offerors can review these report to determine whether their current pricing is successful at any location to which they are evaluated
- Offerors can then access the Offer Entry Tool to reduce their final offered price to make their proposal more competitive
- Multiple Price Reduction Rounds may be conducted
- After all Price Reduction Rounds, a final BEM will be run to determine the lowest laid down cost and overall bid award pattern



# PROCUREMENT PROCESS



KEY  
Contracting/Technical  
Offeror Input

Source Selection Information – See FAR 2.101 & 3.104 / For Official Use Only



# Q&A





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### Inventory Planning Overview



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# INVENTORY MANAGEMENT / TECHNICAL EVALUATION



[REDACTED]



# TECHNICAL EVALUATION



## ➤ Lowest Price, Technically Acceptable (LPTA)

- ✓ Source Selection Evaluation Board (SSEB)
  - Comprised of representatives from Inventory, Tankers, Transportation, Quality Assurance, and Product Technology & Standards
- ✓ Board reviews offers submitted through the Offer Evaluation Tool (OET)
- ✓ Cannot over-emphasize the need to ensure the OET offer is fully completed. Missing details may result in sections being rated as Unacceptable from the SSEB.



# TECHNICAL EVALUATION (CON'T)



## ➤ Evaluation Factors – Section M of Solicitation

- ✓ Section B, Supplies or Services
- ✓ Section C, Description/Specs/Statement of Work
- ✓ Section E, Inspection and Acceptance
- ✓ Section F, Deliveries or Performance



# TECHNICAL EVALUATION (CON'T)



## ➤ Examples of missing data include:

- ✓ Mode, Min/Max Quantities, Shipping Point
- ✓ Min/Max Parcel Size, Lift Interval, Max Monthly Qty
- ✓ Quality Exceptions/Waivers (if applicable)
- ✓ Quality Control Plan
- ✓ Tanker/Port Details ([map coordinates for loading facility](#))
- ✓ Shipping Rate in BBL/HR
- ✓ Truck Loading Rack Details



# Q&A



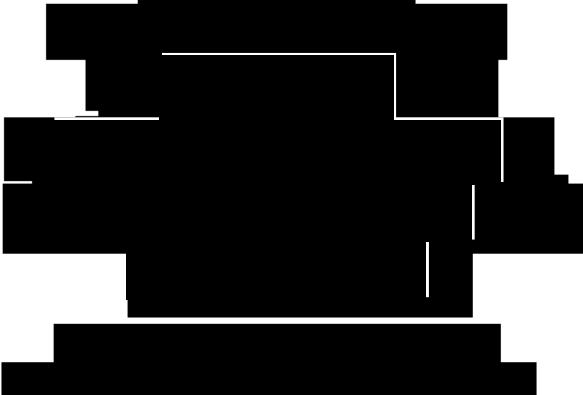


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# Quality Support



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# OVERVIEW



- C-QAP Updates
- F-76
- Aviation Fuel (Jet A, JP-5, JP-8)



# F-76 Fuel



**Specification: MIL-DTL-16884P (Sept 2017)**

**QAP: C16.23 (Dec 2018)**

- Flash Point Requirement Change
  - OLD: 60°C minimum (62.5°C for multi-product pipeline)
  - NEW: 62.5°C minimum for ALL origin offers
- F76 Traceability Sheet



# F-76 Traceability Sheet



## F-76 Traceability Signature Page

|                                  |  |
|----------------------------------|--|
| Contract or Solicitation Number: |  |
| CLIN:                            |  |
| Order Number:                    |  |
| Shipment Number:                 |  |

Traceability OPTION selected per paragraph e.5 (circle or otherwise indicate which one of the three options is chosen):

OPTION 1

OPTION 2

OPTION 3

F-76 fuel supplied under the above contract, CLIN, order number and shipment number maintains traceability with respect the materials composition, additives and their concentration levels. This signed statement certifies that at no point have any unauthorized un-hydrotreated light cycle oils, other unauthorized materials, or additives been blended into the final product or any of its associated blend components per the most recent revision of MIL-DTL-16884 at date of contract award. All materials and additives are listed below. The percentage of each material as defined in sections 3.2, 3.2.2, and 3.2.3 (i.e. refined hydrocarbon distillate fuel, Fischer-Tropsch, Hydroprocessed Renewable Diesel, etc.) and the concentration level for each additive are also shown. For the purposes of the offeror submission this signed statement attests that no unapproved additives or materials will be added to batches or components of batches of F-76 for delivery under government contracts.

|               |  |
|---------------|--|
| Signature:    |  |
| Printed Name: |  |
| Title:        |  |
| Company Name: |  |
| Date:         |  |

| Material | Percent |
|----------|---------|
|          |         |
|          |         |
|          |         |
|          |         |

| Additive | Concentration | Responsible Party for Injection |
|----------|---------------|---------------------------------|
|          |               |                                 |
|          |               |                                 |
|          |               |                                 |
|          |               |                                 |



# Jet A Fuel



**Specification: ASTM D1655-18a**

**QAP: C16.08 (May 2018)**

- Formatting changes
- Added environmental clause, disclaimer



# JP-5 Fuel



**Specification: MIL-DTL-5624W (March 2016)**

**QAP: C16.01 (April 2018)**

- Included 30-day time frame requirement for shipping of 20mL samples to NRL (Navy Research Lab)
- Grammatical/formatting changes



# JP-8 Fuel



**Specification: MIL-DTL-83133K (July 2018)**

**QAP: C16.64-1 (Oct 2018)**

- Formatting Changes
- Added environmental clause



# ASTM D1319 Issue



- ASTM D1319: Aromatics Test
  - Affects aviation fuel (Jet A, JP5, JP8)
- Dye Shortage
  - Can not certify aviation fuel to ASTM D1655, DEF-STAN 91-091, MIL-SPEC
  - Do NOT use lot numbers higher than 3000000975
- Requirement will **NOT** be waived



# ASTM D1319 Issue



- Alternative Method(s)
  - D6379
    - Found in D1655-18a, MIL-DTL-5624W, MIL-DTL-83133K
- ASTM Ballot



# BIOFUELS



- Supports the U.S. Navy Great Green Fleet Initiative
- MILSPEC F-76/JP5
  - *Max 50% HEFA and FT blends, Max 10% SIP blends*
- Jet A-1
  - *Max 50% HEFA and FT blends, Max 10% SIP blends*
- *Biofuel offers are encouraged; however, it should be noted that Commodity Credit Corporation (CCC) funds are not available under this procurement. Biofuel offers must be competitive with standard petroleum products.*



# CONTACT INFORMATION





# Q&A





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# QUALITY ASSURANCE PROVISIONS (QAPs)

**Pursuant to FAR 52.212-1**, the offeror must demonstrate an understanding of the quality assurance requirements in Quality Assurance Provisions (QAPs) E1 CONTRACTOR INSPECTION RESPONSIBILITIES (DLA ENERGY SEP 2013) and E1.21 CONTRACTOR INSPECTION RESPONSIBILITIES (JET A/A-1)(BULK/PC&S)(DLA ENERGY FEB 2014) of the solicitation.

Accordingly, offerors must indicate one of the following and submit the required documentation for review with their initial offer:

- A copy of the dated coversheet and table of contents of an existing Quality Control Plan (QCP), no more than 24 months old.
- An outline, not to exceed two pages in length, of a proposed QCP describing the offeror's current inspection system and quality assurance procedures, with references to the corresponding requirements in E1 and/or E1.21.



# DLA Energy Quality Assurance Provisions (QAPs) E1

## Contractor Inspection Responsibilities



### **This contract provision applies to:**

1. All aviation fuel, lubricating oil, and additive shipments
2. All Bulk and Posts, Camps, and Stations non-aviation fuel shipments via pipeline or waterborne transport.

### **Quality Control Plan:**

1. Receiving, Blending and Compounding
2. Sampling
3. Testing
4. Calibration
5. Storage and Handling
6. Loading and Shipping
7. Records and Reports
8. Corrective Action



## This contract provision applies to:

1. Jet A / Jet A-1, with or without additives, shipped into fungible pipeline systems or transported by Tank Truck/ Trailer and Rail Car.

**Quality Control Plan** – The contractor shall, as a minimum, have a Company Plan in effect that supports all aviation fuel produced for this contracting period. The following minimum elements are required in the Company Plan:

1. Full Specification Testing to include Certificate of Quality (COQ)
2. Procedures for injecting additives
3. Inspection Procedures
4. Aviation fuel via P/L shipments must meet P/L Company spec
5. Documentation (COQ, BOL)



# E QUALITY ASSURANCE PROVISIONS (QAPs)



## Other “E” QAPs:

- E12 Point of Acceptance – defines where Acceptance takes place.
- E21.01 Point of Inspection – where Gov’t inspection takes place. Normally inspection occurs at Origin.
- E22 Inspection Offices – Which Region covers which OCONUS locations.
- E35 – Non Conforming Supplies – Defines Deviations, Extraordinary Situations and Waivers. Request must be submitted to Contracting.
- E40.01 Material Inspection and Receiving Report (MIRR) for data entry into WAWF/iRAPT – Marine, Pipeline, Tank Truck, Rail Car and Intermodal Container shipments.



# Q&A





# LUNCH BREAK

ENJOY  
HOULIHAN'S!

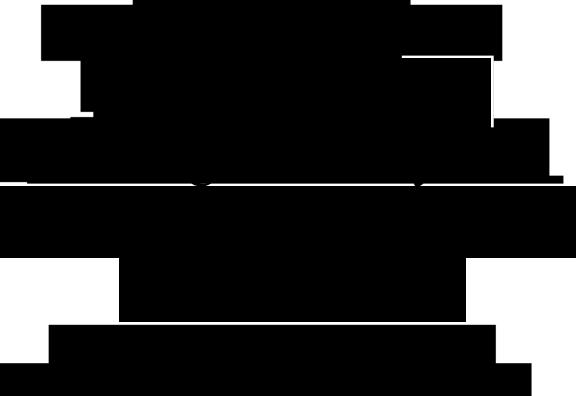


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## OFFER ENTRY TOOL (OET)



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# OFFER ENTRY TOOL (OET)



## Bulk OET

- An electronic tool for use in submitting offers under DLA Energy Bulk Fuels solicitations
- Replaces some or all of the hard copy offer submission package
- URL: <https://offerwizard.dla.mil/bulkoet/bulkoet.html>

## Bulk vs Direct Delivery OET

- Different systems

## Is OET required?

- Solicitation will state if OET is mandatory
- Offers submitted via OET must still comply with solicitation closing date/time



# SOLICITATION/OET SEQUENCE



- Solicitation posted to Federal Business Opportunities (<https://www.fbo.gov/>)
- Solicitation published to OET with Open/Close date to match solicitation
  - Vendors that have selected to receive email notification on specific Bulk programs will automatically be notified by e-mail of OET postings
- Vendor inputs/submits offer in OET
- After OET round closes, DLA imports offers directly to Bid Evaluation Model (BEM) for review/evaluation



# OET ROUNDS EXAMPLE





# OET OFFER SEQUENCE

## Initial

- Required for all OET solicitations
- An offer must be submitted to be eligible for later rounds

## Interim

- Use at the Contracting Officer's discretion
- There may be more than one interim round
- Participation optional
  - If no offer submitted on an interim round, previously offered data is retained.

## Final Proposal Revision

- Last standard round

## Reverse Auction

- Use at the Contracting Officer's discretion
- There may be multiple rounds
- Only price can be changed



# MINIMUM OFFER REQUIREMENT



- ❑ The following information is the minimum that must be included to successfully submit an offer in OET
  - At least one shipping point must be identified in the Shipping Point Physical Abilities Table
  - At least one FOB Origin or FOB Destination Bid
    - Must include shipping point, product, max quantity, mode, product price, additive costs (if any)
  - Electronically sign SF1449
  - Complete Offer Submission Data (OSP) portion of OET package



# OBTAINING OET ACCESS



## 1. Obtain a **CAGE CODE** for your company

- CAGE code assigned when registration in System for Award Management (SAM) is complete
- <https://www.sam.gov/>
- OET account is linked to your CAGE code(s)
- One OET account can have multiple CAGE codes
- Multiple Users per CAGE code allowed

## 2. Create an account in the Account Management And Provisioning System (AMPS) to apply for OET access

- <https://amps.dla.mil/oim>



# OBTAINING OET ACCESS



## 3. Log into your AMPS account to request the OET role

- Click on ‘Energy Applications’ on the Browse Roles by Application Tab
- Select ‘Energy OET’
- Select ‘Energy OET Prod – Bulk Vendor Role OET -105’
- Complete all information and submit request
  - During initial account request list all CAGE codes you will be using to submit offers in the CAGE Code for Bulk Fuels attribute field

## 4. Username and password will be sent to you via email

- User ID and Password for AMPS are NOT the same as for BULK OET



# INITIAL LOG IN TO OET



## OET URL

- [https://offerwizard.dla.mil/epst\\_oet/oet.htm](https://offerwizard.dla.mil/epst_oet/oet.htm)

## Change Password

- Minimum 15 characters
- At least 1 Upper case, 1 lower case, 1 number, 1 special character

## Update 'My Account' information

- Company Name for SF1449 and BEM
- E-mail address for notifications and password resets
- Company size status
- Buy Selection used to filter solicitations you will see



# OET SOLICITATION MENU



**BULK OET** Current Solicitation: SPE60017R07040002 Round: 1 - 17R0704 Initial OET Round 23 Days 23:01:41 Until Bid Round Closes [By Account](#) [Logout](#)

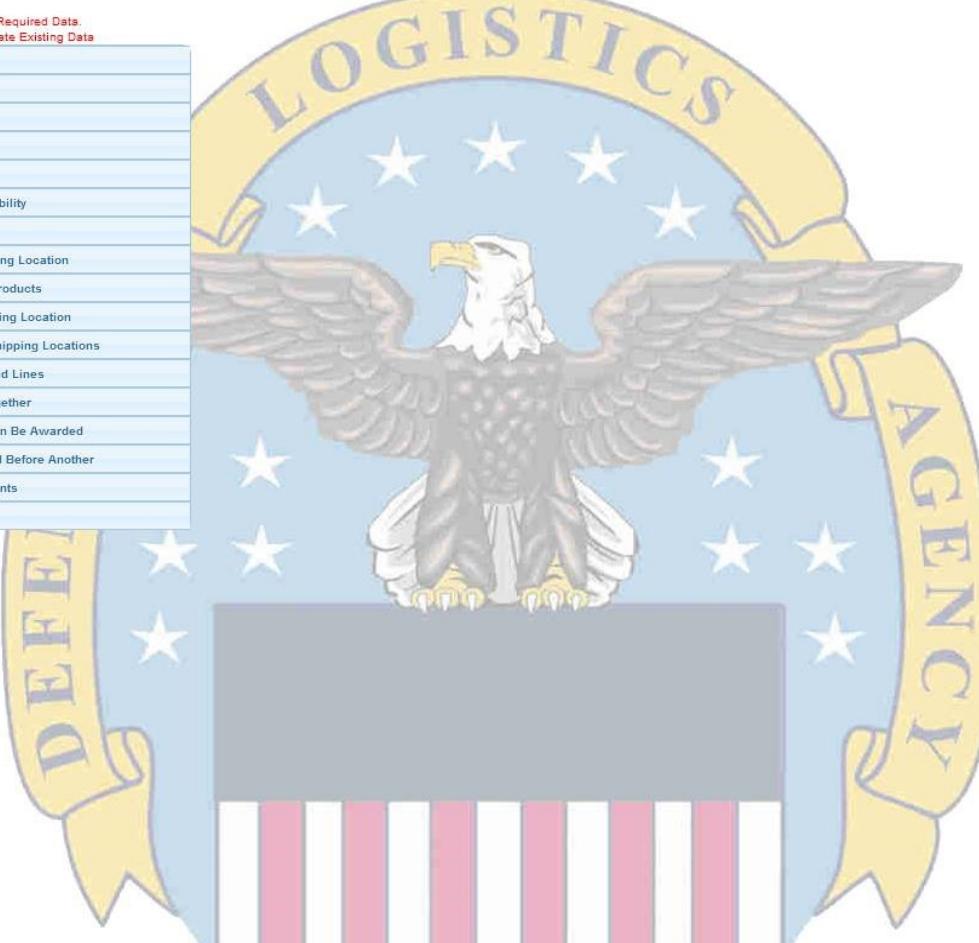
Round Open: 12/15/2016 00:00 (Eastern) Round Close: 02/10/2017 15:00 (Eastern)

**NOTE:**

- Menu Options Marked With \* Indicate Required Data
- Menu Options Marked in CHECK Indicate Existing Data

\* Shipping Point Physical Abilities  
\* Enter Bids  
Origin Bid Offers  
Destination Bid Offers  
Offer Conditions  
Overall Min/Max Quantity Availability  
Overall Max By Product  
Overall Max By Product & Shipping Location  
Min/Max For A Combination Of Products  
Min/Max For An Individual Shipping Location  
Min/Max For A Combination of Shipping Locations  
Min/Max For A Combination Of Bid Lines  
Offers That Must Be Awarded Together  
Offers Where Only 1 Of Group Can Be Awarded  
Offers Where 1 Must Be Awarded Before Another  
View / Upload Bid Package Documents  
\* Submit Offer Package

[Offer Submission Data](#)  
[Bid Package Report](#)  
[Change Solicitation](#)





# BEST BUSINESS PRACTICES



## □ Access

- Ensure that vendor allows enough time to gain access. Access will have to go to multiple levels of approvals
- Ensure that access to OET account is active
- Do not share OET access, each user should have his/own account
- Only the Account holder can submit for reset of account/password
- One account can have multiple CAGE codes

## □ Account Settings

- To receive notification of published solicitations from the OET, ensure specific buy program(s) are selected
- Ensure email listed under Account Settings is correct
- If you are not receiving emails, check your Junk mail and internal firewall setting



# BEST BUSINESS PRACTICES



## □Submitting Offers

- Entry to the OET is real time and auto-save
- Ensure any conditions entered does not conflict with each other
- Must select “Submit Offer Package” to submit offer
- To check if your offer has been entered in the OET, click on the Bid Package Report. This report will reflect what the vendor entered in the OET real time. If the offer data has been submitted, the vendor will receive an email. There will also be a time and date stamp next to the Submitted: field in the header of the report.
- Once an offer is submitted and the vendor goes back to the offer screen, the vendor will receive a message if he/she would like to view or edit the offer. If the vendor selects edit and make changes and does not submit the offer, the last submitted offer will be evaluated.



# GETTING HELP WITH OET



- OET User Manual
  - Available on the OET main page
  - <https://offerwizard.dla.mil/bulkoet/bulkoet.html>
- For questions specific to the offer, please contact the Contracting Officer listed on the solicitation
- For questions concerning the functionality of OET, please contact:  




# Q&A



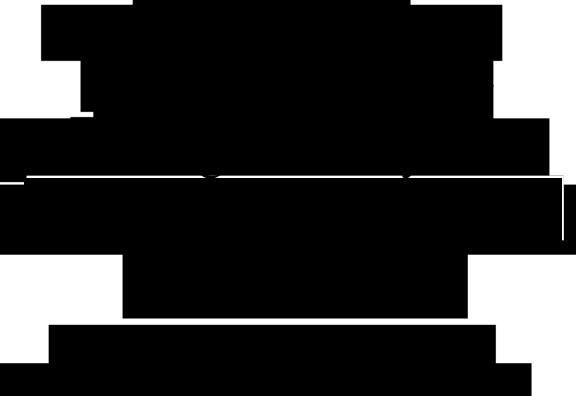


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### Bid Evaluation Model (BEM)



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# BID EVALUATION MODEL (BEM)



- ❑ The Bulk BEM is a mixed-integer linear optimization program used to find the minimum **laid down cost** for the entire requirements of a purchase program.
- ❑ Laid Down Price includes:
  - The offered product price
  - All transportation costs
  - All additive costs
  - All intermediate DFSP distribution costs (fixed and variable costs)
    - Excess throughput charges
    - Unique costs for specific receipt mode
  - Offer specific evaluation factors
    - Base Reference Price Adjustment factors
  - Offer Conditions



# OFFER CONDITIONS

## Offer Conditions

- OET provides you with the opportunity to define your offer in great detail by defining the conditions applicable to your offer
  - You do NOT have to use any conditional statements
  - You CAN use more than one conditional statement
- Supports evaluation of complex offers
  - Tiered pricing
  - Block pricing
  - Volume restrictions (Minimums and Maximums)
  - Multiple load capabilities (modes of transportation)
  - Parcel size limitations
  - Additive injection capabilities
  - Offer conditions such as 'Either/Or and One before Two'
- Conflicting Conditions
  - Ensure your conditional statements do not conflict with each other (i.e.: Stating your minimum award by Tanker is 5 million and stating your overall maximum award is 3 million)



# EVALUATION EXAMPLE

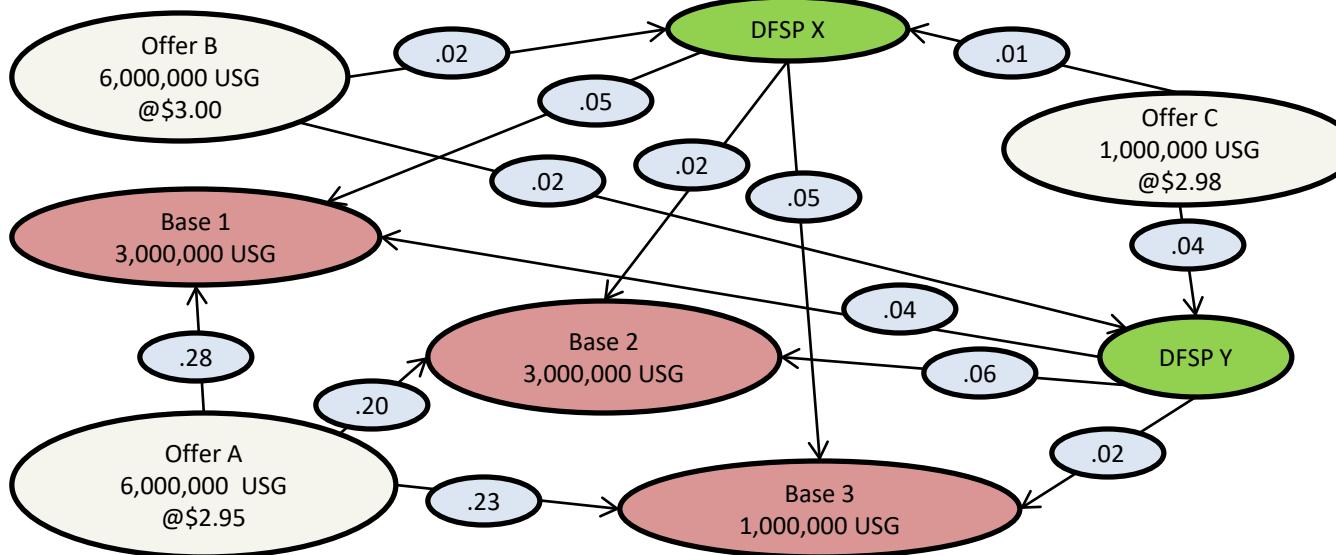


## Offers

- A: 6,000,000 USG by TT @ \$2.95/gallon
- B: 6,000,000 USG by PL @ \$3.00/gallon
- C: 1,000,000 USG by PL @ \$2.98/gallon

## Intermediate Depot Support Available

- Into X by PL, out by TT to all Requirements
- Into Y by PL, out by TT to all Requirements



## Requirements

- Base 1: 3,000,000 gallons received by TT
- Base 2: 3,000,000 gallons received by TT
- Base 3: 1,000,000 gallons received by TT

## Evaluated on Offered Price Only:

Req 1 – Offer A (total cost \$3.23/gal)

Req 2 – Offer A (total cost \$3.15/gal)

Req 3 – Offer C (total cost \$3.04/gal)

**Total cost: \$22,180,000**

## Evaluated on Laid-Down Cost:

Req 1 – Offer B (total cost \$3.07/gal)

Req 2 – Offer C (total cost \$3.01/gal)

Req 2 – Offer B (total cost \$3.04/gal)

Req 3 – Offer B (total cost \$3.04/gal)

**Total cost: \$21,340,000**

**\$840K Savings**

**Distribution Plan Generated**

PL = Pipeline; TT = Tank Truck

## Transportation Rates

A to 1 (TT): .28/gallon

A to 2 (TT): .20/gallon

A to 3 (TT): .23/gallon

B to X (PL): .02/gallon

B to Y (PL): .02/gallon

C to X (PL): .01/gallon

C to Y (PL): .04/gallon

X to 1 (TT): .05/gallon

X to 2 (TT): .02/gallon

X to 3 (TT): .05/gallon

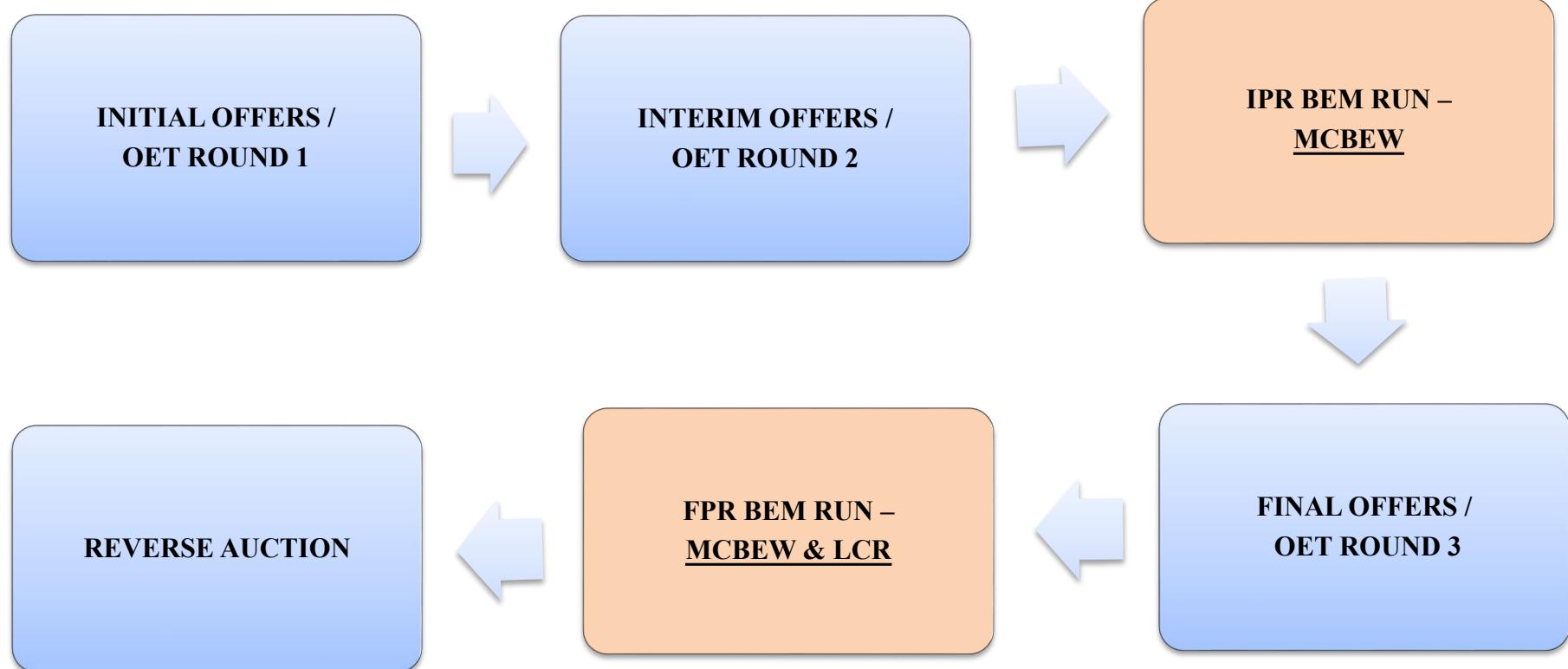
Y to 1 (TT): .04/gallon

Y to 2 (TT): .06/gallon

Y to 3 (TT): .02/gallon



# BEM ROUNDS





# BEM EVALUATION REPORT



## Minimum Cost Solution Bid Evaluation Sheet

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Buy Name: Sample Report Run Description: For producing sample MCBEW reports Last Saved: 02/01/2017

Products: JA1 - JAA - JP4 - JP5 - F76 - JP8

Purchase Program Numbers: 22B - 22D - 25B

FOR PRODUCT JAA IN TIME PERIOD 0

| Item No          | Destination               | Quantity Required | Set-Aside Qty | 8A Quantity | Percentage of Demand Allowed By Mode |            |                 |       |          |
|------------------|---------------------------|-------------------|---------------|-------------|--------------------------------------|------------|-----------------|-------|----------|
|                  |                           |                   |               |             | K                                    | B          | P               | C     | T        |
| 000063           | KINGSLEY FLD OR 857681240 | 7,000,000         | 6,300,000     | 0           | 0.00%                                | 0.00%      | 0.00%           | 0.00% | 100.00%  |
| <b>Company</b>   |                           |                   |               |             |                                      |            |                 |       |          |
| Time Per Offered | Shipping Point/Terminal   | Quantity Bid      | Mode          | Bid Price   | Total Add                            | Total Eval | Laid Down Price |       |          |
|                  | VENDOR #3                 | 31,265,000        |               | 1.183340    | 0.006013                             | -0.057904  |                 |       |          |
| 0                | Cherry Point WA           | 844140302         | K             |             |                                      | 0.000000   |                 |       | 1.131449 |
|                  | DFSP VANCOUVER WA         | 849990000         | T             | 0.230000    |                                      | 0.000000   |                 |       | 1.361449 |
| <b>VENDOR #3</b> |                           |                   |               |             |                                      |            |                 |       |          |
| 0                | Cherry Point WA           | 247,000,000       |               | 1.112340    | 0.006013                             | -0.057904  |                 |       | 1.131849 |
|                  | DFSP VANCOUVER WA         | 844140302         | K             | 0.071400    |                                      | 0.000000   |                 |       | 1.361849 |
|                  | DFSP VANCOUVER WA         | 849990000         | T             | 0.230000    |                                      | 0.000000   |                 |       | 1.361849 |
| <b>VENDOR #3</b> |                           |                   |               |             |                                      |            |                 |       |          |
| 0                | Cherry Point WA           | 247,000,000       |               | 1.112340    | 0.006013                             | -0.057904  |                 |       | 1.166801 |
|                  | DFSP SELBY CA             | 844140302         | K             | 0.106352    |                                      | 0.000000   |                 |       | 1.262880 |
|                  | DFSP VANCOUVER WA         | 876142270         | K             | 0.096079    |                                      | 0.000000   |                 |       | 1.492880 |
|                  | DFSP VANCOUVER WA         | 849990000         | T             | 0.230000    |                                      | 0.000000   |                 |       | 1.492880 |



# LAID DOWN COST REPORT (LCR)



## Laid Down Cost Report

07/11/2018 17:16:36

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Buy Name: IEG 17R0718 OET R5   Description: IEG 17R0718 REVERS   Last Saved: 01/05/2018

Products: JAA - JP5 - JP8 - F76

Purchase Program Numbers: 22C - 25A - 22A

FOR PRODUCT F76 IN TIME PERIOD 0

| Item   | Destination        | Quantity Required |                 |  |
|--------|--------------------|-------------------|-----------------|--|
|        |                    | Quantity Awarded  | Laid Down Price |  |
| 000194 | DFSP CRANEY ISLAND | 119,750,000       |                 |  |
|        | Awarded Qty        | 119,750,000       | 1.444625        |  |
| 000195 | NSA PANAMA CITY    | 137,000           |                 |  |
|        | Awarded Qty        | 137,000           | 1.620157        |  |
| 000196 | DFSP GUANTANAMO BA | 12,640,000        |                 |  |
|        | Awarded Qty        | 12,640,000        | 1.492188        |  |
| 000197 | NAVSUBBASE KINGS B | 975,000           |                 |  |
|        | Awarded Qty        | 975,000           | 1.511538        |  |
| 000198 | DFSP MAYPORT       | 14,500,000        |                 |  |
|        | Awarded Qty        | 14,500,000        | 1.606728        |  |
| 000199 | NAVAL SUB BASE NEW | 1,019,000         |                 |  |
|        | Awarded Qty        | 1,019,000         | 1.742755        |  |



# SEQUENCE OF BEM RUNS



Base Run



8(A) Run



HUBZone Run



Small Business Set-Aside Run



Final Forced Run



# CONTACT INFORMATION



- ❑ For questions specific to an offer, please contact the Contracting Officer listed on the solicitation.
- ❑ For questions concerning the functionality of BEM please contact:  
[REDACTED]



# Q&A





# BREAK OUT SESSIONS

MEET IN THE  
WOODLAWN ROOM

