

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

DLA Land and Maritime

The logo of the Defense Logistics Agency (DLA) is centered in the background. It features a globe with a yellow banner at the top that says "LOGISTICS" and a yellow banner at the bottom that says "DEFENSE AGENCY". In the center of the globe is an eagle with its wings spread, perched on a shield with vertical red and white stripes. The word "DEFENSE" is written vertically on the left side of the globe, and "AGENCY" is written vertically on the right side.

Submitting ALTERNATE OFFERS

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Agenda

- **What is an “Alternate Offer”**
- **When can an Alternate Offer be made**
- **“AO/SAR” Regulations / Guidance**
- **AO/SAR Tech Data Packages**
- **“Automated” Solicitations**
- **Where can I get more information**
- **Open Discussion**

Alternate Offer

What is an “Alternate Offer”?

An alternate offer is a Contractor’s technical data package with approved drawings, price proposal, etc that is submitted on NSNs that are CAGE code and Part Number buys. It is a package submitted for purposes of evaluation to secure your company as an “approved source”.

Alternate Offer

When can an Alternate Offer be made?

Alternate Offer / Source Approval Request (AO/SAR) can be made during a normal DIBBS bidding session, but you must bid as an Alternate Bid with Exception.

Depending upon the type of procurement, you may be able to quote for the immediate procurement, except in the case of an “automated” solicitation.

Automated solicitations have either the letter “T” or “U” in the 9th position of the Solicitation Number, such as:

“SPM7L0-10-T-xxxx” & “SPM7M0-10-U-xxxx”

And anytime for UNSOLICITED Proposals.

Alternate Offer

AO / SAR Regulations & Guidance:

FAR 15.6 “Unsolicited Proposals”

DLAD 52.217.9002 “Conditions for Evaluations and Acceptance of Offers for Part Number Items”

DAG 17.75 “Acquisition of Replenishment Parts”

DAG subpart 17.7501 -1 “Exact Product”

DAG subpart 17.7501 - 2 “Alternate Offers Policy”

DAG subpart 17.7501 - 3 “Alternate Offers Pre-Award Evaluation”

DAG subpart 17.7501 - 4 “Alternate Offers Post Award Review”

DAG subpart 17.7501 - 991”Tracking System for Alternate Offers”

Alternate Offer

AO/SAR Technical Data Packages, as prescribed in the DLAD 52.217.9002

- Offerors must furnish legible & complete copies of all drawings with appropriate signatures, technical specifications & other data necessary to clearly describe characteristics and features of the product being offered.
- Data submitted must cover design, material, performance, function, interchangeability, inspection &/or testing criteria and other characteristics of the offered product.
- The offeror must furnish signed drawings & other data covering the design, materials, etc. of the Exact Product cited in the Acquisition Identification Description (AID), when the data is not locally available to the procurement activity. This enables the evaluator to determine if the Offerors' product is equal to the product cited in the AID.

Alternate Offer

“Automated” Solicitations

- Automated solicitations have either the letter “T” or “U” in the 9th position of the solicitation number, such as:
“SPM7L0-10-T-xxxx” & “SPM7M0-10-U-xxxx”.
- If bidding on an automated solicitation, you must provide the “exact product”. This means the approved source manufacturer’s CAGE code and Exact part number, manufactured by or under contractual relationship with the approved source manufacturer, with evidence in order to qualify as a “Bid without Exception”. Any other product will be a “Bid with Exception” and be a AO/SAR.
- Note – AO/SARs will NOT be considered for the instant procurement under an automated solicitation. They will only be considered for FUTURE procurement requirements.

Alternate Offer

Processing AO/SARs – Fact # 1:

When bidding an alternate product submit your technical data, approved drawings & price proposals off-line to:

DLA Land & Maritime

Directorate of Business Process Support

Monitor (BPP)

P.O. Box 3990

Columbus, OH 43218-3990

Alternate Offer

(NOTE: for UPS or FEDEX - ZIP is 43213)

Or electronically submit to: DSCC AO-SAR@dla.mil

(Do Not send product samples with your Tech Data Package.)

Alternate Offer

Processing AO/SARs – Fact # 2:

- The *Cost Savings Threshold* is the total dollars saved by the Government, comparing the net differential of the proposed product unit price less the historical price DLA paid for the item, times the historical annual demand quantity of the item.
- Cost Savings Thresholds for AO/SAR processing:
 - \$200 if local DLA Land & Maritime only (Non-Critical NSNs)
 - \$1,500 minimum per Engineering Support Activity (ESA)
 - \$1,700-6,200 minimum amount of cost savings, if the package must be forwarded to an ESA (s) for further evaluation.

Alternate Offer

Processing AO/SARs – Fact # 3:

You must provide your CAGE code, the NSN & your Proposed Unit Price with any Quantity Price Breaks, your Technical Data Package - as well as the OEM (approved source) Technical Data Package*.

*** Option - if you can not get the OEM's technical data & drawings – you can arrange with DLA Land & Maritime Value Engineering to supply Reverse Engineering Test results, photographs and performance data. (Do not waste money buying OEM products on EBAY for 'reverse engineering', without discussions with our engineers first.)**

Alternate Offer

Where can I get more information?

DIBBS Info – <https://www.dibbs.bsm.dla.mil>

Bid Set Info – <https://pcf1.bsm.dla.mil/cfolders>

AO/SARs – dsc_ao-sar@dla.mil (submitting)

AO/SARs – john.blaine@dla.mil

Technical Info – Product Specialist via the Contracting Officer or the Alternate Offer Monitor

DLA L&M Small Business Office – 1-800-262-3272

Ohio PTAC Network – 1-800-848-1300