

DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

DLA LAND AND MARITIME

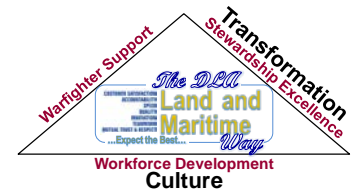
The background features the official logo of the Defense Logistics Agency. It consists of a globe with a yellow banner across the top that says "LOGISTICS". Below the globe is an eagle with its wings spread, perched on a shield with vertical red and white stripes. The shield is set against a blue background with white stars. The words "DEFENSE" and "AGENCY" are written vertically on either side of the shield.

Submitting ALTERNATE OFFERS

John Blaine, Analyst
Alternate Offer Monitor
Competition Advocate Office



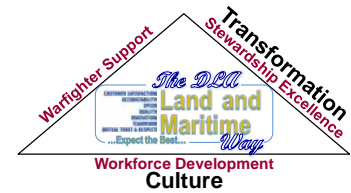
Agenda



- **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

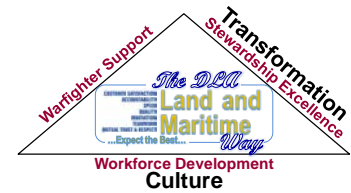


What is an “Alternate Offer”?

An alternate offer is a technical data package with approved drawings, price proposal, etc that is submitted by the Vendor on NSNs that are currently being solicited. 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”.

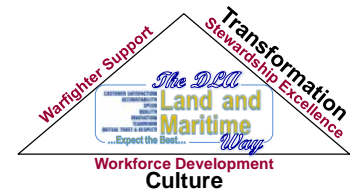
Automated solicitations have either the letter “T” or “U” in the 9th position of the Solicitation Number, such as:

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

You can submit at anytime an “unsolicited offer” to the Alternate Offer Monitor.



Alternate Offer



AO / SAR Regulations & Guidance:

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”

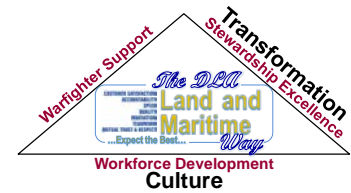
DAG subpart 17.7501 - 3 “Alternate Offers Pre-Award Evaluation”

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 product being proposed.
- The offeror must furnish approved drawings & other technical 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 will satisfy the requirements of 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 an “Alternate Offer” and require an AO/SAR package to be considered.
- Note – Alternate Offers 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 submitting an AO/SAR package submit your technical data, approved drawings, price proposals, etc off-line by either hard copy or stored .pdf formatted disk by U.S. Postal Service

to: DLA Land & Maritime

Alternate Offer Monitor (BPP)

Directorate of Business Process

P.O. Box 3990

Columbus, OH 43218-3990

OR via UPS or FEDEX to:

DLA Land & Maritime

Alternate Offer Monitor (BPP)

Directorate of Business Process

3990 East Broad Street

Columbus, OH 43213

Or submit on-line to: DSCC_AO-SAR@dla.mil



Alternate Offer

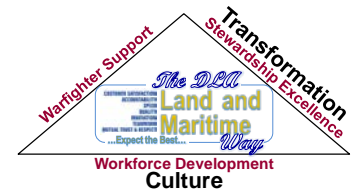


Processing AO/SARs – Fact # 2:

- The “*Cost Savings Threshold*” is the **total dollars** which may be saved by the Government, comparing the net differential of the proposed product unit price less the historical price DLA paid for the item, multiplied by the DLA historical **annual** demand quantity of the NSN 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:

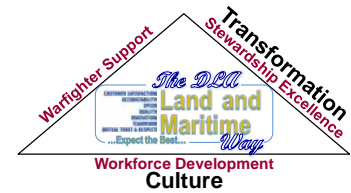
You must provide your CAGE code, the NSN & your Proposed Unit Price (Quantity Price Breaks, if applicable), your Technical Data - as well as the OEM (Approved Source) Technical Data* in your package.

** Option - if you can not get the OEM's technical data & drawings AND the Government has the data available for release, you can request DLA Land & Maritime to assist you in securing this data.*

Please, do NOT send product samples with your AO/SAR Package. If needed, they will be requested later in writing.



Alternate Offer



Processing AO/SARs – Fact #4:

- If the Government does not have releaseable technical data, you can request permission to “reverse engineer” the Approved Product from DLA Land & Maritime RPPOB office. Prior to sending your request, double-check with DSCC.CDDWGS@DLA.MIL for drawings.
- Do **NOT** waste your time & money buying OEM products on the Web for your own ‘reverse engineering’, without DLA Land & Maritime RPPOB documentation, you will have a hard time passing “Traceability”.
- RPPOB Reverse Engineering approval will be granted only if there is clear evidence such an action is in the best interests of the Government.



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/SAR Submission – dsc_ao-sar@dla.mil

AO/SAR Questions – john.blaine@dla.mil

Technical Info – Request POC from Contracting Officer or
send request to dsc_altoffer_pm@dla.mil

DLA Small Business Office – dsc_bcc@dla.mil or
call 1-800-262-3272

PTAC Network – <https://www.aptac-us.org/new> or
call 1-800-848-1300



Alternate Offer



- Who here has submitted an Alternate Offer before?
- Who here has submitted AO/SAR technical packages?
- Who here has had their AO/SAR package rejected?
- Who here has received a DLA Approved Source formal Notification Letter?

Summary Review Test:

- What percentage of DLA annual procurements are solicited through automated systems? 10-25%, 30-40%, 50%, 75%
- What percentage of NSNs managed by DLA does the Government have releasable adequate data available? 10-25%, 30-40%, 50-75%
- Since you all have filled-out the seminar evaluation sheet, what was the title of this session & where will you hand them in?
- Based on this session, is DLA Land & Maritime committed to building Competition to make our taxpayer money go farther?

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DLA LAND AND MARITIME



WARFIGHTER SUPPORT ENHANCEMENT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT