DLA CSO - SP4701-24-S-C001

A. Summary

1. The Defense Logistics Agency (DLA) is conducting a commercial solutions opening (CSO) authorized by 10 U.S.C. § 3458 and Defense Federal Acquisition Regulation Supplement, Subpart 212.70, *Defense Commercial Solutions Opening*. DLA intends to solicit Solution Briefs in response to the addendum Areas of Interest (AOIs), which DLA may change, amend, open, and close from time to time at DLA's sole discretion. Interested offerors are encouraged to frequently check this CSO from new or revised AOIs. DLA intends to keep this CSO SP4701-24-S-C001 open until March 11, 2025, but DLA reserves the right to close this CSO at any time.

2. DLA intends to award fixed-priced type contracts, in accordance with DFARS 212.7002(b); however, DLA reserves the right to award an other transaction agreement in accordance with 10 U.S.C. § 4022.

3. If you have any questions or concerns, please contact:

Ms. Michelle Harrison
Agreements and Contracting Officer
DLA DCSO-P5
Michelle.Harrison@dla.mil

4. DLA provides no funding for any offer submitted to this CSO. DLA funding is only possible after a signed contract.

B. Background: DLA is the Department of Defense's logistics combat support activity. DLA provides worldwide logistical support to the military services and other authorized customers, which may include civilian organizations and foreign countries.

C. How to Submit a Solution Brief.

1. Prior to the closing date of the published Area of Interest, electronically submit to the person identified in paragraph A(3) of this CSO an unclassified Solution Brief, utilizing the Solution Brief template at Attachment 1.

2. Mark as appropriate all parts of the Solution Brief considered proprietary. By submitting a Solution Brief, the offeror agrees to DFARS 252.227-7016, *Rights in Bid or Proposal Information*.

3. The Solution Brief , plus the one page visual aid described in the Solution Brief Application, must 'stand alone'. While the Solution Brief may include references to outside materials, links to website, etc., DLA ***WILL NOT AND CAN NOT*** consider such material. Similarly, DLA will not consider any other accompanying slides, sales materials, integrated or outside videos, or the like sent with the Solution Brief. DLA may reject, without further consideration, Solution Briefs sent with extraneous materials.

4. Offerors may submit multiple Solution Briefs for each AOI. While each Solution Brief may reference another Solution Brief, DLA ***WILL NOT AND CAN NOT*** consider that referenced Solution Brief in evaluating this submitted Solution Brief.

5. Solution Briefs' prices and all other terms and conditions must remain valid for 180 calendar days from the submission date of the Solution Brief.

D. How DLA Will Make Any Awards.

1. DLA will first review Solution Briefs for conformance with this CSO. Solution Briefs not found in conformance with this CSO will be returned with an explanation. The offeror may, if the date and time stated in the Area of Interest has not passed, re-submit a revised Solution Brief. While DLA intends to complete this review diligently, DLA is under no obligation to complete this review soon enough for an offeror to submit a revised Solution Brief. Therefore, offerors should submit their best Solution Briefs.

2. For Solution Briefs both received before the closing time of CSO and AOI, and also conforming to the CSO:

a. DLA subject-matter expert technical evaluators will evaluate the Solution Brief against the following five factors. For Factors 1 through 4, technical evaluators will assign the Solution Brief one of the following ratings: "Exceptional," "Good," "Acceptable," "Marginal," or "Unacceptable." For Factor 5, the technical evaluators will assign the Solution Brief either the rating "Funding Possible" or "Funding Not Possible".

a. Factor 1: **Technical Feasibility**. How technically feasible is the proposed solution to an AOI, given the present state of the technology and science? Solutions with a lower technological risk profile are favored.

b. Factor 2: **Responsiveness**. How responsive is the proposed solution to the AOI? Solutions responsive to the problem identified in the AOI, without creating new problems, are favored.

c. Factor 3: **Viability**. How viable is the proposed solution given existing organizational and regulatory environments? Solutions compatible with existing DLA, DoD, and federal policies, processes, and procedures are favored.

d. Factor 4: **Desirability**. How desirable is the proposed solution to the eventual end-user? Solutions easily adaptable, useful, and implementable are favored.

e. Factor 5: **Possibility of Funding**. Does funding reasonably exist to fund the proposed solution? Solutions with lower prices are favored.

3. After the above evaluation, the technical evaluators will eliminate from further consideration any Solution Brief with a Factor 5 rating of 'Funding Not Possible'. The technical evaluators will then decide whether the solution proposed in the Solution Brief merits further

consideration. Note that while Solution Briefs are not evaluated against other Solution Briefs, DLA has limited funding and acquisition manpower, even for those Solution Briefs with a Factor 5 rating of 'Funding Possible.' DLA also recognizes that industry resources in pursing business with DLA are limited. To the extent DLA must select between what Factor 5 'Funding Possible' solutions to pursue further and which to not, DLA will aggregate the Factor 1 through 4 ratings together equally to discern the most highly rated Solution Briefs. If further discernment is necessary amongst highly rated Solution Briefs, DLA will then additionally consider the Factor 1 through 4 ratings in order of importance, with each numerical position (Factor 1, Factor 2, etc.) denoting its relative importance to the other factors. And if still additional discernment is necessary, DLA will then consider the price proposed in the Solution Brief and select for further consideration the lowest priced Solution Brief.

4. If the technical evaluators decide a proposed Solution Brief merits further consideration, they will decide whether to further consider the solution via a Pitch, Full Proposal, or both.

a. **Pitch**: DLA will invite the offeror to 'pitch' the proposed solution in a presentation, whether via a remote meeting or a face-to-face meeting. DLA will advise the offeror of the parameters of the Pitch at that time. Offerors may propose different parameters; however, the final decision rests with DLA. During the Pitch, the parties may verbally discuss the proposed solution. After the Pitch, DLA will decide whether an additional Pitch is desired, to request a full proposal, refer the offeror to the supporting contracting activity for award negotiations, or to terminate further consideration of the offer.

b. **Full Proposal**: DLA will invite the offeror to submit a full proposal. DLA will advise the offeror of the parameters of the full proposal at that time. Offerors may propose different parameters; however, the final decision rests with DLA. After receipt of the Full Proposal, DLA may communicate with the offeror about the Full Proposal, to better understand and evaluate it. After reviewing the Full Proposal, DLA will decide whether an additional or revised Full Proposal is desired, to request a 'Pitch', refer the offeror to the supporting contracting activity for award negotiations, or to terminate further consideration of the offer.

4. If the technical evaluators refer an offeror to the supporting contracting activity for award negotiations, the supporting contracting activity will open negotiations with the offeror. The conduct of such negotiations are within the discretion of the cognizant Contracting Officer or Agreement Officer, as the case may be, as bounded by applicable law and policy. Offerors should note that the Contracting Officer, or Agreement Officer, is not required to award any contract and may close negotiations at his or her discretion. Offerors should further note that should any negotiation result in an award, the prices awarded must be 'fair and reasonable'.

E. Generally Applicable Information.

1. DLA provides no funds for partaking in any process described in this CSO. Any funds will be disbursed only in accordance with a signed contract or other transaction agreement.

2. Should DLA award an other transaction agreement awarded under this CSO, DLA may later award a follow-on production contract or other transaction agreement without further competition, in accordance with 10 U.S.C. § 4022.

3. Note that Chapter 21 of Title 41, United States Code, applies to all submitted proposals and any awarded contract, whether awarded under the FAR or 10 U.S.C. § 4022.

4. Note that DLA can only award to a responsible entity. Please see FAR Part 9 for further information.

Attachments:
1) DLA CSO SP4701-24-S-C001 Solution Brief Application

Addendums:
1) Area of Interest 01: Direct Vendor Delivery Tracking (DVDT)