Fleet Logistics Center Bid Process

Industry Day - 4 JUN 25

NAVAL HISTORY AND HERITAGE COMMAND

Fleet Logistics Center
Support

- **Naval Supply Systems Command (NAVSUP) Fleet Logistics Center (FLC) utilized for procuring supplies and services**

- **Three main business lines:**
  - **Weapon Systems Support**
  - **Global Logistics Support**
    - Contracting Services falls under this business line
  - **Sailor and Family Support**

- **Consists of eight Fleet Logistics Centers for specific regions and Naval activities that serve Navy needs around the world**
  - **NHHC extensively works with NAVSUP Fleet Logistics Center Norfolk (FLC-N)**

FLC-N Contracting Process

Acquisition Cycle

- Acquisition Planning
- Solicitation
- Evaluation Phase
- Negotiation
- Post-negotiation & Award Phase
- Contract Administration & Completion

FLC-N Contracting Process

Acquisition Planning

- Most important phase of the contracting process
- Understanding of the requirement is achieved
- Variables identified during this phase:
  - Competition
  - Commercial-item buying
  - Type of contract
  - Source Selection Techniques
  - Long-term Administrative Support

FLC-N Contracting Process

Solicitation

- Contracting Officer begins execution of the acquisition plan
- Requirement is solicited on SAM.gov
  - Statement of Work will be provided
  - Will establish common understanding of requirement
  - Contractors are encouraged to monitor SAM.gov for opportunities that are applicable to them
- Prospective contractors ask questions about the requirement
  - Requirements are reviewed and amended as needed

FLC-N Contracting Process

Evaluation Phase

- **Proposals and/or quotes are reviewed**
- **Evaluation Factors**
  - **Past performance evaluation**
    - Reviews how well potential contractors have performed on prior contracts
  - **Technical evaluation**
    - Measures contractor's understanding of requirement
  - **Cost or price evaluation**
    - Develops fair and reasonable price or a realistic cost to perform the requirement

- **The result of this phase determines if award can be made on proposals**
  - If no, then negotiations are conducted on proposals until they can

FLC-N Contracting Process

Negotiation

- Acquisition team negotiates with contractors identified during the evaluation phase
- Result of Negotiations:
  - Settlement on a fair and reasonable price for sole source acquisitions; or
  - Request for best and final offers for competitive requirements

FLC-N Contracting Process

Post-Negotiation & Award Phase

- **Results of the negotiation are reviewed**
- **Award selection is made, and notification is completed**
  - Updated technical proposals are reviewed and proposal with the best value is determined
- **Contractors not selected will be notified and debriefed**
  - Feedback may be provided on how to improve proposal techniques

FLC-N Contracting Process

Contract Administration and Completion

- After contract award, day to day management of contract begins
- Adequate performance is ensured by monitoring progress
- After government accepts the supplies or services delivered
  - The Contractor submits invoice to designated billing office
  - If not disputed, government generally uses electronic funds transfers (EFT) for payments to contractors
  - Payment timeline will be identified within the contract

NAVSUP Interested Vendor Form

https://public.navsup.navy.mil/public/ops$public.business_vendor_form_new

NAVSUP
Naval Supply Systems Command
Ready. Resourceful. Responsive.

BUSINESS OPPORTUNITIES

NAVSUP Interested Vendor Form

Go Back to Doing Business with NAVSUP

NAVSUP Interested Vendor Form

CAGE Code*
Cage code

Company Name*
Firm Name

Company Website
Company Website

Street Address*
Street Address

Country
United States

City*
City

State*
Alabama

Zip Code*
Zip Code

Primary Point of Contact*
Primary Point of Contact

Primary POC Phone*
Primary POC Phone

Primary POC Email*
Primary POC Email

Business Categories (Select All That Apply)*

Note: Please ensure selections below are reflected by SAM Certifications

	NAICS Codes*
☐ 8(a)	NAICS Codes
☐ Higher Education Institution	NAICS Codes
☐ HUBzone Small Business	NAICS Codes
☐ Large Business	NAICS Codes
☐ Service Disabled Veteran Owned Small Business	NAICS Codes
☐ Small Business	NAICS Codes
☐ Small Disadvantaged Business	NAICS Codes
☐ Veteran Owned Small Business	NAICS Codes
☐ Woman Owned Small Business	NAICS Codes

Business Capabilities

Note: Use the below section to identify all capabilities your company possesses. Any additional or unique capabilities should be provided under Additional Capabilities Description. If no capabilities apply select NONE.