DEFENSE LOGISTICS AGENCY

Established 1961

Bulk Bid Evaluation Model (BEM)

March 2025

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

PEOPLE ★ PRECISION ★ POSTURE ★ PARTNERSHIPS WARFIGHTER ALWAYS

Bulk Petroleum Procurement Characteristics

- Procurement of large volumes of petroleum products
- Large dollar value contracts
- **Estimated quantity with high minimum lift guarantee (75%)**
- **Awards on FOB Origin and FOB Destination Basis**
- Extensive use of commercial distribution systems
- **Distribution may be direct to point of demand or through intermediate terminal(s)**
- **Socio-Economic considerations (Domestic Procurements only):**
  - **8(a) Reservations**
  - **HUB Zone Premium Program**
  - **Small Business Set-asides (Price Matching)**

Bid Evaluation Model (BEM)

Offer Conditions

- Optimization program (mixed-integer linear evaluation) used to find the minimum **laid down cost** for the procurement.
- Laid Down Cost considers:
  - Offered product price
  - Transportation costs
  - Additive costs
  - Storage/onward distribution costs
    - Fixed costs
    - Variable costs
    - Excess throughput charges
  - Offer specific evaluation factors
    - Base Reference Price evaluation factors

** Conditional statements must not conflict with one another (i.e., minimum award by mode exceeds overall maximum award volume)*

Evaluation Visual

(Offered Price vs. Laid Down Cost)

Intermediate Depot Support Available
Into X by PL, out by TT to all Requirements
Into Y by PL, out by TT to all Requirements

Evaluated on Offered Price Only:

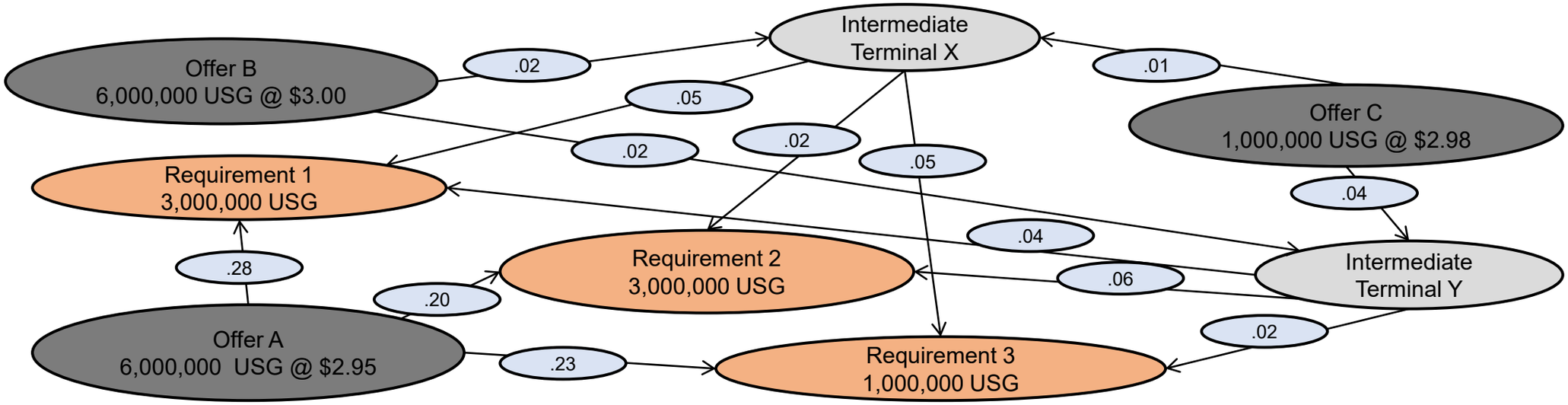
Req 1 – Offer A (total cost $3.23/gal)
Req 2 – Offer A (total cost $3.15/gal)
Req 3 – Offer C (total cost $3.04/gal)

Total cost: $22,180,000

Evaluated on Laid-Down Cost:

Req 1 – Offer B (total cost $3.06/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: $21,310,000 ($870,000)

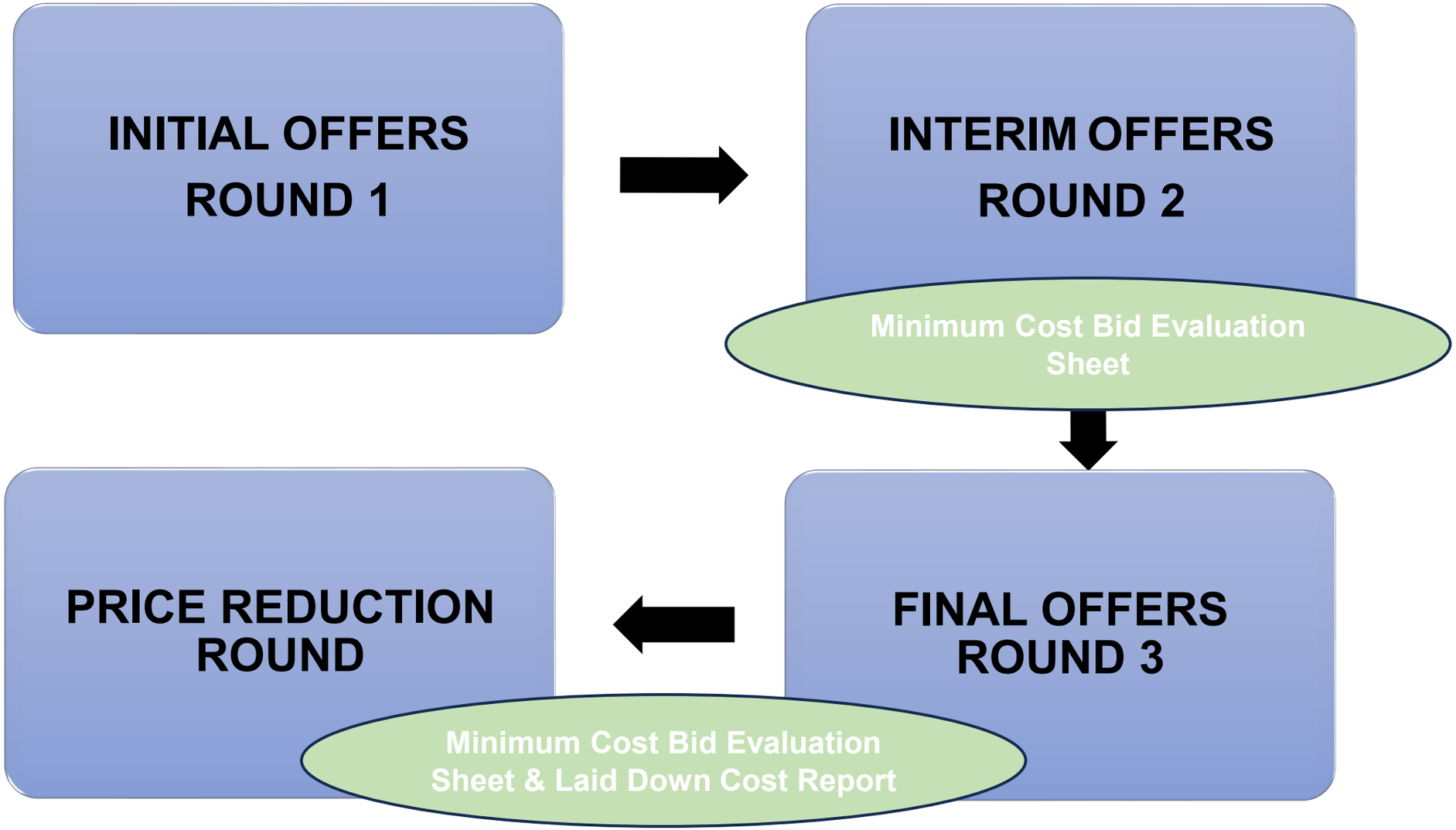


PL = Pipeline; TT = Tank Truck

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

Bid Evaluation Model (BEM)

Evaluation Rounds



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%

Time Per Offered	Company / Shipping Point/Terminal	Quantity Bid	Mode	Bid Price	Trans Rate	Total Add	Other Cost	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
	VENDOR #3	247,000,000		1.112340	0.006013		-0.057904		
0	Cherry Point WA	844140302	K		0.071400		0.000000		1.131849
	DFSP VANCOUVER WA	849990000	T		0.230000		0.000000		1.361849
	VENDOR #3	247,000,000		1.112340	0.006013		-0.057904		
0	Cherry Point WA	844140302	K		0.106352		0.000000		1.166801
	DFSP SELBY CA	876142270	K		0.096079		0.000000		1.262880
	DFSP VANCOUVER WA	849990000	T		0.230000		0.000000		1.492880

Laid Down Cost Report

Laid Down Cost Report

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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

Model Sequence

Base Run

8(A) Run

HUBZone Run

Small Business Set-Aside Run

Final Forced Run

Optimization Run

Contact Information

For questions concerning the functionality of the Bulk Bid Evaluation Model (BEM) please contact:

Sean.Lucas@dla.mil

DEFENSE LOGISTICS AGENCY

Established 1961

Offer Entry Tool (OET)

March 2025

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

PEOPLE ★ PRECISION ★ POSTURE ★ PARTNERSHIPS WARFIGHTER ALWAYS

A web-based tool for submission of offers against DLA Energy Requests for Proposals for petroleum products

Bulk Petroleum and Direct Delivery Business Unit procurements (selection after login)

Solicitation prescribes if use of OET is required

- Obligatory for Bulk Purchase Programs:
  - Inland East Gulf (IEG)
  - Atlantic, European, Mediterranean (AEM)
  - Western Pacific (WESTPAC)
  - Rocky Mountain West Coast (RMW)
  - Deep Freeze

URL: https://offerwizard.dla.mil/epst_oet/oet.html

Initial

- Required for all OET solicitations
- Initial offer must be submitted prior to the published closing date/time to be eligible for later rounds

Interim

- Contracting Officer's discretion
- There may be more than one interim round
- Participation is optional (previously offered data is retained if no Interim Submission)
- Data fields (product, mode, shipping point) locked

Final Proposal Revision

- Last round before Price Reduction
- Price Reduction Round at **Contracting Officer's discretion**
- Only price can be changed

Obtain a CAGE CODE

- Register at SAM.gov | Home for a CAGE code
- Your OET account is linked to your CAGE code(s)
- Multiple users per CAGE code allowed

Create an account in the Account Management and Provisioning System (AMPS) (User ID and Password for AMPS are **NOT** the same as for OET)

1. **https://amps.dla.mil/oim**
2. Click "**Energy Applications**" on the ***Browse Roles by Application Tab***
3. Select "**Energy OET**"
4. Select "**Energy OET Prod – 100"**
5. Complete all information and submit request
   - Username and password will be sent via email

- **Access**
  - Allow 1-2 weeks for OET access
  - Account tied to your CAGE code
  - DoD policy prescribes Login every 30 days per
  - **Do not share your username or password**
  - Only the Account holder can submit for reset of account/password
  - Link for DoD Root Certificates available on the OET homepage
  - Passwords expire every 60 days (users will be prompted to change)
- **Account Settings**
  - Use the same company name as the one linked to your CAGE
  - Select the purchase programs you're interested in
  - Use **individual** email (no group accounts)
  - If you are not receiving emails, check your Junk mail and internal firewall setting

Offer Entry Tool

Administration

- OET URL (https://offerwizard.dla.mil/epst_oet/oet.htm)

- Establish New Password (Prompted)
- Minimum 15 characters
  - At least 1 Upper Case, 1 Lower Case, 1 Number, 1 Special Character

- Update/Maintain ‘My Account’ information
  - Use the exact Company Name as depicted in SAM
  - E-mail address for notifications
  - Company size status
  - Select your purchase program under Buy Selection

Offer Construction

Components

Three Primary Components/sections to OET Offer data:

1. **My Account**
   - Update contact information
   - Password Maintenance
   - Business Status (i.e., Small/Large Business)
2. **Offer Details** *(data that is sent to the Bid Evaluation Model (BEM))*
   - Shipping points, products, quantity and price
   - Offer conditions
3. **Offer Submission Package (OSP)**
   - Fill in clauses
   - Exceptions
   - Conditional Statements (take caution that conditions don't conflict)
   - Minimum / Maximum volumes may be entered, in total, by Product, Mode, and/or Shipping Point Products (*Shipping points may not be tied together (see Solicitation "Section M"))*

Offer Submission

- Real time and auto-saved
- Review Offer Submission Package
- Review Bid Package Report
- Submit Offer Package *(error message if obligatory data is missing)*
- Confirmation email of offer submission

Post Submission

- Enter OET... VIEW/EDIT
- VIEW allows you to view the offer, not make changes
- EDIT will un-submit your offer! You will be able to make changes, but you must submit your offer
- Do not submit a “place-holder” offer/submit best offers in the initial round
- Do not wait until the last minute to submit
- Keep OET account current (log in once every 30 days)
- Familiarize with the solicitation, clauses, and schedule

Contact Information

Help Desk

- Offer Entry Tool User Manual available @ https://offerwizard.dla.mil/epst_oet/oet.html
- If you are unable to access account is locked, contact the DLA Energy Bulk Technical Team: DESC-BTechTeam@dla.mil
- For questions concerning the functionality, contact Sean.Lucas@dla.mil
- For questions specific to the offer, please contact the Contracting Officer identified on the solicitation

DEFENSE LOGISTICS AGENCY