DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

DLA Aviation Reverse Auction Program Overview

Julia Roquemore
Deputy Director, Procurement Process Support

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Aviation Reverse Auction Program

- Objectives
- Reverse Auction Overview
- Guidance



Objective

- DLA Director's Guidance for FY12:
 - "Achieve significant price reductions across DLA's materiel and service acquisitions."
- Directive Type Memorandum, dated June 12, 2012
 - Directed that Reverse Auction be used to establish pricing for all fully competitive procurements
- DLA Aviation Guidance, issued March 15, 2012
 - Effective April 1, 2012, the use of DLAD provision 52.215-9023, Reverse Auctions, shall be used in all manual, competitive solicitations valued at \$100,000 and over.



Why Reverse Auction?

- Reverse Auction is a pricing tool
 - allows offerors to submit real-time, electronic bids in response to competitive solicitations
- Establishes the final price offered
 - Final price in conjunction with the evaluation factors identified in the solicitation form the basis of award
- Does not change the evaluation or award process



Guidance

- The Reverse Auction tool may be used in a wide range of circumstances including:
 - Pricing of competitive commercial and non-commercial items
 - Long term and one time buys
- Required on all acquisitions > \$100K
 - Competitive or Multiple Sources identified
 - Two or more acceptable offers



Guidance (Continued)

- Requirements of the Reverse Auction Provision 52.215-9023(d):
 - Offerors agree to participate in the auction
 - Prices may be publicly disclosed <u>during</u> the auction
 - Identities will remain anonymous
 - Offerors are not required to revise their price during the auction
- Exceptions to the Reverse Auction Provision
 - Written exceptions render the proposal unacceptable, or bids nonresponsive
 - Offer will not be evaluated further
- Source Selection process is not changed



Guidance (Continued)

Offered Prices:

- Lowest price is disclosed to all auction participants
- Number of participants is not disclosed
- Identities will remain anonymous
- Offerors are not required to revise their price

Offers of the Same Price:

- Reverse Auction tool identifies the 'Lead' / 'Non-Lead'
 - Lead offeror sees only their bid; Non-Lead will see the identical price
 - Lead offeror is considered the low bid
 - DLA is revising policy to specifically prohibit tie offers / bids



Guidance (Continued)

- After the Auction:
 - Final Offered Prices will be used
 - All Evaluation Factors will be utilized as cited in the solicitation
 - Award decision will be based on the "Best Value" to the Government
 - Award may not be made to the lowest offered price
- Source Selection process is not changed



Reverse Auctioning Pricing tool (Rapt) Training for Suppliers

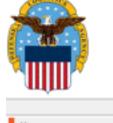


Gwendolyn Pearson Reverse Auction Program Manger



Accessing Procurex Sourcing Site

- Buyers may load you in advance and invite you to a specific auction
- The initial Procurex Inc. email invitation will:
 - Notify you of an event
 - Direct you to the Procurex Inc. webpage to create a password using your email for log in
- Navigate to <u>dla.procurexInc.com</u>
 - Login by entering your email and password
 - If you want to register in advance, you may do so at the Procurex website -"Register Your Company"
 - See Seller 'Software Training' Guide for more instruction





Reminders:

- Allow for Procurex emails to come to your inbox—prevent them from going to SPAM
- Email updates will be sent when changes are made to a scheduled auction



Navigating within the Procurex Site

- Once you login to the website, we recommend that you familiarize yourself with the site by reviewing the training tutorials that are available to you.
 - View "Training Tools" by selecting "Seller Software Training"
 - This is a Vendor/Supplier User Guide brief that will provide instructions in submitting bids (instructions show sample auction and may not reflect exact screens used in Aviation auctions)
- To Bid in an event, go to the "Event Tools"
 - Select "Accept/View/Bid in Events"
 - Select your auction of choice (i.e. solicitation number)
 - View parameters and terms of the auction



Navigating within the Procurex Site (continued)

- To allow additional users from your company to have access to the auction, go to "Administration" on the home page after you log in:
 - Select "Maintain my company users" to add additional contacts
- If you have questions regarding the following:
 - Solicitation—contact the buyer.
 - Auction—contact the Primary Point of Contact listed in Contacts
 - DLA Aviation's Reverse Auction Program contact Program Manager, Gwen Pearson at (804) 279-4077 or at dlaavnrevauc@dla.mil.



	Procurex		DLA Demo Vendor 3
Portal - Procurex - Profile			October 24, 2012 15:13 EST
Welcome, Fred Francis			Change Procurex Account Options
Ad	lministration	Training Tools	Event Tools
MAINTAIN MY COMPANY PR MODIFY MY COMPANY PR MODIFY GENERAL INFORM CLASSIFICATION CODES SEARCH KYWORDS SEARCH CATEGORIES	ATION:	Training SELLER SOFTWARE TRAINING	Seller ACCEPT/VIEW/BID IN EVENTS YIEW A COMPLETED EVENT VIEW ADVERTISED EVENTS VIEW QUESTIONNAIRES Spread the Word About Procurex! DO YOU THENK YOUR COMPANY COULD BENEFIT FROM USING PROCUREX? SEND AN E-MAIL TO YOUR PURCHASING MANAGER TO RECOMMEND THIS EASY-TO-USE, AFFORDABLE TOOL THAT CAN HELP YOUR COMPANY SAVE TIME AND REDUCE THE COST OF PURCHASED MATERIALS. CLECK HERE TO SEND AN E-MAIL.

- After logging in see the three categories:
 - "Administration": allows you to update company information and add additional users
 - "Training tools": Allow to review "Seller Software Training" brief
 - "Event Tools": Allow you to select to:
 - · accept, view and bid in an event
 - view completed events

Home | Help | Log Out







Home | Help | Log Utit

DLA Demo Vendor 4

October 24, 2012 -- 16:54 EST

Notes:

- To sort the list of events, click on the column header that you wish to sort by.
- . To reverse the sort order, click on the same column header again.

Current Events

Procurex * Profile

Event Status	Туре	Response	Number	Event Name	Company	Pre-bid Start Date	Pre-bid End Date	Start Date
Activated	AUCTION	No Answer	[00018-00062]	Training 10/26/2012 GCP	DLA Aviation	n/a	n/a	10/26/2012 11:00 (EST)
Suspended	AUCTION	Accepted	[00018-00117]	SPM400Training 10.19.2012 (Training Event)	DLA Aviation	n/a	n/a	10/19/2012 10:55 (EST)
Suspended	AUCTION	Accepted	[00018-00118]	Test Fixed auction 10.19.2012 (Training Event)	DLA Aviation	n/a	n/a	10/19/2012 11:15 (EST)
Activated	AUCTION	No Answer	[00020-00003]	Supervisory KOs (Training Event)	DLA Distribution	n/a	n/a	10/25/2012 09:30 (EST)
Suspended	AUCTION	No Answer	[00021-00007]	SP0600-13-R-XXXX Mock (Training Event)	DLA Energy	n/a	n/a	10/05/2012 10:41 (EST)
Suspended	AUCTION	No Answer	[00022-00009]	Miscelleanous Parts PR # 0012345678 SPM7MC-12-Q-1234 (Training Event)	DLA Land and Maritime	n/a	n/a	09/13/2012 13:45 (EST)

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For comments and questions email service@Procurednc.com. You may also contact us by phone at 1-866-412-7161 (toll free).

Note: This site uses pop-up windows for functionality purposes. Pop-up blockers could cause needed windows to not appear. Please disable your pop-up blockers for our site.

You are viewing the dia-procuresing.com reverse auction portal powered by www.Procuresing.com

 After selecting "Accept/View/Bid in Events", select the specific "EVENT NAME" you want to bid in; usually titled by solicitation number



[00018-00062] Training 10/26/2012 GCP for DLA Aviation **AuctionParameters** Page Last Refreshed 10/24/2012 16:56:58(EST) Automatic Extensions - Low Bid Only Bidding Starts On: 10/26/2012 11:00 (EST) Split Lot ■ View Lead/Not Lead Bidder ■ Allow Bids Greater Than Starting Price Scheduled End Time: 10/26/2012 11:30:00 (EST) Current End Time: 10/26/2012 11:30:00 (EST) View Lowest Bid Bids in last 2 minute(s) extend auction by 3 minute(s) View Notes: order to participate, you must review the details for the Event and click the 'Continue' button below. The next page will provide you with the options to specify whether your company is interested in participating and if so, whether you agree with the Terms and Conditions. Contact Information | Terms and Conditions | Comments Description Unit of Measure Miz. Decrement Start Price Item Quantity

Continue

Currency: USD

9999-99-999-1234 Clin 0001

9999-99-999-1234 CLIN 0002

9999-99-999-1234 Govt FAT

View auction date and times

Widget 123

Widget 123

Widget 123 1 test is 3 samples

- View contact Information
- View terms and conditions

Page Last Refreshed 10/24/2012 16:56:58(EST)

0.50000

0.50000

0.01000

Total Bid Starting Price: 175,001.00000

100.00000

150,00000

1.000000

EA.

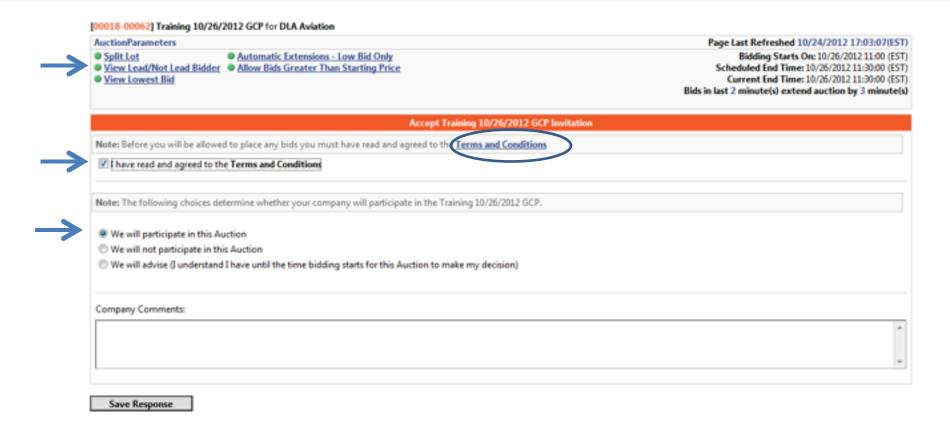
EA

1,000,0000

500,0000

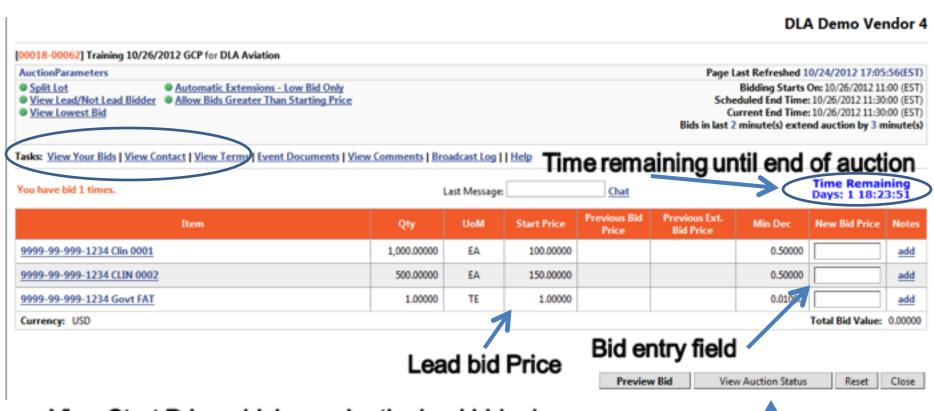
Bidding Starts On: 10/26/2012 11:00 (EST)
Scheduled End Time: 10/26/2012 11:30:00 (EST)
Current End Time: 10/26/2012 11:30:00 (EST)
Bids in last 2 minute(s) extend auction by 3 minute(s)





- Review auction parameters
- View and agree to the Terms and Conditions
- Select if you will participate

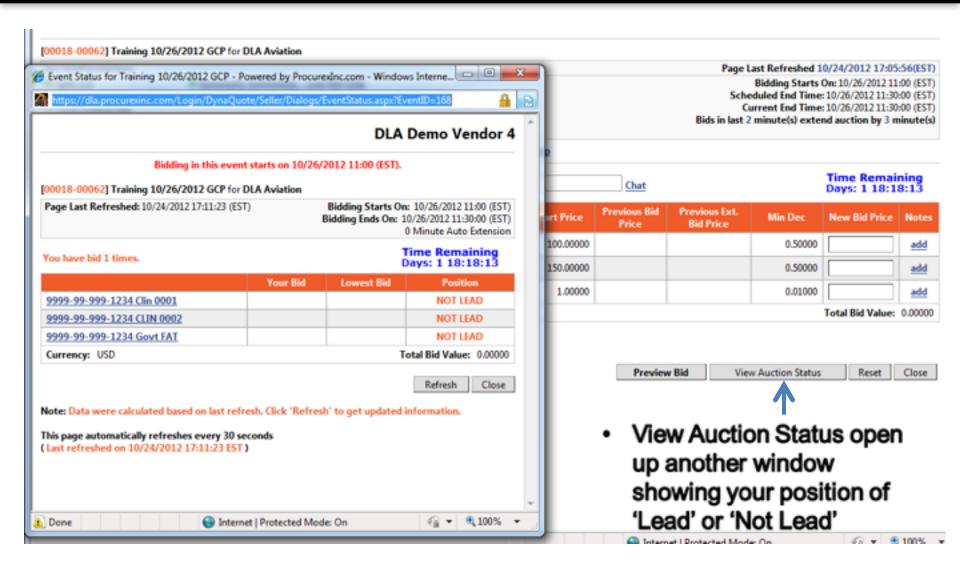




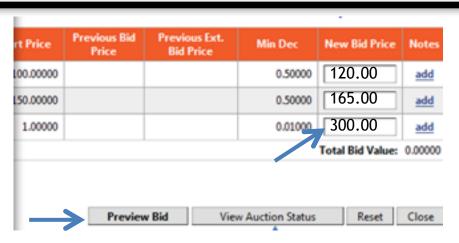
- View Start Price which may be the lead bid price
- View Tasks for additional information, such as:
 - View Your Bids
 - View Contacts (included Primary POC)
 - View terms of the auction

 Auction Status allows you to see your prices in comparison to the Lead bid Price









Input your prices then select "Preview Bid" to verify prices

	Qty	UoM	Start Price	Previous Bid Price	Min Dec	New Bid Price	Total Bid Price	Notes	
	1,000.00000	EA	100.00000		0.50000	120.00000	120,000.00000		
	500.00000	EA	150.00000		0.50000	165.00000	82,500.00000		
	1.00000	TE	1.00000		0.01000	300.00000	300.00000		
Total Bid Value: 202 800 00000									

Press "Place Bid" to save your bid.

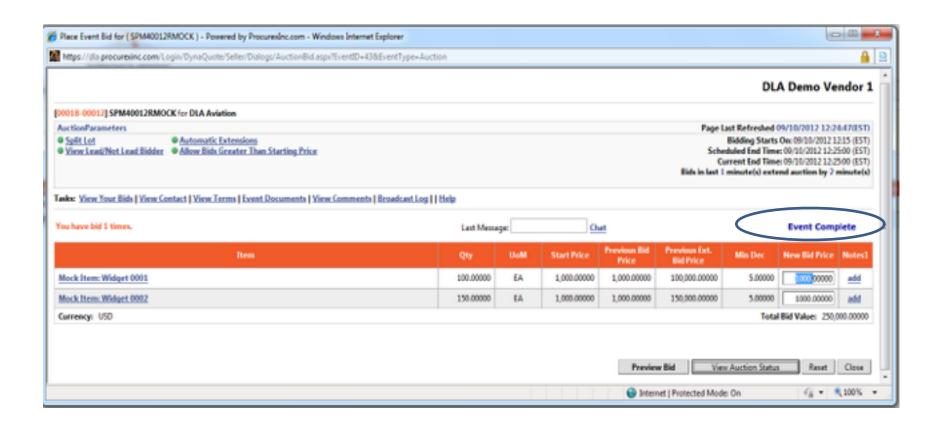
In order to submit your price you must click "Place Bid"

Revise Bid Place Bid Reset Close

Note: An error message may appear at bottom of page, e.g price entered did not meet minimum decrement or price entered is higher than your initial offer. If so re-enter the correct price, preview, and place bid again.



- Automatic Extensions may occur if lead bids are submitted within the last few minutes of the auction
- Once the bids have stopped and the auction has ended, it will show as completed





Questions?