

Pre-RFP Analysis for Arrow General Supplies Co. Ltd

Office: DLA Acquisition Locations

Location: Defense Energy Support Center

Type: Pre-RFP (Estimated release date of July 9, 2010)

Title: Regional Command - North, Afghanistan JP8 Requirement

Contract Type (Firm Fixed Price, Time and Materials, Cost Plus, etc.): Fixed Price with Economic Price Adjustment

Deliverable:

- The estimated award quantity is 149,920,000 gallons of JP8 to be delivered over a two-year ordering period

Solicitation Number (Link):

1. SP0600-10-R-0231
<https://www.fbo.gov/spg/DLA/J3/DESC/SP0600-10-R-0231/listing.html>

Evaluation Criterion:

1. The evaluation criterion is currently unknown.

Pre-RFP Requirements:

- The full requirements of the solicitation and evaluation factors are not currently known and are unlikely to know until the official release of the solicitation. We anticipate some type of technical proposal and cost proposal requirements to establish any Prime and Subcontractors capabilities to obtain, store, and deliver 149,920,000 gallons of JP8 over a two-year ordering period.
- We further expect that in forming any capabilities that the Prime Company will need to demonstrate the financial capability to carry out the deliverables. This may be a separate requirement from pricing the fuel deliverable itself.
- The solicitation states that one or more items under this acquisition are subject to World Trade Organization Government Procurement Agreement and Free Trade Agreements.

Pre-RFP Information:

We have reviewed the pre-solicitation in an attempt to gain additional insight into the solicitation requirements. Besides fuel type, total fuel quantity and general locations there are no other known pre-solicitations requirements at this time. The release of the formal solicitation is anticipated to be July 9th, 2010. The expected turnaround for a proposal submission after the release of the solicitation is unknown but a response would be reasonably required within 2 to 4 weeks from the solicitation release date. It is difficult to ascertain whether there is currently an incumbent for this work or if this considered new work (new contract) for DESC. Upwards of 32 companies have expressed interest in the pre-solicitation on FedBiz Ops with multiple experienced suppliers showing interest in the offer. The opportunity is listed under NAICS code 424 – Merchant Wholesalers, Nondurable Goods/ NAICS Code 42470: Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals). This is a full and open competition for bidders with no small business set aside.



Below is a Pro's/Con's breakdown as we see it now.

Pre-RFP Pros:

- *Arrow is an experienced supplier to Afghanistan and known entity in the region*
- *3D Global Solutions has the capacity to respond to Government Solicitations as U.S. Company*
- *3DGS access to on site DESC assistance/guidance post-RFP as an SDVOB*
- *Opportunity for Arrow to establish a foothold with the Defense Energy Support Center*
- *3DGS has set up a profile in our system for Arrow for compliance with the DCA accounting system and is ready to start post award*
- *On or about June 29, 2010 Arrow will have access to its own Project tracking website on the 3DGS SharePoint website. Arrow will have the capability to make comments, see project tasks, documents and milestones. This will ensure up to the minute notifications of updates to the project.*

Pre-RFP Cons:

- *The Contracting Officer will not release the authorized fuel source locations until release of the RFP. This will mean Arrow can only make preliminary arrangements with current fuel suppliers until the release of the RFP July 9, 2010.*

Pre-RFP Questions:

1. *Will Arrow/3D Global Solutions require Security Clearances/ Permits/Translators/ Overseas Travel/ DBA Insurance/Passports and can any necessary requirements be filled prior to contract award if needed per the solicitation?*
2. *Delivery will be occurring in a hostile area. What protections (legal/physical) will be necessary and will need to be put in place to protect against force majeure, piracy, accidents and the like.*
3. *In anticipation of the RFP release, has Arrow been able to do any pre positioning with current/past fuel suppliers in Afghanistan?*

Pre-RFP Recommendations:

Based upon earlier discussions regarding Arrow's capacity to perform this type of work this appears to be a very viable opportunity. Arrow with 3DGS brings all of the proper planning, partnership and resources familiar with international laws, FAR requirements, World Trade Organization Government Procurement Agreement, Free Trade Agreements, Petroleum product acquisitions, storage and distributions.