

RESPONSES TO QUESTIONS
SPE607-20-R-0-200/PACOM - AMENDMENT 6
INTOPLANE + STORAGE

- 1) Will you consider different vendors for the into-plane and storage requirements at a particular location? **No, each site will be solicited as “all or none”. The offeror will be required to submit an offer both the into-plane and reserve storage CLINs**

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- 2) If the vendors at a particular location are different, do you expect the storage vendor to sell to the into-plane vendor as and when you need to draw on the strategic reserve? If so, on what basis? **N/A**

- 3) When is the start date for the contract? **TBD**

- 4) Is storage in bladders acceptable? Bladders would conform to MIL-PRF-32233B (the mil spec for collapsible tanks with capacity up to 210,000 USG).

It's the vendor responsibility to submit their capability for the requirement in their proposals

- **SCAT/ISO tanks. Maybe give options on what may be acceptable.**
- **Bulk Fuel Containers were used on Tinian**
- **Bladders could be an option - (Specs need to be provided and SOW on setup etc)**

- 5) Are you willing to consider an offer which requires building out a bladder-based tank farm after award and prior to start of contract? (We assume this is not your ideal but we wonder whether you would consider this in the absence of other offers involving existing storage tanks). **No**

- **See #4 comments**

- 6) Are you willing to consider an offer which assumes that for all or part of the contract period fuel will be stored in an appropriate fuel tanker (ship) moored at a harbour close to the airport and able to discharge fuel rapidly from ship to airport storage facilities as and when required? **Yes, the contract will have a standard of 3-4 days.**

- 7) Would you consider ship and/or bladder storage as a temporary solution pending construction of a normal JA1 storage tank? **Tanker, Yes**

- **See #4 answer**

- 8) Are you willing to consider storage options for quantities lower than the figures quoted? Is there any minimum (minimum figure for maximum requirement)?

The expectation is for offerors to propose on the quantities being solicited. If there are challenges offerors should provide that information to the contracting office. The KO reserves the right consider offers from vendors who provide a capability that most advantageous to the government.

- 9) If during the period of the contract fuel is drawn from the strategic reserve, do you expect that it should be replenished? How quickly? Yes; NLT 28 days

- 10) It may only be practical to refill reserves based on a certain minimum refill amount. For example, to refill at some island locations may depend on ordering fuel by ship or barge. Therefore, it maybe be necessary to agree a minimum storage requirement (i.e. a minimum figure for the minimum requirement). For example, if fuel refills arrive by ship with a minimum volume of 500,000 USG it may be necessary to agree a target maximum of, say, USG 2 million and a target minimum of say USG 1.5 million so that fuel would be drawn from the reserve and then, when it approached USG 1.5 million a top-up delivery would be arranged. Is this acceptable? Is this what you envisage?

Yes, there will be a minimum acceptable volume (MAV) identified in the contract the vendor needs to have on hand. Since the required volume at each location varies, the MAV may be represented by a percentage (75% of required volume). The contract awardee will be expected to start the contract with the required quantity being solicited.

- 11) How much notice will you give to vendors if and when you plan to terminate the storage requirements?

- If required, the government reserves that right to terminate for convenience at any time.

- 12) What sort of pricing basis do you want for storage? You have asked for a simple "USD per USG". Are we to assume that this price is monthly? There is a reference at one point in the document to the price for CLIN2 being "monthly". In other words, you are asking for the price to store 1 USG for one month? Please confirm.

Yes, monthly billing

- The vendor will be able to invoice monthly for payment based on the fuel quantity in reserve storage.

- 13) How frequently can a vendor invoice for the cost of storage? Monthly? Quarterly? Monthly

14) Assuming that the total amount in storage varies (e.g. because you draw down) would the amount invoiced for a particular period be based on the actual average volume in storage over the period in question?

Yes

- We will use the quantity in storage on the first day of each month.

15) Provide the base reference date for the Into-plane requirements.

- The base reference date is March 1, 2023.

16) Normal into-plane OSPs provide the opportunity to list airport fees and other relevant airport charges (e.g. low uplift charges, etc) alongside the quoted price? These fees and charges are sometimes included in the quoted price or added as separate CLIN. The reason for listing them separately is to allow vendors to adjust them if and when the airport in question adjusts its fee structure. How should we deal with such items in this case? The table you have asked us to complete makes no allowance for any such additional items.

- OSPs will be posted for this requirement.

17) Whose responsibility will it be to cover the cost of delivery from the storage reserve to the airport when requested?

DLA. The requirement is for reserve storage to be at or near the airport; however, offerors could set up storage locations up to 50 miles from the airport. Based on the storage plan, offerors shall account for the transportation costs as part of their monthly price.

18) Given that the storage you have requested is generally 10x the total volume forecast for three years it is possible that most of the fuel in storage will remain in storage and unused for the full duration of the contract. And after the contract it may well need to be shipped elsewhere for final use. Is this in line with your expectations? Obviously, the vendor will need to factor in these contingent liabilities into any pricing, but it is useful to check that you are aware of these issues.

It is the vendors responsibility to get always keep the fuel on spec. The government will pay for the fuel in storage if we have a contract in place. Any unused fuel still owned by the vendors and should have a market value. All offerors should submit the offer prices accordingly.

19) Is the vendor fully liable for any changes in fuel price over the life of the storage? For example, if we purchase 3 million USG now and deliver into storage and then the fuel price halves before the fuel is used by DLA then that loss will be for the account of the vendor. Are we correct? Yes.

Again, we assume that the vendor will be liable, but we need to be clear because this price risk will obviously have a big impact on the price charged. **Agreed**

20) Please explain why a CAC is required on a COCO facility.

- **CAC will not be required for COCO facility.**

21) *When required, the into plane fuel requirement will be replenished using the reserve storage contract line item number (CLIN).* Does this mean that main contractor, who got awarded with the line item from the initial contract will mainly supply airport, but this storage facility will be used as the “emergency- to go to”?

Yes, please note all interested offerors will be required to submit offers on the into-plane and reserve storage CLINs at each location.

22) Please indicate that volumes stated in the contract will be physically lifted or there is a possibility that those volumes will stay untouched.

Potentially Yes

23) After reviewing the documents for SPE607-20-R-0200-0006 PACOM Into-Plane/Reserve Storage Solicitation, there are not ICAOS listed to match the CLINS not any OSP Package to submit pricing.

This important will be added to the updated documents.

24) Evaluation

- *Given the complexities of storage in the region, will DLA consider evaluation using a Trade-Off Model as opposed to LPTA Model?*

Yes; price still remains an important factor

25) “The total storage quantity for each location shall not exceed the quantity listed.”

- Are contractors required to have the full amount of prescribed storage, or will DLA consider less amounts from the ones listed on the requirements?

Full Amount is required.

- How will responses with lesser amounts of storage be evaluated? **As deficient**

26) “The primary fuel storage shall be located at the airport to the maximum extent possible. Any additional storage locations shall not exceed more the 50 miles from the required airfield.”

- *Can any additional storage locations be located offshore or on a separate island location, as long as it is within a 50 miles radius?* **Yes**

- *Will locations beyond 50 miles be considered technically non-acceptable?*
Yes

The into plane locations will also include an Into Truck

27) "Physical System Requirements: Storage and distribution facility capable of services for shipping, receiving, storing, and protecting aviation turbine fuel."

- *Will an offer be deemed technical acceptable if storage is provided in other than fixed tanks facilities?* Yes

28) "1.6 Required Fuel Allocation: The contractor shall have the fuel allocations mentioned above readily available throughout the entire performance period. When required, the Intoplane fuel requirement will be replenished using the reserve storage contract line item number (CLIN). "

- *Please clarify this statement and provide scenario on how this will work.*
- *Will DLA take delivery of all fuel in contract storage in order to draw down all volumes at the end of the contract?* NO
If not, please confirm what is the disposition of the remaining fuel. TBD prior to contract termination

29) Other Questions

- *Upon award, what is the timeframe for the contractor to have the full contracted storage volume in place?* 90 days after award

NOTE: PRE-AWARD SITE VISIT/SURVEYS may be conducted by DLA Energy. QARS and/or other DLA representatives may survey each site to confirm that what is being solicited for is being executed on the ground per the terms and conditions of the contract.