



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## REVERSE AUCTIONS

WARFIGHTER SUPPORT ENHANCEMENT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT



# DLA Reverse Auction Process

- Web-based price negotiation tool for competitive procurements
- Suppliers continue to lower their prices until auction closes
- Commercial or Non-Commercial Items that are Fully Competitive



# DLA Reverse Auction Process

- **DLAD 52.215-9023 Reverse Auction (OCT 2009)**
- Acquisition personnel will consider the dollar value of the procurement, potential dollar savings, and administrative costs when using this program
  - Savings need to be commensurate with administrative costs
- The Reverse Auction Clause should be included in the solicitation if there is any chance you would use the process. However, if the acquisition environment changes during the solicitation period, the RA clause can be negotiated into the process during discussions



# DLA Reverse Auction Process

- If the Reverse Auction clause is part of the solicitation, it does **not** have to be exercised. It provides the Contracting Officer the **option** to perform a Reverse Auction
- The Reverse Auction Representative from each supply chain will **prepare** a training or mock auction, **train** the contractors that will participate in the auction, **create** the auction, and **execute** the auction
- All Reverse Auction training is conducted using a Training or Mock auction prior to entering into a live environment



# DLA Reverse Auction Process

- The Mock or Training auction will allow all vendors in the **competitive range** to participate in the live mock auction. The items, quantities, and prices shown will be changed, so no offeror gains a competitive edge.
- All correspondence should be **emailed** to ensure continuity of information
  - **Questions:** Procurement related go to the Acquisition Specialist or Contracting Officer
  - **Questions:** Auction or system related should be sent to the Reverse Auction Representative



# DLA Reverse Auction Process

- **NO** proprietary information is shared with other offerors.
- In Low Price Technically Acceptable (**LPTA**) only the Low Price will be displayed in most cases, the vendor's name is **not** displayed on the screen.
- In a **Tradeoff** situation, where past performance, etc. is more important than price, usually you will only see your own **RANK**



# DLA Reverse Auction Process

- Auctions will last approximately 20-40 minutes depending upon the complexity of the acquisition situation.
- The end of the live auction will constitute **Final Proposal Revisions**, unless additional discussions are required by the Contracting Officer.
- The evaluation and award process is **not** changed by the reverse auction process.

Source Selection Information  
See FAR 2.101 and 3.104



# DLA Reverse Auction Process

- Successful offerors will be notified through the same processes currently in place.
- **Remember:** the Reverse Auction is **ONLY** a method of price negotiation.
- It is designed to save the government money and streamline the negotiation process **ONLY**.

Source Selection Information - See FAR  
2.101 and 3.104



# Questions



Questions?

Contact Subsistence Reverse Auction Administrator

Telephone: 215-737-7502

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