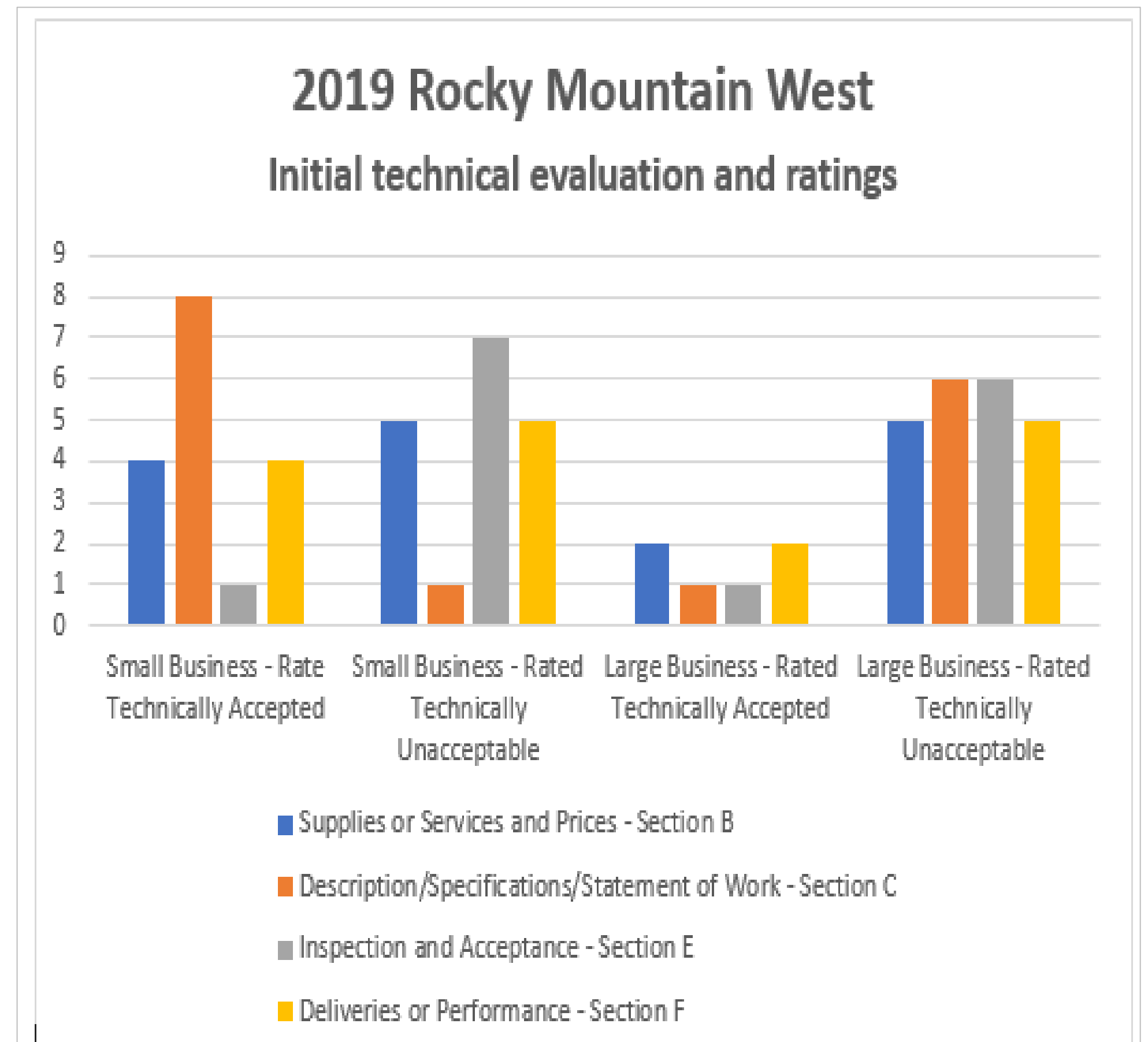


Abstract

The purpose of this research is to provide an analysis of the reasons why offerors proposals are deemed technically unacceptable during proposal evaluation of the contract source selection. Based on the analysis, this research will provide recommendations to how DLA Energy (DLAE) could improve its procurement of bulk petroleum. This will help inform industry by making recommendations of how to improve their proposals so that they can be technically acceptable.

In pursuing this research purpose, this research will answer the following questions:

1. Based on the analysis of past proposal evaluations, what are the reasons why proposals are rated technically unacceptable?
2. Based on the research findings, how can DLAE Bulk Petroleum Division (BPP) improve its procurement process so that more proposals are rated technically acceptable in future procurements for the acquisition of bulk petroleum products.



Methods

Analyze a database that was developed by the contracting and technical team for FY 19 and 20. This database provides the reasons why proposals are rated technically unacceptable in DLAE's BPP four major purchase programs. It will consist of the results of proposal evaluations for the procurement of bulk petroleum based on Lowest Price Technically Acceptable (LPTA) source selection strategy.

	Supplies or Services and Prices - Section B	Description/Specifications/Statement of Work - Section C	Inspection and Acceptance - Section E	Deliveries or Performance - Section F
Small Business - Rate Technically Accepted	4	8	1	4
Small Business - Rated Technically Unacceptable	5	1	7	5
Large Business - Rated Technically Accepted	2	1	1	2
Large Business - Rated Technically Unacceptable	5	6	6	5

Results & Their Impact

DLAE BPP to improve its procurement process and for industry to improve their proposal development process.

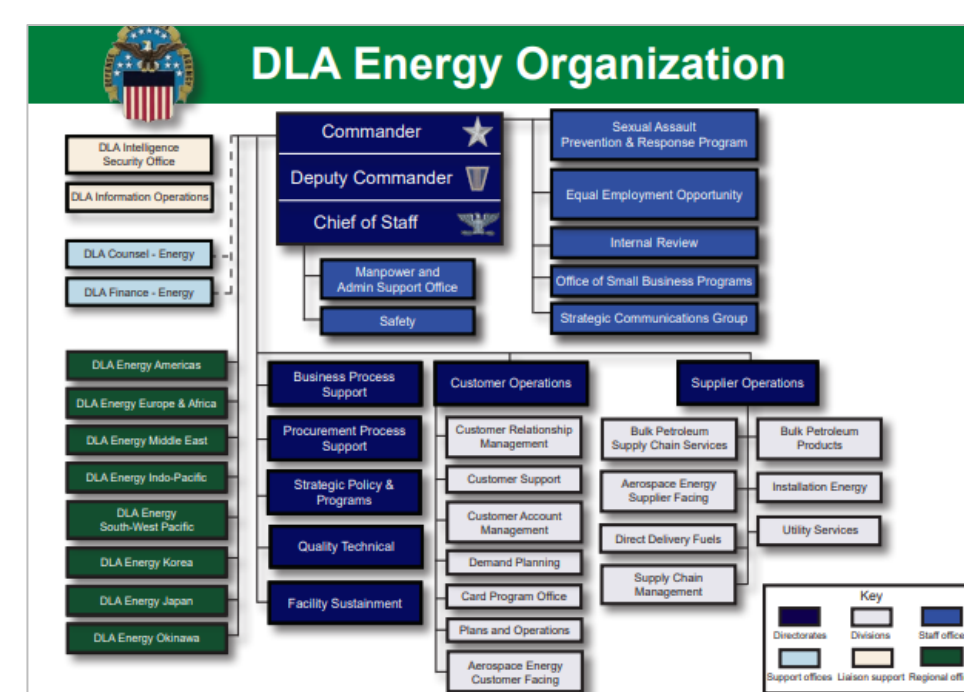
Reasons will be analyzed and categorized by identifying any trends or patterns, if some reasons are specific to small businesses or large businesses, or whether some reasons are more common in a certain geographical area.



Source: DLA Energy Fact Book, 2020

Customer	Fiscal 2018	Fiscal 2019	Fiscal 2020
U.S. Army	\$1,118.6	\$1,287.3	\$1,029.6
U.S. Navy	\$2,988.0	\$3,548.2	\$3,333.7
U.S. Air Force	\$5,157.4	\$5,807.2	\$5,078.5
U.S. Marine Corps	\$44.5	\$46.7	\$42.6
Other DOD	\$155.7	\$95.3	\$52.4
Total DOD	\$9,464.1	\$10,784.8	\$9,536.9
Other government agencies	\$0.19.7	\$454.2	\$415.2
Subtotal	\$10,083.8	\$11,249.0	\$9,952.1
Foreign government	\$407.7	\$438.5	\$500.0
State government	\$0.2	\$0.2	\$0.2
Local government	\$0.03	\$0.01	\$0.003
Commercial	\$356.7	\$483.3	\$373.9
Morale, Welfare and Recreation	\$6.1	\$6.2	\$4.7
Total gross sales	\$10,854.5	\$12,157.3	\$10,831.6
Less:			
Price reduction of sales	\$0.0	\$0.0	\$0.0
Material returns credits applied	\$253.7	\$288.7	\$256.5
Allowance for retail stock loss	\$0.0	\$0.0	\$0.0
Total net sales	\$10,600.8	\$11,868.6	\$10,375.0

Source: DLA Energy Fact Book, 2020



Source: DLA Energy Fact Book, 2020



Source: DLA Energy Fact Book, 2020