



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

DLA LAND AND MARITIME

Contractor/Buyer Tips





Pre-Award – Types of Contracts

- **Small**
 - RFQs T or Q
 - Awards M or V
 - **Large**
 - RFPs R
 - Awards C
 - **Long Term Contracts**
 - RFQ X
 - RFP R
 - Awards D
- **EXAMPLE**
SPE7L212T0001
- **T and V are automated**





Pre Award - SAM

Update Online Representation and Certification Application (ORCA) in SAM



SAM
SYSTEM FOR AWARD MANAGEMENT

USER NAME

PASSWORD

[Forgot Username?](#) [Forgot Password?](#)

[LOG IN](#) [Create an Account](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [GENERAL INFO](#) [HELP](#)

CREATE USER ACCOUNT

Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.

[Create User Account](#)

REGISTER/UPDATE ENTITY

You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.

[Register/Update Entity](#)

SEARCH RECORDS

All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.

[Search Records](#)

WHAT IS SAM? [Need Help?](#)

The **System for Award Management (SAM)** is the Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO fee to register for this site. Entities may register at no cost directly from this page. User guides and webinars are available under the Help tab.

[NEWS AND ANNOUNCEMENTS](#)
[USER GUIDES/HELPFUL HINTS](#)
[FORMER CCR REGISTRANTS](#)



Pre Award - DIBBS

DLA Internet Bid Board System (DIBBS)

The **DLA Internet Bid Board System (DIBBS)** is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.



- **Help**
 - [On-Line Help](#)
 - [Frequently Asked Questions ~ FAQ](#)
 - [DIBBS On-Line Quoting Help](#)
 - [Batch Quoting Help](#)
 - [Contact Us](#)

- **Vendor Registration**
 - [Vendor Registration](#)
 - [Registration Guidelines](#)
 - [DLA Small Business Programs](#)

- **Solicitations**
 - [Requests for Quotation \(RFQ\)](#)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
 - [Requests for Proposal \(RFP \) / Invitation For Bid \(IFB\)](#)
 - Other DLA Opportunities
 - [Federal Business Opportunities \(FedBizOpps\)](#)

- **Awards**
 - [Awards](#)
 - [Subsistence Market Ready Orders](#)
 - [Post Award Request \(PAR\)](#)
 - Allows vendors to submit post award requests.
 - Other DLA Awards
 - [Federal Business Opportunities \(FedBizOpps\)](#)

- **References**
 - [Global Search](#)
 - [DLA Master Solicitation for Automated Simplified Acquisitions](#)

- **Technical Data**
 - [DLA Collaboration Folders \(cFolders\)](#)
 - [DLA Packaging](#)



Pre Award - Goals

Be Realistic...
Know What You Can/Cannot Do





Pre Award - Clauses

Read Clauses Thoroughly





Pre Award - Pricing

Give Price Breaks on Stock Buys

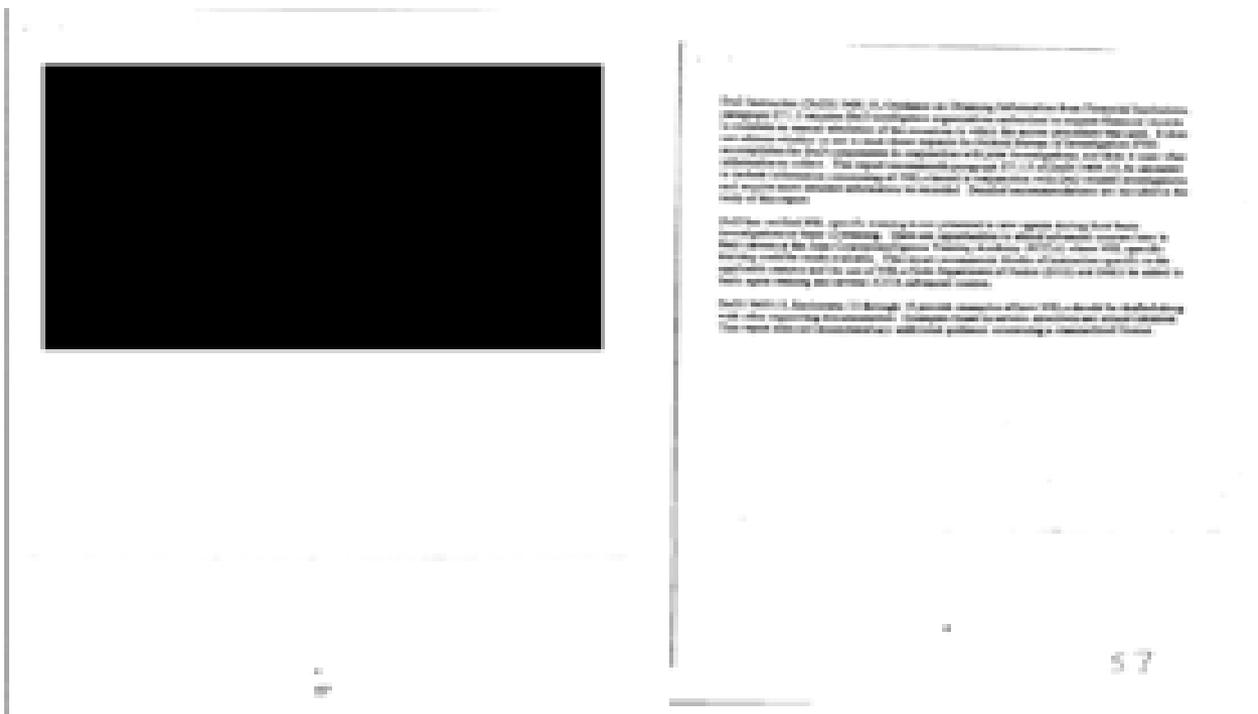


Ticker	Last Price	MACD	Trend Spotter	Overall Average	Bid Price	Co Name	Sector
ACE	\$67.24	Buy	Buy	88% Buy	\$2.52	ACE Ltd	Financial
AMZN	\$197.60	Buy	Buy	80% Buy	\$1.04	Amazon.com Inc	Services
BA	\$79.31	Buy	Buy	96% Buy	\$4.28	Boeing Co	Industrial Goods
BAM	\$33.09	Buy	Buy	40% Buy	\$3.52	BlackRock Asset Management Inc	Financial
CAT	\$110.34	Buy	Buy	48% Buy	\$9.66	Caterpillar Inc	Industrial Goods
COH	\$59.67	Buy	Buy	64% Buy	\$4.62	Coach Incorporated	Consumer Goods
CYS	\$37.02	Buy	Buy	100% Buy	\$1.73	Cys Caremark Corp	Services
DG	\$32.95	Buy	Buy	88% Buy	\$3.34	Dollar General Corp	Services
DOV	\$39.72	Buy	Buy	56% Buy	\$1.86	The Dow Chemical Co	Basic Materials
EBAY	\$32.72	Buy	Buy	32% Buy	\$4.80	EBAY Inc	Services
EXPE	\$25.26	Buy	Buy	80% Buy	\$2.98	Expedia Inc	Services
F	\$15.11	Buy	Buy	32% Sell	\$4.96	Ford Motor Co	Consumer Goods
GE	\$20.01	Buy	Buy	0% Hold	\$3.42	General Electric Co	Conglomerates
HD	\$36.99	Buy	Buy	0% Hold	\$3.83	Home Depot Inc	Services
INTC	\$23.25	Buy	Buy	80% Buy	\$2.66	Intel Corp	Technology
JNJ	\$65.27	Buy	Buy	56% Buy	\$2.91	Johnson & Johnson	Healthcare
KO	\$66.90	Buy	Buy	16% Buy	\$7.46	Coca-Cola Company	Consumer Goods
MASC	\$7.45	Buy	Buy	72% Buy	\$5.55	Material Sciences Corp	Industrial Goods
MCD	\$78.70	Buy	Buy	96% Buy	\$7.46	McDonald's Corp	Services
MRK	\$36.39	Buy	Buy	80% Buy	\$2.44	Merck & Co Inc	Healthcare
MSFT	\$25.87	Buy	Buy	24% Buy	\$7.30	Microsoft Corp	Technology
MU	\$10.87	Buy	Buy	16% Buy	\$3.56	Micron Technology Inc	Technology
ORCL	\$34.87	Buy	Buy	56% Buy	\$2.54	Oracle Corp	Technology
PEP	\$69.27	Buy	Buy	96% Buy	\$4.46	Pepsico Inc	Consumer Goods
PFE	\$20.55	Buy	Buy	56% Buy	\$1.97	Pfizer Inc	Healthcare
PG	\$65.27	Buy	Buy	80% Buy	\$6.16	Procter & Gamble Co	Consumer Goods
PGR	\$21.68	Buy	Buy	88% Buy	\$1.21	Progressive Corp	Financial



Pre Award - Traceability

Unredacted Traceability Back to The OEM





Pre Award

Be **Timely** in Responses



- Email FIRSTNAME.LASTNAME@DLA.MIL
- Telework; all teleworkers are required to forward their phones.



Post Award

What does Post Award do?

What if you find a mistake?





Post-Award Helpful Tips

- Compare award with quote/solicitation
- Understand testing requirements if applicable FAT/PVT
- Understand the Technical Data Package (TDP) if applicable
- Ensure Access/Understanding: iRAPT (invoice, receipt, acceptance, property transfer (formerly WAWF)
MyInvoice
- What are considered excused delays?
- Communication is the key





Pre and Post Award

Positive Attitude





Conclusion

