



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



REVERSE AUCTIONS



DLA Reverse Auction Process

- Web-based, price negotiation tool for competitive procurements.
- Companies submit bids online and receive immediate feedback on pricing.
- Process creates new market opportunities/increased supplier base.



DLA Reverse Auction Process

- If the Reverse Auction clause/provision 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.



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 not a new solicitation form.
- It is designed to streamline the negotiation process **ONLY.**