



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



Utility Services: A Conversation With Natural Gas Suppliers

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Why Are We Here?

- Solicit feedback from Industry on why the Government gets so few offers when soliciting for conveyance and award of natural gas utility distribution systems
 - Be Frank
 - Be Honest
 - Inform Us - We want to know!
- Examine challenges solicited from Industry
 - Take action where it makes sense
 - Streamline acquisition process/revise requirements where possible
 - Pursue potential legislative changes where applicable



Challenges/Prohibitions

- What types of challenges/prohibitions do you face for conveyance?
 - 10 U.S.C. § 2688
 - State Commission Laws and Regulations
 - Others
- What types of challenges/prohibitions do you face for contract award?
 - RFP requirements
 - FAR, DFARs, etc.
 - State Commission Laws and Regulations
 - Others



Questions to Start the Conversation

- Does the combination of requirements (RFP, Section JA utility specific, or other Section J attachments/references) impact the proposal submittal decision for a solicitation?
- Is enough time and information provided to adequately respond to a solicitation?
- What issues and perceived risks prevent Industry from submitting proposals for a solicitation?
- Are there preferred Points of Demarcation or alternate language that would minimize perceived risks?
- Any suggestions and recommendations on how to revise the requirements to promote participation?



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