



DEFENSE LOGISTICS AGENCY

Established 1961

Offer Entry Tool (OET)

Sean Lucas
2026



THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



- Application within the Energy Procurement Support Tool Suite (EPST)
- Web-based tool for use in submitting offers (https://oet.energy.dla.mil/epst_oet/oet.html)
- Replaces the hard copy offer submission package (OSP)
- Available for **Bulk Petroleum** and Direct Delivery Business Unit *procurements (selection after login)*
- Solicitation prescribes if required: *Inland East Gulf (IEG), Atlantic, European, Mediterranean (AEM), Western Pacific (WESTPAC), Rocky Mountain West Coast (RMW), Deep Freeze*
- *Generates Electronic Offer Submission Package (OSP)*



Commercial and Government Entity (CAGE) code required (<https://sam.gov/>)

Request OET account (<https://login.amps1.dla.mil/>)

- *(User ID and Password for AMPS are NOT the same as for OET)*
- OET accounts are linked to unique CAGE codes
- may assign multiple users per CAGE code

Select **'Energy Applications'** on the **Browse Roles by Application** Tab

Select **'Energy OET'**

Select **'Energy OET Prod - 100'**

Complete and submit request

OET username and password will be sent to via email from the EPST Provisioner

- Allow 1-2 weeks for OET access



- Link for DoD Root Certificates available on the OET homepage
- Account associated with CAGE code
- Passwords expire every 60 days (users will be prompted to change)
 - minimum 15 characters (1 upper case, 1 lower case, 1 number, 1 special character)
- **Do not share your username or password**
- Only the account holder can submit for reset of account/password
- Log in every 30 days per DoD policy
- Revalidate your role annually
- Use the same company name as the one linked to your CAGE
- **Select the purchase programs**
- Address for notifications - use individual email (no group accounts) - Check your junk mail and internal firewall settings if emails are not received



ACCOUNT

Contact Information

Password Change

Company Class Designation

Bid Entry (Sequence Lines)

Product
Delivery Mode
Escalators

Shipping Points
Offered Price
Quantity

Minimum / Maximum
Additives

Offer Conditions

Minimum Maximums
Only One

Offer Ties

One Before Another

Offer Data

Source data
Multiple Source Impacts
Physical Characteristics
Multiple Source Impacts
Quality Control Plan (QCP)
Exceptions
Arrival Notification Data

Production Capacity
Multiple Mode Impact
Longitude / Latitude
Multiple Mode Impact
Free time
Business Class Representation

Shipping Points Supported
Parcel Size / Interval
Vetting Criteria
Parcel Size / Interval
Shutdown / Turnaround
Refinery Shipping Point Data
Foreign Tax

Authorized Negotiator



Initial Offer Round

- Required for all OET solicitations
- **Initial offer must be submitted prior to the published closing date/time to be eligible for later rounds**

Interim Offer Round

- Contracting Officer's discretion
- There may be more than one interim round
- Participation is optional (previously offered data is retained if no Interim Submission)
- Data fields (product, mode, shipping point) locked

Unsubmit / Resubmit anytime Round is open

Withdrawn Offers **CANNOT** be Reinstated

Final Proposal Round

- Last round before Price Reduction
- Price Reduction Round at **Contracting Officer's discretion**
- Only price can be changed



- Solicitation gets posted to [SAM.gov | Home](#)
- OET is opened
- Vendors receive automated email notification
- Vendor inputs offer in OET, and submits
- OET round closes
- Offers are imported into the Bulk Bid Evaluation Model (BEM)
- Review/evaluation



- For questions specific to an offer, please contact the Contracting Officer listed on the solicitation

CUI

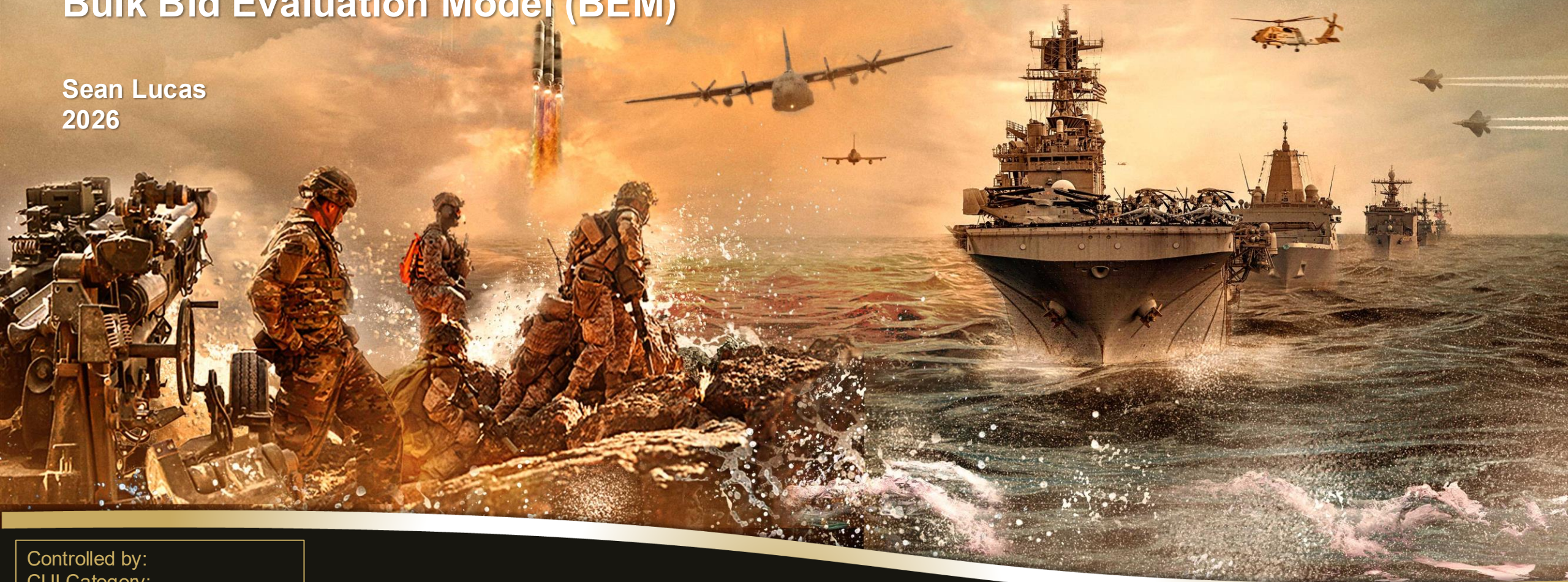
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Bulk Bid Evaluation Model (BEM)

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Controlled by:
CUI Category:
Dissemination Control:
POC:

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

CUI



Contract Characteristics

- Procurement of large, estimated quantities with 75% minimum lift guarantee.
- Typically, large-volume, high-value awards.
- Awarded on FOB origin and destination basis
- Logistics & Distribution
 - Extensive use of established commercial distribution systems.
 - Multiple delivery methods: direct to demand points or through intermediate DFSPs.



Socio-Economic Considerations

- 8(a) reservations
- HUB Zone premium program
- Small Business set-asides (price matching)

Constraints

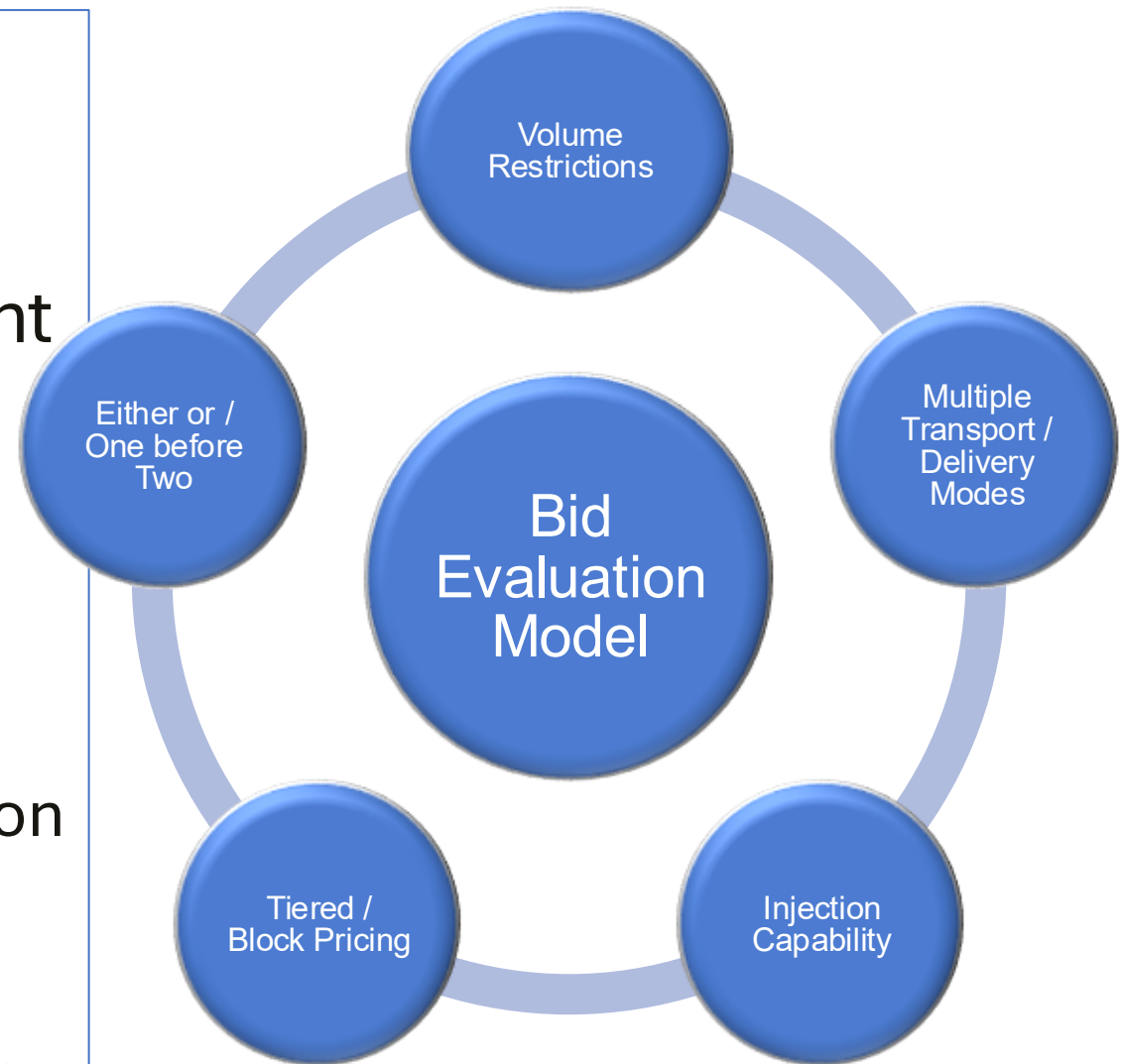
- Throughput Minimums/Maximums (largely tender of service terminals)
- Carrier minimums/maximums (throughput / parcel / batch)
- Asset availability (transportation assets / allocation)
- Facility capability/capacity



A mixed-integer linear program that provides for the Mathematical Optimization to ascertain the overall **Lowest Laid-in Cost** to the government

Laid down cost considerations:

- Offered price per gallon
- Transportation
- Additives
- Receipt, storage and onward distribution (fixed/variable)
- Offer specific evaluation factors
- Base reference price evaluation factors



Conditional statements must not conflict with one another (i.e., minimum award by mode exceeds overall maximum award volume)

Bid Evaluation Model (BEM)

Procurement Program Sequence



OET Round 1 Initial Offer

OET Round 2 Interim Offer

Interim Proposal Minimum Cost Bid Evaluation Worksheet (MCBEW)

OET Round 3 Final Offer

Final Proposal MCBEW & Laid in Cost Report (if Price Reduction Round)

Price Reduction Round (Optional)

Bid Evaluation Model (BEM)

Model Sequence



Evaluation Visual

(Laid-in Cost Evaluation Visual)



Intermediate Terminal Support

**Pipeline
Tank Truck**

Offered Price Only

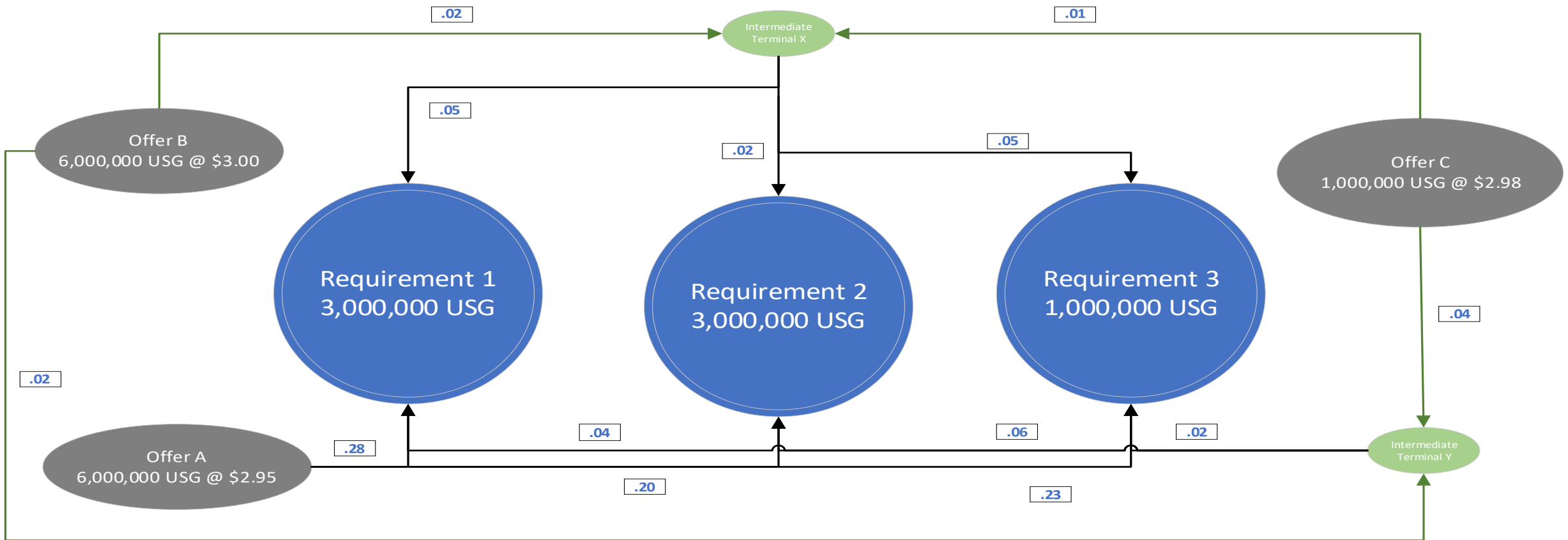
Requirement 1 – Offer A (3M USG @ \$2.95/gal)
Requirement 2 – Offer A (3M USG @ \$2.95/gal)
Requirement 3 – Offer C (1M USG @ \$2.98/gal)

Total Cost: \$22,000,000
(\$20,680,000 + \$1,320,000)

Lowest Laid-Down Cost

Requirement 1 – Offer B (3M USG @ \$3.07/gal)
Requirement 2 – Offer C (1M USG @ \$3.01/gal)
Requirement 2 – Offer B (2M USG @ \$3.04/gal)
Requirement 3 – Offer B (1M USG @ \$3.04/gal)

Total Cost: \$21,340,000 (\$660,000)





Bid Evaluation Model (BEM)

Minimum Cost Solution Bid Evaluation Sheet (MCBEW)

Minimum Cost Solution Bid Evaluation Sheet

01/20/2026 13:06:53

Buy Name: Sample Report Run Description: For producing sample MCBEW reports Last Saved: 02/01/2017

Products: JA1 - JAA - JP4 - JP5 - F76 - JP8

Purchase Program Numbers: 22B - 22D - 25B

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FOR PRODUCT JAA

Item No	Destination	Quantity Required	Set-Aside Qty	8A Quantity	Percentage of Demand Allowed By Mode		
					Mode ID	Mode Description	Delivery Percent
000062	EDWARDS AFB CA 881175240	19,000,000	17,100,000	0	P	PIPE	100
					T	TRUCK	100

Company	Quantity Bid	Bid Price	Total Add	Total Eval	Other Cost	Laid Down Price
Shipping Point/Terminal		Mode		Trans Rate		
VENDOR #3	247,000,000	1.112340	0.006013	-0.057904		
Cherry Point WA	844140302	TANKER (K)		0.106352	0.000000	1.166801
DFSP SELBY CA	876142270	TANKER (K)		0.081146	0.000000	1.247947
CARSON TERMINAL CA	883245271	PIPE (P)		0.000000	0.000000	1.247947
DFSP Watson CA	883245270	PIPE (P)		0.116080	0.000000	1.364027
VENDOR #3	247,000,000	1.112340	0.006013	-0.057904		
Cherry Point WA	844140302	TANKER (K)		0.152698	0.000000	1.213147
CARSON TERMINAL CA	883245271	PIPE (P)		0.000000	0.000000	1.213147
DFSP Watson CA	883245270	PIPE (P)		0.072327	0.000000	1.285474
KM BULK STORAGE BARSTOW CA	880178301	TRUCK (T)		0.079900	0.000000	1.365374
VENDOR #2	107,310,000	1.161400	0.006013	0.000000		
Richmond CA	876185000	TANKER (K)		0.048053	0.000000	1.215466
DFSP SELBY CA	876142270	TANKER (K)		0.081146	0.000000	1.296612
CARSON TERMINAL CA	883245271	TRUCK (T)		0.087000	0.000000	1.383612
VENDOR #3	247,000,000	1.112340	0.006013	-0.057904		
Cherry Point WA	844140302	TANKER (K)		0.106352	0.000000	1.166801
DFSP SELBY CA	876142270	TANKER (K)		0.081146	0.000000	1.247947
CARSON TERMINAL CA	883245271	PIPE (P)		0.000000	0.000000	1.247947
DFSP Watson CA	883245270	PIPE (P)		0.072327	0.000000	1.320274
KM BULK STORAGE BARSTOW CA	880178301	TRUCK (T)		0.079900	0.000000	1.400174
VENDOR #2	107,310,000	1.161400	0.006013	0.000000		
Richmond CA	876185000	TANKER (K)		0.048053	0.000000	1.215466
DFSP SELBY CA	876142270	TANKER (K)		0.081146	0.000000	1.296612
CARSON TERMINAL CA	883245271	PIPE (P)		0.000000	0.000000	1.296612
DFSP Watson CA	883245270	PIPE (P)		0.116080	0.000000	1.412692
VENDOR #2	107,310,000	1.161400	0.006013	0.000000		
Richmond CA	876185000	TANKER (K)		0.048053	0.000000	1.215466

Source Selection Information: See FAR 2.101 and 3.104/DoDI 5200.48 and DLAI 5200.48, CUI Marking Requirements



Laid Down Cost Report

01/20/2026 13:27:36

Buy Name: Sample Report Run Description: For producing samp Last Saved: 02/01/2017

Products: JA1 - JAA - JP4 - JP5 - F76 - JP8

Purchase Program Numbers: 22B - 22D - 25B

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FOR PRODUCT F76

Item	Destination	Quantity Required	
		Quantity Awarded	Laid Down Price
000088	DFSP PEARL HARBOR	43,000,000	
	Awarded Qty	21,500,000	1.195258
	Awarded Qty	21,500,000	1.270753
000089	DFSP PUGET SOUND	18,000,000	
	Awarded Qty	18,000,000	1.016367
000090	DFSP PT LOMA	81,000,000	
	Awarded Qty	10,000,000	1.064654
	Awarded Qty	71,000,000	1.136253



Bid Evaluation Model (BEM)

Post Award

- For questions specific to an offer, please contact the Contracting Officer listed on the solicitation