



Case Study

Contract

Contract number: W52P1J-15-D-3036
Contract Amount: \$ 3,033,200.00
Contracting officer: Samantha M. Keegan
P: 309-782-2192
Samantha.m.keegan.civ@mail.mil

Requirement

The Army Contracting Command - Rock Island had a requirement for Five-year Indefinite Delivery Indefinite Quantity contract for Oklahoma Department of Transportation (ODOT) approved aggregate stone products. Orders were to be placed against funded delivery orders on an as-needed basis. The end user was the McAlester Army Ammunition Plant, OK. Aggregate was only accepted from approved source.

Challenges

- Contract was based on as needed which means once an order is issued, the material is needed for construction and other tasks depend on them. So time was very important and limited in every order.
- Summer is the busiest time of the year for all trucking companies so forming a fleet to catch the time frame was a challenge.
- As the material was going to be used for construction, McAlester was very firm and serious with regard to the specification and quality. In some cases, the specification was unique and custom made.
- McAlester had a special schedule to receive the material. They closed at 330 pm and they did not receive material on Fridays. This gave us a shorter time to catch the deadline.
- McAlester is a secured facility and drivers must be vetted and approved before any delivery take place.

Result

Green Dream International was awarded the contract and has satisfactorily performed 29 orders. GDI had one source of material plus a trucking team ready at the beginning of the contract but was never pleased with one solution so it pursued other alternative solutions to have sufficient leverage for any unexpected element.

- GDI subcontracted several other trucking companies who were ready to jump in the project any time needed.
- GDI established a good and close relation with the most qualified producer of aggregate in the region, Dolese inc. This provided an assurance for the quality of the material and consistency in production.

Key Factors Contributing to the Success

• *Red lines*

Every project has a few red lines to GDI which keep it on track. One red line in this project was time and daily deliveries scheduled. GDI was respected this red line.

• *Quality Products*

In all 29 orders performed which summed up to about 50000 Tons of aggregate , GDI kept its promise to deliver high quality material in full compliance with the requirement.

• *Management*

GDI team stayed on alert for every task order. They planned for it and prepared a schedule in agreement with the subcontractors and producers. They closely watched and monitored the execution of the plan.