

Solution Guide

The Military Buying Process





Introduction

Getting ASRS solutions funded and installed on a military base involves navigating a unique landscape of regulatory requirements, matching technological capabilities with mission-specific needs, and ensuring compatibility with existing systems. These challenges require a strategic approach to procurement, balancing operational effectiveness with budgetary constraints and logistical feasibility.

This guide provides a clear comparison of each of the three major procurement avenues that you have to get ASRS deployed on your base: GSA Contract, Prime Contractors, and Open Market. This guide will cover what each buying process is, what steps are needed to complete, and the best situations to pick that vehicle.

This comparative analysis is designed to provide military base personnel like you with information about each procurement strategy. But, when push comes to shove, your Kardex representative has the knowledge and experience to help you realize the most efficient way to get ASRS on your base. If you're considering ASRS, we can help guide you through the procurement process from start to finish.

3 Procurement Vehicles

There are three different avenues you can take to fund an ASRS project on your base: the Prime Contractors, GSA Contract, or Open Market.

1) Prime Contractors

What is it?

Prime Contractors are major defense or commercial contractors who have been awarded Indefinite Delivery Indefinite Quantity (IDIQ) contracts by the government. They often sub-contract specific components or services needed to fulfill the overall contract obligations, including ASRS solutions.

What are the steps required?

Engaging with Prime Contractors involves identifying the main contract holders for military projects, presenting your ASRS solution's value proposition, and negotiating subcontract terms that align with the prime contract's requirements and timelines.

When should you use it?

This method is suitable when your ASRS solution aligns with a larger project managed by a Prime Contractor, especially when the project requires specialized capabilities or when direct government procurement channels are not available. This would include the Maintenance and Repair Operations (MRO) and Special Operational Equipment (SOE). The value of this purchase avenue is that a guaranteed specific brand and product can be requested.

2) GSA Contract

What is it?

A GSA Contract is a pre-negotiated contract with the General Services Administration of the U.S. Government. It allows Department of Defense and other federal government entities to purchase goods and services at agreed-upon prices, terms, and conditions.

What are the steps required?

The process includes identifying the needed ASRS solutions, searching the GSA Schedule for applicable contracts, comparing offerings, and placing an order directly through the GSA Advantage portal or by contacting the supplier listed on the schedule.

When should you use it?

This procurement vehicle is ideal when seeking standardized ASRS solutions with transparent pricing and terms, especially for expedited purchases where the government has already vetted vendors for quality and compliance.

3) Open Market Purchase

What is it?

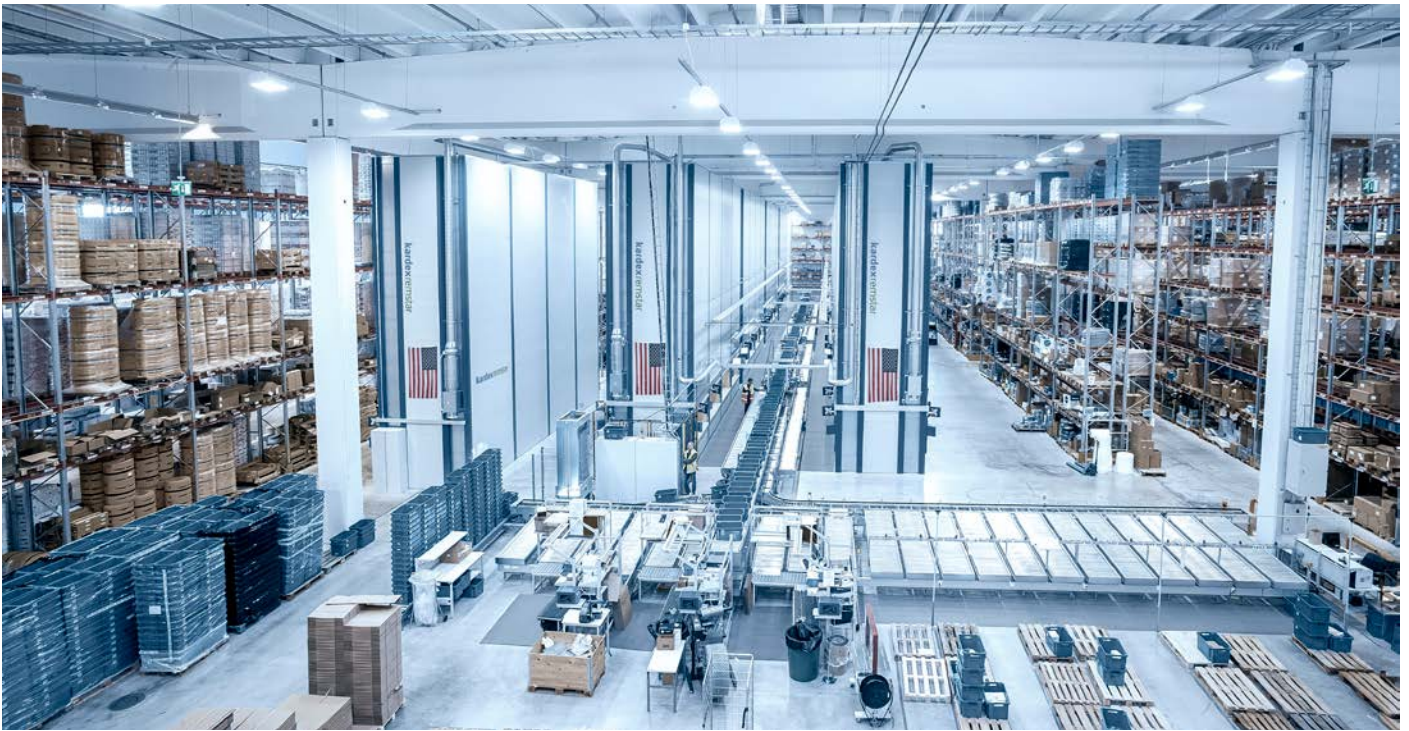
Open market purchases typically go through a base contracting office and requires a full open solicitation to the market where any and all registered government vendors can submit a quote. This contract vehicle typically operates under the base requirement of Low Priced Technically Acceptable (LPTA) which means you may not always get the exact product you request.

What are the steps required?

The steps involve defining specific requirements, conducting market research for potential vendors, requesting quotes, evaluating offers based on cost, capability, and compatibility, and finally, purchasing directly from the chosen supplier. This can be a lengthy process and can sometimes take up to 6 months to 1 year to complete.

When should you use it?

This should be used when no other procurement vehicle is acceptable by contracting. This approach is best when you have a clear understanding of your needs, require custom or specialized ASRS solutions, or when aiming to streamline procurement to save time and potentially negotiate better terms or prices directly. If you must go with this procurement avenue it is best to have your needs fully defined and detailed to assure you receive the product that meets your ultimate needs.



We're here to help

Navigating the procurement process for ASRS solutions in a military context can seem daunting given the various vehicles available, each with its own set of requirements and benefits. The decision-making process is critical for aligning technological capabilities with mission-specific needs while adhering to regulatory and budgetary constraints.

In addition to the basic procurement channels mentioned we also work with a multitude of socio-economic set asides such as:

- Small Business (SB)
- Veteran Owned Small Business (VOSB)
- Service-Disabled Veteran Owned Small Business (SDVOSB)
- HUBZone Small Business
- Small Disadvantaged Business (SDB)
- Women Owned Small Business (WOSB)
- Economically disadvantaged women-owned small business (EDWOSB)

The fastest and most direct path to securing approval and getting an ASRS solution on your base is to work with your Kardex representative to determine which vehicle is best. Our sales representatives, who are U.S. military veterans themselves, possess the necessary experience and understanding to navigate these complex projects successfully. This group has the capability to navigate base protocols, working closely with you and other military personnel to get these projects done.

If you're considering ASRS for your base, our team is ready to assist. With decades of experience and a commitment to excellence, Kardex ensures a seamless deployment of ASRS technology on your base.