2009 Defense Supply Center Columbus' Land and Maritime Supply Chains Business Conference and Exhibition

"Connecting Suppliers To Warfighters…."

Columbus, OH

17 - 19 August 2009

Agenda

Tuesday, 18 August, 2009

"CONNECTING SUPPLIERS TO WARFIGHTERS..."
- *VADM Alan S. Thompson*, SC, USN, Director, Defense Logistics Agency

STATE OF THE CENTER ADDRESS: "CONNECTING SUPPLIERS TO WARFIGHTERS..."
- *Mr. James M. McClaugherty*, SES, Deputy Commander, Defense Supply Center Columbus

ACQUISITION: "CONNECTING SUPPLIERS TO WARFIGHTERS..."
- *Mr. Milton Lewis*, Executive Director, Defense Supply Center Columbus

Wednesday, 19 August, 2009

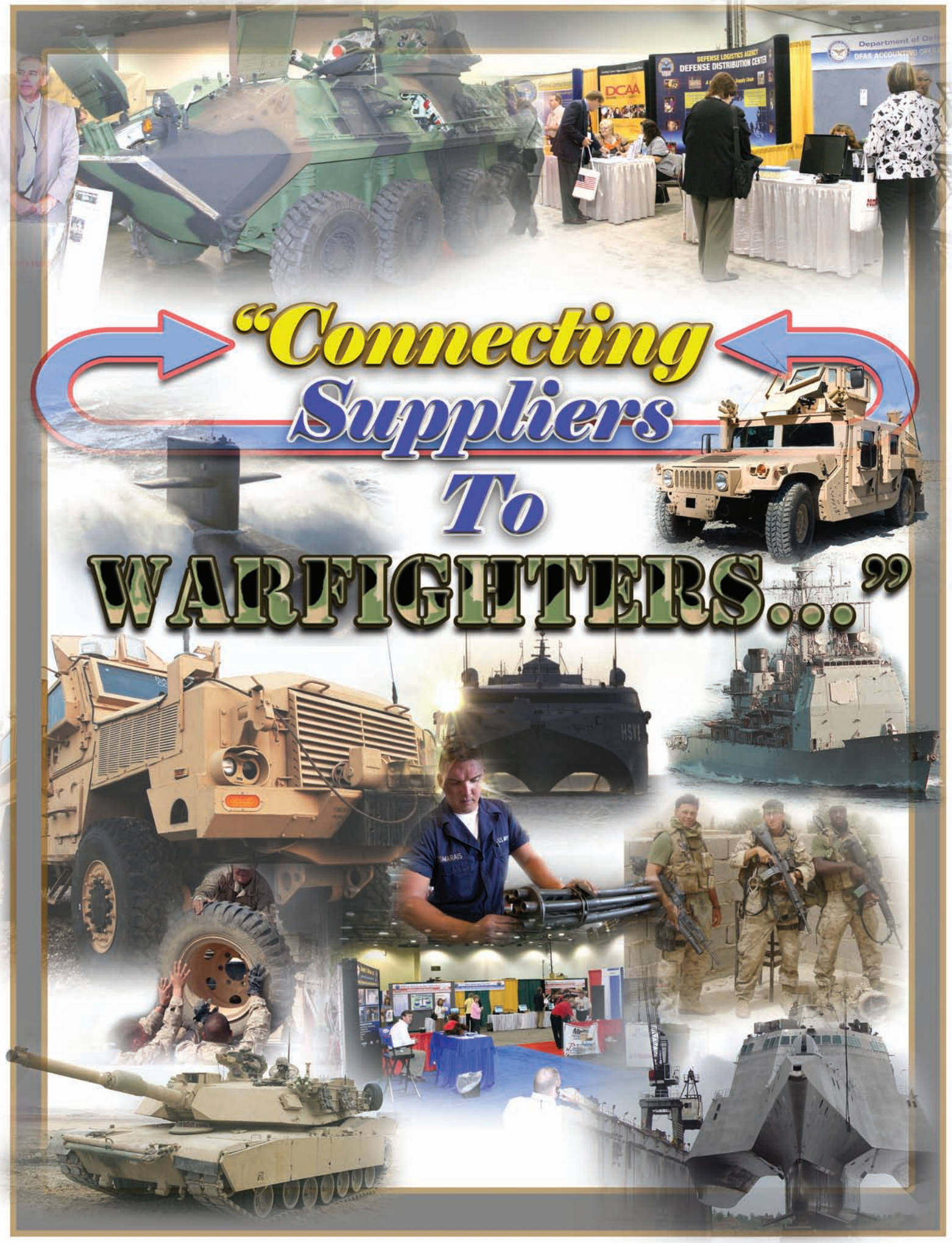
MORNING GUEST SPEAKER
- *Mr. Jeff Dretzka*, Vice President of Sales and Marketing, Underground Pipline, Inc. (UPI)

BREAKOUT SESSIONS AUGUST 18-19, 2009

1. *Land Supply Chain*, Denise Pennington, Tactical Vehicle Support; LTC Eva McElroy, Supplier Support; Linda Johnson, Combat Vehicle Support and Marty Sass, SMSG
2. *Maritime Supply Chain*
3. *Procurement Systems and Supplier Interfaces*, Ken Rumbaugh, DSCC Systems and Procedures Division
4. *Value Engineering*, Dwayne Porter, Castings and Forgings; Steve Gomez, Value Engineering Proposals
5. **DFAS Your Financial Partner At Work**
    a. *AP Vendor Pay*, Samantha Rohrbacher, DFAS, Accounts Payable
    b. *Wide Area Workflow (WAWF) Overview*, eSolutions Office, DFAS
    c. *Contract Pay (MOCAS) Operations Overview*, Joe Spring, Accounts Payable Acquisition Directorate
    d. *Top Ten Reasons for Delayed Payment*
6. *Surge and Industrial Base Initiatives*, Jim Buchanan & Steve Roadfeldt, Industrial Capability & Warstopper Program; Ronnie Favors, Defense National Stockpile Center (DNSC)
7. **DLR — Depot Level Reparable**
    a. *BRAC 2005 Supply and Storage Decisions*
    b. *BRAC - DLA Mechanicsburg Overview*
    c. *DLA - Warren Overview and Opportunites*, Ellen Dennis
8. *Maritime Federal Supply Class Supply Chain Partnership*, Kreston Harris, Matthew Woolstenhulme
9. *Procurement Opportunities For Small Business*, Rebecca Parks
10. **Product Verification Program**
    a. *Product Verification Program - Assuring Quality of Our Stock*, Doug Fosnaught, Chief, Product Verification Division
    b. *DLA Product Test Centers (PTC)*
11. **Pricing and Contracting Strategies**

a. *Adequate Proposal Packages & TINA Requirements*, Ray York, Chief, Pricing Division, Procurement Process Support
b. *Preparing Proposals*

12. **Radio Frequency Identification (RFID) and Packaging and Marking**
    a. *AIT and Passive RFID*, Mark Lieberman
    b. *Packaging,* Deborah Thompson, DSCC-VSP Packaging Office


DEFENSE LOGISTICS AGENCY
DEFENSE DISTRIBUTION CENTER
DCAA
"Connecting
Suppliers
To
WARFIGHTERS..."

FROM THE COMMANDER, DSCC



Welcome! Thank you for your participation in the 2009 Defense Supply Center Columbus' Land and Maritime Supply Chains Business Conference and Exhibition. Once again, we are pleased to work with the National Defense Industrial Association (NDIA) who sponsors this special event. The NDIA and DSCC staffs have worked very hard to make this a meaningful event for our industry partners.

DSCC leads and manages DLA's Land and Maritime supply chains to provide the best possible support to America's Armed Forces. You play essential roles in helping DSCC accomplish this demanding and dynamic mission.

This year's conference theme, "Connecting Suppliers to Warfighters," is symbolic of our ongoing mission at DSCC. We are committed to relentlessly pursuing satisfaction for our customers and meeting their requirements through enhanced relationships with you, our valued suppliers.

The transformation of DLA from a wholesale-focused organization to end-to-end Supply Chain Management has taken shape. Those fundamental mission changes, along with new Supply, Storage and Distribution and Depot Level Reparable missions from BRAC 2005 have led us to look for new opportunities with suppliers. These include the search for innovative procurement methods and practices to improve warfighter support, gain better effectiveness, and drive increased efficiency.

We took your suggestions from previous years to provide forums and presentations to help understand some new focus areas within DSCC and throughout DLA. We look forward to the networking opportunities this conference provides, and to working closely with our suppliers to forge relationships and cooperative agreements that support our Armed Forces. I hope you find this year's conference to be very beneficial, and as always, we welcome your feedback on how we can serve you better in the future. I look forward to meeting you.

THOMAS J. RICHARDSON
Brigadier General, USA
Commanding

FROM THE DEPUTY COMMANDER, DSCC



On behalf of DSCC and the Land and Maritime Demand/Supply Chains, welcome to the 2009 Defense Supply Center Columbus Land and Maritime Supply Chains Business Conference and Exhibition. I am excited that you are here (hopefully again!) and expect this year to build on the successes of the past.

This is our seventh conference and once again we have an excellent host here at the Greater Columbus Convention Center. In addition, I am also grateful to have the talents of the National Defense Industrial Association (NDIA) helping us make the conference as productive as possible.

We strive annually to make each year's event a meaningful opportunity for all who participate — our collective goals should be to develop new ideas, share success stories, learn of best practices, and meet colleagues from across the country and around the world.

This year's theme, "Connecting Suppliers to Warfighters," emphasizes the ultimate objective of this conference, which is to enhance support of our warfighters by developing new and sustainable relationships with you --our suppliers –- who are the lifeblood of our business. I trust you will find this theme resonating throughout the Conference, from the plenary sessions to the break out groups to the socials.

We look forward to your input on how we can continue to maintain the highest levels of support to our customers – the Soldiers, Sailors, Airmen, Coast Guardsmen and Marines stationed around the globe. They are counting on us and they deserve the best support that we can provide.

Again, welcome and thank you for your participation

JAMES MCCLAUGHERTY, SES
DSCC Deputy Commander

FROM THE EXECUTIVE DIRECTOR, DSCC



Welcome to the 2009 Defense Supply Center Columbus Land and Maritime Supply Chains Business Conference and Exhibition. I am delighted you are joining us and truly excited at the opportunity this type of forum presents. I believe the partnerships between suppliers, customers and DSCC creates a bond that inspires understanding and respect.

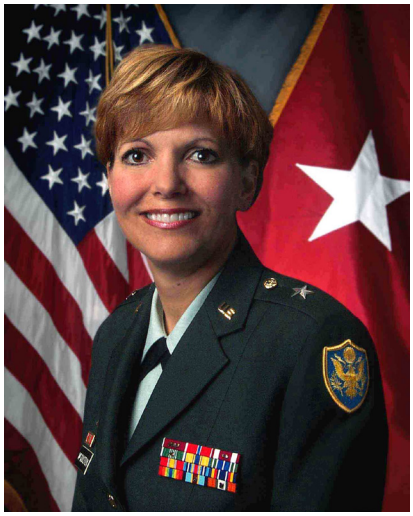
This year's conference theme, "Connecting Suppliers to Warfighters," reflects our commitment to link our supply chain customers with our suppliers through initiatives designed to cultivate responsive, meaningful, and measured collaborative relationships.

I look forward to networking and exchanging information with each of you; along with discussing the latest news on topics, programs, and initiatives of interest for companies pursuing Government business.

On behalf of the men and women of the Armed Forces who defend our freedom around the world, please accept my thanks for your support. Suppliers are vital to the success of our support to the warfighter. By being informed and maintaining an awareness of the needs of the warfighter, we can work together to ensure that Soldiers, Sailors, Airmen, Marines, and Coast Guardsmen have the right item at the right time and at the right place.

MILTON LEWIS, SES
DSCC Executive Director,
Contracting and Acquisition

A MESSAGE FROM OUR FORMER COMMANDER



To DSCC's Dedicated Suppliers

As I depart DSCC, I wanted to thank each of you for your tremendous support to the men and women of our Armed Forces who so diligently guard our freedoms.

It was an honor to command the part of the DLA Enterprise responsible for Land and Maritime systems readiness. I'm proud of what this command does through hard work, innovation, and true partnering with our customers and our valued suppliers.

The theme of this conference — Connecting Suppliers to Warfighters — is a recognition of exceptional performance and a call-to-arms to continue to excel in the future.

I thank each of you for your commitment, as I look forward to being on the "demand" side again — knowing I can depend on the very best support!

Patricia D McQuistion
BG, US Army

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ABOUT DSCC

Throughout the world, the Defense Supply Center Columbus is known to more than 24,000 military and civilian customers and 10,000 contractors as one of the largest suppliers of spare parts. DSCC is a field activity of the Defense Logistics Agency which has its headquarters in Ft. Belvoir, Va.

Today, DSCC's state-of-the-art supply chain system connects business processes from the supplier to the customer through the Land and Maritime supply chains. Managing two of DLA's eight supply chains, DSCC buys and supplies more than 2 million items within those supply chains with a partnering agreement with two other DLA defense supply centers. DSCC accounts for more than $3 billion in annual sales.

The DSCC Commanding General is Army Brigadier General Thomas J. Richardson. The Deputy Commander is James M. McClaugherty, and the Executive Director, Contracting and Acquisition Management is Milton K. Lewis. The Chief of Staff is Air Force Col. Daniel K. Hicks.

DLA's vision and mission are the foundation statements for DSCC's commitment to the Nation's Armed Forces. DSCC's corporate identifier, The DSCC Way, illustrates the principle components of DSCC's culture and business interpersonal ethics. The identifier defines the Center's expectations about customer support and the values it promote among its associates.

This Center, now called the Defense Supply Center Columbus, has served in every major military engagement since World War I. In 1917, America's production effort in World War I reached a dilemma when supply lines to ports of embarkation for troops and material became filled to capacity. This site, originally a combination of swamp land and farmland, filled the need for a logistics center because it afforded immediate access to three important railroad lines and was centrally located amongst U.S. manufacturing centers. In April 1918, the U.S. Army Quartermaster Corps purchased 281 acres of land on which to construct the government military installation now known as DSCC. Warehouse construction began in May of that year, and by August, six warehouses were receiving material for storage. Those warehouses were still in use before being demolished at the turn of the millennium.

The lull between WWI and WWII reduced Center operations to mostly reconditioning and sales of wartime stockpiles, and in the 1930s, the Center became a regional headquarters for the Civilian Conservation Corps.

During WWII the Center became the largest military supply installation in the world. In December 1942, an additional 295 acres were purchased. With more that 10,000 civilian employees, it played a large part in the overall war effort. Near the end of the war, some of the warehouses were turned into secured barracks to house hundreds of prisoners of war.

Amidst the wars, the conflicts and humanitarian relief efforts, the installation has continuously worked to establish direct and fast moving supply lines to support U.S. troops in all parts of the world.

The installation's operational activities were assigned to the U.S. Army Supply and Maintenance Command in July 1962. The following year, it became the Defense Construction Supply Center under what is presently known as the DLA.

DSCC was formed from the 1993 Base Realignment and Closure Commission-ordered merger of the former Defense Construction Supply Center and the former Defense Electronics Supply Center in Dayton, Ohio. The merger provided the installation with its 14th name change, thus becoming the Defense Supply Center Columbus in January 1996.

The Base Realignment and Closure (BRAC) decisions of 2005 further extended DSCC's mission to directly support customers, transferring mission and personnel in Mechanicsburg, PA supporting the Navy, and in Warren, MI supporting the Army. These organizations focus on leveraging DLA's huge buying power while procuring Depot Level Repairable (DLR) assemblies. DSCC is also poised to receive units to perform Supply, Storage and Distribution (SS&D) services to industrial depot customers of the Army, Navy and Marine Corps over the next two years.

"CONNECTING SUPPLIERS TO WARFIGHTERS..."

The Land and Maritime Supply Chains Business Conference theme conveys the Defense Logistics Agency and the military organizations' focus at linking with commercial supply chains and creating seamless, an extended enterprise in support of the warfighter.

Defense Logistics Agency is proceeding in an effort to standardize its information technology systems, simplify and streamline its processes, and develop and deploy tools that will allow supply to be seamlessly linked with demand. DLA faces the additional challenge of adapting its systems to the expanded mission, which proceeded from the Base Realignment and Closure (BRAC) process.

DLA's quest started in 1999 when the agency decided to replace its decades-old legacy systems through an initiative called Business Systems Modernization, or BSM. BSM replaced the old COBOL-based systems with an SAP ERP system, plus added on integrated planning and forecasting capabilities from Manugistics. In 2007, DLA embarked on a program called Enterprise Business Systems in an effort to enhance its supply chain and logistics processes in response to its new BRAC missions.

The DLA enterprise is huge, spending $38 billion per year to manage 95 percent of the repair parts procurement for all of the armed services as well as 100 percent of the food, fuel, medical supplies, clothing and construction equipment across the Department of Defense. DLA activities reach 126 nations with 520,000 shipments annually and 54,000 requisitions in any one day. It manages over 5 million items in eight supply chains across 26 distribution depots. If DLA were a private concern, it would b the third largest distribution and warehousing organization in the world.

The purpose of DLA's BSM strategy was to enable processes that would integrate its supply management and logistics. The agency moved to ERP with the objectives of reducing inventory cycle times, improving customer service, and implementing uniform processes, procedures and performance metrics. EBS is providing additional refinement to those processes.

DLAs new performance measures include metrics like demand and planning accuracy. DLA placed heavy reliance on obtaining the best possible forecast by collaborating with our customers, primarily the major armed services repair organizations, generating a demand plan and then scheduling procurement and positioning stock to the right places. On the supplier side, DLA sought to improve supplier availability to promise and reduce lead times.

The biggest challenge to face DLA in recent years has been to implement provisions of the 2005 BRAC Supply, Storage and Distribution (SS&D) Management Reconfiguration legislation. The BRAC legislation made DLA the effective supply department for repair parts for 13 maintenance depots - including Air Logistic Centers, Fleet Readiness Centers, Naval Shipyards and Army Industrial Depots - and, in a departure from its earlier mission, gave DLA responsibility for retail, as well as wholesale, operations.

DLA is now responsible, not only for ordering and stocking parts, but for delivering those parts to the mechanics who need them. The Inventory Management and Stock Positioning (IMSP) project was launched in response to the 2005 BRAC requirements. IMSP is designed to enhance EBS functionality to help DLA fulfill its new BRAC mission. IMSP will deliver the SAP and Manugistics inventory management functionality required to extend DLA's support of industrial depot maintenance customers.

IMSP will be delivered to those locations in three development spirals, first to air logistics centers and later to Navy/Marine Corps and Army sites. As part of IMSP, several tools have been developed within the Manugistics software package that will permit an improvement to DLA's inventory posture through increased visibility of customer demands at the consumer level.

One such offering is a Web-based collaboration tool that allows DLA customers to convey their supply plans to the agency. DLA aggregates the data generated by individual customers





and passes that along to suppliers, allowing them to plan production. Planning horizon timelines are up to five years, which is required for major systems such as ships and aircraft.

Another new tool being used by DLA is a forecasting tool deployed as part of the Manugistics suite. This tool can use several different statistical models to make a forecast. The system actually chooses which model to use for any given situation. This tool is especially useful for situations where past experience is not an effective predictor of future demand. DLA's legacy system included only one forecasting model.

On the supplier side, DLA is in the process of configuring a portal within SAP, which will allow vendors to view two-year forecasts for individual products. One of the objects of this tool is to reduce the procurement and production lead times required for products that DLA orders, thereby also streamlining processes and reducing costs. DLA plans on rolling out that portal in 2010.

Matching up supply and demand is not merely a question of technology. Closer and more collaborative relationships among the DLA and its customers and suppliers have also proved to be key to the changes DLA is seeking.

On the customer side, DLA has sought to conclude joint collaboration agreements with 50 of its largest customers in an effort to get the best possible data for its forecasts. It starts by getting good data. By getting granular data from documents such as bills of materials and repair schedules, DLA is better able to meet the needs of the service repair facility.

DLA has also established strategic supplier alliances with 31 vendors. By partnering with these vendors, DLA is able to improve the processes that underlie the relationship. DLA can get process improvements, reduction in lead times, and work on whatever other mutual objectives DLA may have. In order to make this program as effective as possible, DLA focused on 20 percent of its suppliers that provide 80 percent of its products.

DLA has also sought to streamline its deliveries by acquiring end- to - end commercial supply chain services through its prime vendor program. DLA has contracted with food, fuel and medical suppliers to manage these supply chains and deliver commodities directly to warfighters. The government is not involved in the manufacture or distribution of the products. It is the responsibility of the prime vendor to acquire the product. DLA prime vendors even deliver to Iraq and Afghanistan, where warfighters benefit by enjoying the same brand-name food and consuming the same medicines they are use to back home.

DLA's strategic relationships have dramatically reduced lead time from an average of 79 days for regularly sourced materials to an average of 29 days for DLAs strategically sourced counterparts. Some product lead times have been reduced from 60 days to two days. The response of DLA's vendors has been excellent. They are interested in responding to warfighter requirements. There are certainly areas DLA needs to improve upon. Downward pressure on pricing will continue to be at the forefront of these alliances.

Improving supply chain visibility is a continuing and ongoing process that will always inch forward toward, but may not actually achieve, full demand and supply synchronicity. This continuous improvement is important, especially as DLA takes on its new, BRAC induced retail role.

DLAs feeling is that the demand signal is a little distorted because DLA is not seeing consumer demand but increased visibly of consumption should lead to better planning. The result should be better stock positioning, and a reduction in the footprint and cash outlays of the supply centers run by the armed services.

We have several keynote speakers from the military service and industry who will provide updates on our customers' operational requirements, business initiatives, and many opportunities to obtain the latest news on topics, programs and initiatives of importance to companies interested in doing business with DLA. We look forward to having you join us to exchange information with Land and Maritime Supply Chains' leadership and personnel.

MONDAY AUGUST 17 2009

8:00 am - 6:30 pm — ONSITE REGISTRATION OPEN

12:00 pm — DEFENSE SUPPLY CENTER COLUMBUS FACILITY TOUR
Buses will depart from the Columbus Convention Center for DSCC. Schedule includes a DSCC State of the Center Briefing, tour of the Command Suite, Test Lab, Ohio Army National Guard Facility, Small Business Office and DSCC History Gallery. A maximum of 150 participants can attend. Registration is separate from conference registration.

4:00 pm — RETURN TO THE COLUMBUS CONVENTION CENTER

5:00 pm — EXHIBIT HALL OPENS

5:00 pm - 6:30 pm — OPENING RECEPTION IN EXHIBIT HALL C

6:30 pm — CONFERENCE ADJOURNS FOR THE DAY; EXHIBIT HALL CLOSES FOR THE DAY

TUESDAY AUGUST 18 2009

6:45 am - 6:30 pm — ONSITE REGISTRATION OPEN

6:45 am - 7:45 am — CONTINENTAL BREAKFAST.....Ballroom Foyer

7:45 am — WELCOME/ADMINISTRATIVE REMARKS.....Ballrooms 1-3
LCDR James Strauss, SC, USN, *Defense Supply Center Columbus*

7:55 am — POSTING OF COLORS
Multi-Service Color Guard

8:00 am — NATIONAL ANTHEM
National Anthem, The American Belles
Patriotic Song, The American Belles

8:05 am — OPENING REMARKS
BG Thomas J. Richardson, USA, *Commander, Defense Supply Center Columbus*

8:15 am — "CONNECTING SUPPLIERS TO WARFIGHTERS..."
VADM Alan S. Thompson, SC, USN, *Director, Defense Logistics Agency*

8:45 am — DSCC RECOGNITION FOR EXCELLENCE AWARD CEREMONY

9:30 am — STATE OF THE CENTER ADDRESS: "CONNECTING SUPPLIERS TO WARFIGHTERS..."
Mr. James M. McClaugherty, SES, *Deputy Commander, Defense Supply Center Columbus*

10:00 am — ACQUISITION: "CONNECTING SUPPLIERS TO WARFIGHTERS..."
Mr. Milton Lewis, *Executive Director, Defense Supply Center Columbus*

10:30 am — EXHIBIT HALL OPENS

TUESDAY AUGUST 18 2009

10:00 am - 12:00 pm — CAPABILITY ASSESSMENT BRIEFING.....C123

DSCC's Office of Small Business Programs is hosting a series of capability briefings during the Land & Maritime Supply Chains Business Conference & Exhibition. The manufactures will present an overview of their capabilities, quality systems, and competencies and explain the types of parts they produce. You will receive a copy of the manufactures Capability Statement. The Capability Statements provides additional information on their commodity focus, processes, machinery and material capabilities as well as their quality systems. The audience will be DSCC personnel such as Buyers and Contracting Officers, Technical and Quality Specialists, Industrial Specialists, Engineers and Small Business Specialists. Each briefing will be fifteen minutes with five minutes for questions and answers.

10:30 am — BREAK IN EXHIBIT HALL C

10:30 am - 4:30 pm — DSCC NETWORKING.....**ROOM C122**

A networking room will be available Tuesday from 10:30 am to 12:00 pm, 2:00 pm to 4:30 pm and Wednesday, from 7:45 am to 12:00 pm and 2:00 pm to 4:30 pm by appointment only for suppliers to network with DSCC buyers, administrators, product specialists, supply planners, etc.

10:45 am - 12:00 pm — BREAKOUT SESSION 1

1. Land Supply Chain.....C110
2. Maritime Supply Chain.....C111
3. Procurement Systems and Supplier Interfaces.....C112
4. Pricing and Contracting Strategies.....C114
5. Value Engineering.....C115
6. Radio Frequency Identification (RFID) and Packaging and Marking.....C121
7. Product Verification Program.....C120
8. Maritime Federal Supply Class Supply Chain Partnership.....C113

12:00 pm - 1:45 pm — LUNCH WITH SPEAKER.....Ballrooms 1-3

Mr. Shay Assad, *Director, Defense Procurement, Acquisition Policy and Strategic Sourcing*

1:45 pm - 3:00 pm — BREAKOUT SESSION 2

1. Land Supply Chain.....C110
2. Maritime Supply Chain.....C111
3. Procurement Systems and Supplier Interfaces.....C112
4. DFAS Your Financial Partner At Work.....C120
5. Surge and Industrial Base Initiatives.....C114
6. DLR — Depot Level Reparable.....C115
7. Procurement Opportunities For Small Business.....C121
8. Radio Frequency Identification (RFID) and Packaging and Marking.....C113

TUESDAY AUGUST 18 2009

1:45 pm - 4:30 pm — CAPABILITY ASSESSMENT BRIEFING.....C123

3:00 pm — BREAK IN EXHIBIT HALL C

3:15 pm - 4:30 pm — BREAKOUT SESSION 3

1. Procurement Systems and Supplier Interfaces.....C112
2. Pricing and Contracting Strategies.....C114
3. Value Engineering.....C115
4. DFAS Your Financial Partner At Work.....C120
5. Radio Frequency Identification (RFID) and Packaging and Marking.....C121
6. Surge and Industrial Base Initiatives.....C110
7. DLR — Depot Level Reparable.....C111
8. Maritime Federal Supply Class Supply Chain Partnership.....C113

4:30 pm - 5:00 pm — THE AMERICAN BELLES PERFORM IN EXHIBIT HALL
"A Special Tribute to The Warfighter and Ice Sculpture Presentation..."

5:00 pm - 6:30 pm — RECEPTION IN EXHIBIT HALL C

6:30 pm — CONFERENCE ADJOURNS FOR THE DAY; EXHIBIT HALL CLOSES FOR THE DAY

WEDNESDAY AUGUST 19 2009

6:45 am - 2:00 pm — ONSITE REGISTRATION OPEN

6:45 am - 7:45 am — CONTINENTAL BREAKFAST

7:45 am - 4:00 pm — DSCC NETWORKING.....C122

7:45 am — ADMINISTRATIVE REMARKS.....Ballrooms 1-3
LCDR James Strauss, SC, USN, *Defense Supply Center Columbus*

8:00 am - 8:45 am — MORNING GUEST SPEAKER
Mr. Jeff Dretzka, *Vice President of Sales and Marketing, Underground Pipline, Inc. (UPI)*

8:30 am - 12:00 pm — CAPABILITY ASSESSMENT BRIEFING.....C123

9:00 am - 10:15 am — BREAKOUT SESSION 1

1. Land Supply Chain.....C110
2. Maritime Supply Chain.....C111
3. Procurement Systems and Supplier Interfaces.....C112
4. Value Engineering.....C115
5. DFAS Your Financial Partner At Work.....C120
6. Surge and Industrial Base Initiatives.....C114
7. DLR — Depot Level Reparable.....C113
8. Product Verification Program.....C121

WEDNESDAY AUGUST 19 2009

10:15 am — BREAK IN EXHIBIT HALL C

10:45 am - 12:00 pm — BREAKOUT SESSION 2

1. Land Supply Chain.....C110
2. Maritime Supply Chain.....C111
3. Pricing and Contracting Strategies.....C112
4. Value Engineering.....C115
5. DFAS Your Financial Partner At Work.....C120
6. Radio Frequency Identification (RFID) and Packaging and Marking.....C112
7. Maritime Federal Supply Class Supply Chain Partnership.....C113
8. Procurement Opportunities For Small Business.....C121

12:00 pm — EXHIBIT HALL CLOSES

12:10 pm - 1:10 pm — LUNCH.....Ballrooms 1-3

1:10 pm - 1:30 pm — REMARKS
BG Thomas J. Richardson, USA, *Commander, Defense Supply Center Columbus*

1:35 pm - 2:00 pm — "ASK THE LEADERS"
DSCC Senior Leadership will be available in room C120 to address questions, issues and concerns.

2:00 pm — CONFERENCE ENDS

BREAKOUT DESCRIPTIONS

LAND SUPPLY CHAIN



The Defense Supply Center Columbus Land-Based Weapon Systems Group will provide an overview on the Vision, Mission & Functions of the Land Supply Chain & Detachments, Strategic Supply Chain Relationships and an emphasis on Contract Award & Contract Administration. Time is allotted for questions and answers.

MARITIME SUPPLY CHAIN

The Defense Supply Center Maritime Weapon Systems Group will provide an overview on the Vision, Mission & Functions of the Maritime Supply Chain & Detachments, Strategic Supply Chain Relationships and an emphasis on Contract Award & Contract Administration. Time is allotted for questions and answers.

PROCUREMENT SYSTEMS AND SUPPLIER INTERFACES

The Procurement Business Process Support Team from the Defense Supply Center Columbus (DSCC) will provide an overview of the Enterprise Business Systems Procurement tools. The presentation covers electronic initiatives including the DLA Internet Bid Board System (DIBBS), which includes Supplier Requirements Visibility Applications (SRVA), cFolders, DoD EMALL and the Automated Best Value System.

VALUE ENGINEERING

The Value Management Office at Defense Supply Center Columbus (DSCC) strives to be a premier provider of support and services to the Warfighter by continually seeking to improve the materials and technology available and providing it at the lowest possible cost. This briefing will present all of DSCC's Value Management programs: Source Approval Requests (SARs), Price Challenges, Reverse Engineering, Value Engineering Projects, Castings and Forgings, Value Engineering Change Proposals, Replenishment Parts Purchase or Borrow, Organic Manufacturing, and Sustaining Engineering. Information provided on each program includes purpose, benefits, processes/procedures used, how contractors/customers initiate projects, examples of completed projects and Points of Contact. Various members of the Value Management Office will be available after the brief for further discussions.

DFAS: YOUR FINANCIAL PARTNER AT WORK

The staff of the Defense Finance and Accounting Service of Columbus, Ohio, HQ Defense Contract Management Agency, HQ Defense Logistics Agency, and Defense Supply Center Columbus (DSCC) Policy Office will present a briefing on current strategic initiatives designed to streamline the processing and completion of contract payments. Where used, Wide Area Work Flow (WAWF) virtually eliminates late payments and interest penalties. Vendors save time associated with mailing and processing documents through the Defense Finance and Accounting Service.

SURGE AND INDUSTRIAL BASE INITIATIVES



The Defense Supply Center Columbus (DSCC) Industrial Capability staff and the Defense National Stockpile Center will present the latest updates to the Surge program and electronic Capability Assessment Plan, Warstopper Program for industrial investments and material readiness initiatives. New this year is the DLA material readiness initiatives. The staff will present information on two readiness initiatives; Strategic Material Buffer Pilot and Strategic Material Security Program. DLA has established its first material readiness contract to provide materials directly to suppliers through vendor-to-vendor transactions. Procedures for obtaining material releases and requesting assistance will be part of this presentation.

BREAKOUT DESCRIPTIONS

DLR — DEPOT LEVEL REPARABLE

The 2005 Base Realignment and Closure (BRAC) Commission approved the Secretary of Defense recommendation to consolidate the Depot Level Reparable (DLR) procurement management and other related support functions from the Military Service components to the Defense Logistics Agency (DLA). The planning and implementation recommendations have been developed by a Joint Service DLR Working Group comprised of senior DoD procurement officials and senior logisticians from all military components. The myriad tasks associated with DLR procurement management that were developed by this group are as follows: workload planning and transition based on an incremental tiered approach, DLR procurement governance opportunities, establishment of financial Information Systems, Human Capital, and Performance Management plans. The BRAC DLR transition began in FY 2008 and will be completed in FY 2011. DLA Mechanicsburg was the first detachment established in November 2008 followed closely by DLA Warren in February, 2009. At this conference, the two Chief Contracting Officers from these new detachments will be discussing the weapon systems their teams support, the products they procure, and the customers they support.

MARITIME FEDERAL SUPPLY CLASS SUPPLY CHAIN PARTNERSHIP (FSC-SCP)



Defense Supply Center Columbus (DSCC) Maritime Weapon Systems Group will provide an overview of the Federal Supply Class Supply Chain Partnership (FSC-SCP) initiative which seeks to place approximately 56,200 National Stock Numbers (NSNs) from Federal Supply Classes (FSCs) 4710, 4720, 4730, 4820, 5330, 5331, 5930, 5935, 5961, 5962 and 6145 on long-term contract. The Request For Proposal (RFP) contains 16 groupings of NSNs which will be awarded separately, of which eight are total small business set-asides and eight are unrestricted. The primary method of support is customer direct shipments in accordance with time definite delivery standards to support CONUS, OCONUS, and FMS demands. The FCS-SCP requires contractors to perform functions such as individual spare part support,supply chain and inventory management, purchasing, distribution, warehousing, transportation, and material forecasting.



PROCUREMENT OPPORTUNITIES FOR SMALL BUSINESS

Defense Supply Center Columbus (DSCC) Office of Small Business Programs will present a briefing on the types of socio-economic programs set-asides most commonly used at DSCC. Did you know that each fiscal year there are socio-economic goals in place and utilizing socio-economic program set-asides assists in reaching those goals? Find out if your small business is eligible to participate in these set aside opportunities. You will have an opportunity to meet the socio-economic program managers. Come join us for a lively and informative session.



BREAKOUT DESCRIPTIONS

PRODUCT VERIFICATION PROGRAM

The Defense Supply Center Columbus Product Verification Office and DLA Product Test Centers will present an overview of the Product Verification Programs and Product Testing Center laboratory capabilities. This combined effort focuses on ensuring that DLA receives supplies which conform to contract requirements in support of the warfighter. The Product Verification Office currently administers eight different test programs, requiring an interface with DLA's Product Test Centers. The Product Test Centers provide testing, engineering and calibration services. Detailed services include electrical, chemical, physical and mechanical testing and evaluations on parts, components and end item assemblies. Choosing a testing service can be difficult, but it doesn't have to be. If you're looking for reliable, cost-effective, timely testing, why not consider the Defense Logistics Agency's Product Testing Center?



This presentation is designed to provide the audience with an insight and understanding of DLA's efforts to ensure DLA purchases, stores and delivers products that fully meet our customer requirements. The session will also highlight the capabilities of each of the PTC facilities.

PRICING AND CONTRACTING STRATEGIES

The Defense Supply Center Columbus (DSCC) Pricing Office will present an overview of Pricing and Contracting Strategies. Do you wonder what contracting strategies are available to suppliers or what the Government considers adequate proposal packages? Well you definitely need to attend this breakout session. In order to meet the growing and changing demands of the Department of Defense (DoD) customers, the acquisition community continues to develop innovative techniques in contracting. In this breakout session, you will gain insight on adequate proposal packages, the Truth in Negotiations Act.

RADIO FREQUENCY IDENTIFICATION (RFID) AND PACKAGING AND MARKING

The Defense Supply Center Columbus Policy Office and the Defense Supply Center Columbus Packaging Office will provide information on military packaging and marking requirements for DLA shipments including the latest requirements for heat treatment of wood packing materials (pallets) and Radio Frequency Identification Technology (RFID).



CAPABILITY BRIEFING

DSCC's Office of Small Business Programs is hosting a series of capability briefings during the Land & Maritime Supply Chains Business Conference & Exhibition. The audience will be DSCC personnel such as Buyers and Contracting Officers, Technical and Quality Specialists, Industrial Specialists, Engineers and Small Business Specialists. Each briefing will be fifteen minutes with five minutes for questions and answers.

These briefings are open to all conference attendees, however space is limited.

EXCELLENCE AWARDS

The Automated Best Value System (ABVS) is a computerized system, which collects a vendor's past performance data and translates it into a numeric score.

ABVS scores range from zero to a perfect score of 100. The Contracting Officer uses these scores as an additional evaluation factor when making best value award decisions.

The DSCC Center Score from the January 5, 2008 monthly update to the January 5, 2009 monthly update was used for selecting the DSCC 2008 Recognition for Excellence Awards. The criteria for this year's selections were:

Level	Contract Lines	Center Score
Gold	50+	100
Silver	50+	99.0 – 99.9
Bronze	50+	98.0 – 98.9

Vendors listed on the following pages are being recognized as Recognition for Excellence Award winners due to their exceptional performance.

GOLD AWARD WINNERS

AFM Hardware, Inc.
AGM Container Controls, Inc. *
Allied Marine Services Inc. *
Centroid Inc. *
COMSACO Inc. *
Dare Electronics, Inc. *
Essex Cryogenics of Mo., Inc. *
Greenlees Filter LLC *
Hensley Technologies, Inc. *
Imperial Wire & Cable Co., Inc. *
L and M Welding Supply, Inc. *
Lee Air Company, Inc. *
Milton Industries, Inc. *
Northrop Grumman Corporation, Strike and Surveillance Systems Division, F/A-18 Program*
Ontario Knife Company *
Phaostron Instrument & Electronic Co., Inc.*
Pima Valve, Inc. *
Rich Industries *
Surplus Electrical Innovations, Inc. *
Technology Research Corporation *
UCOM Inc. *
UPI Manufacturing *
VACCO Industries *
Williams Aerospace & Manufacturing, Inc. *

SILVER AWARD WINNER

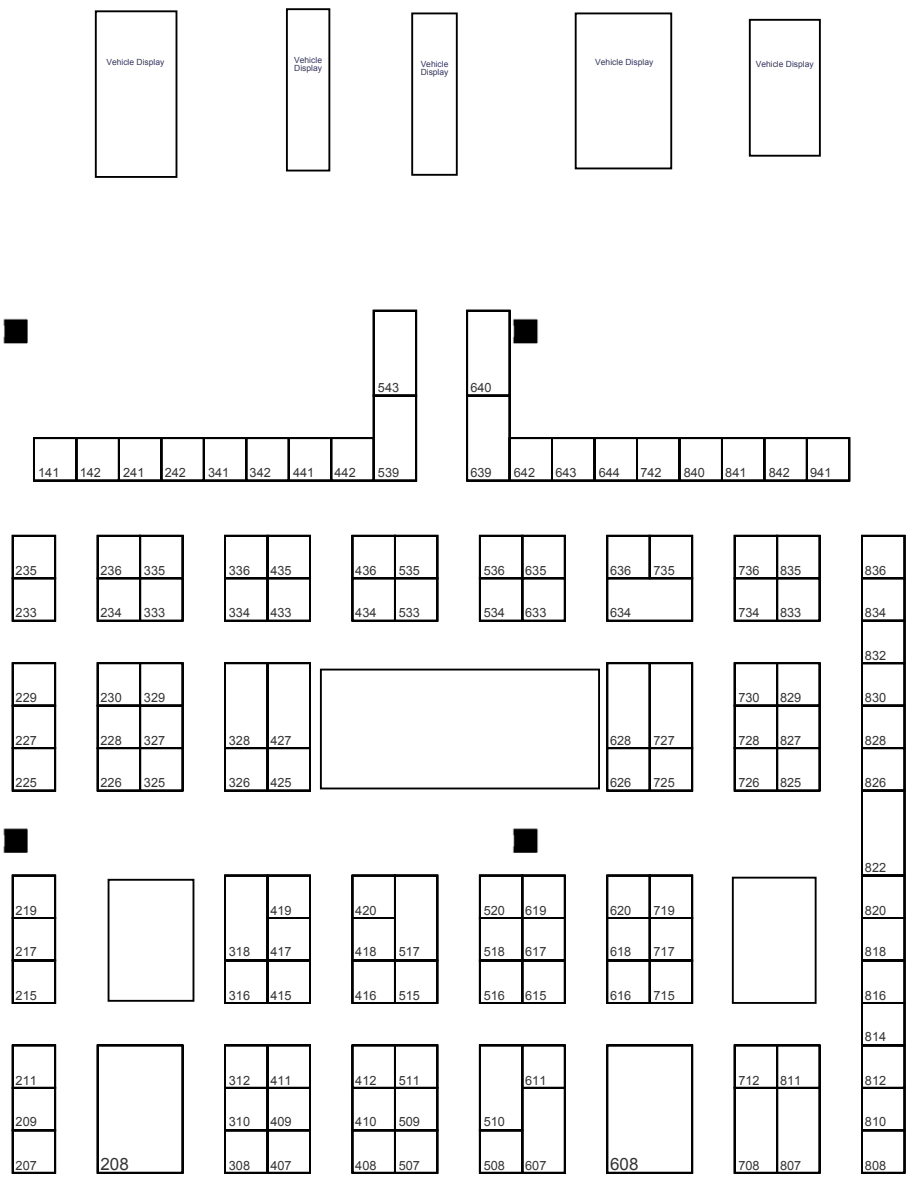
Aerospace Optics, Inc.*
All Rite Distributing Co., Inc. *
Aviation Devices and Electronic Components, LLC *
Central Ohio Metal Stamping
CNH America LLC
Columbus Industries, LLC
Detroit Switch, Inc. *
Dimo Corp. *
Dixie Air Parts Supply *
Eichenauer Services, Inc. *
F N Manufacturing, LLC
Highland Engineering, Inc.
Iris Electronics Co., Inc. *
Jemtec Electronics Corp.
KWAT Enterprises Corp. *
Lechmotoren US, Inc. *
LPD Enterprises
Meggitt Airdynamics *
Michelin Aircraft Tire Company, Inc. *
MTU Detroit Diesel, Inc.
Nobles Manufacturing, Inc.*
Right Find, Inc. *
Sayco Enterprises, Inc.
Spartan Motors Chassis Incorporated
State Electronics Parts Corporation *
Tiem Engineering Corp. *

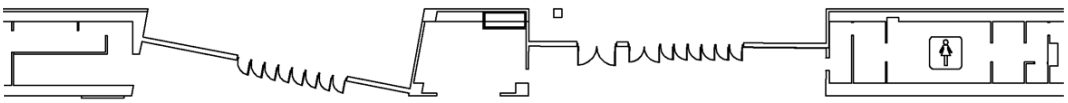
BRONZE AWARD WINNERS

Blackmer/A Dover Company *
Brown Helicopter, Inc. *
Concord Components, Inc.
Moog Flo-Tork *
Gichner Systems Group, Inc.
Gigli Enterprises, Inc. *
Herndon Specialty Products LLC
Johnson & Towers
Kidde Aerospace *
Komatsu America Corp. *
LBC Aquisitions LLC
Marco Supply Company *
Michelin North America, Inc.*
MinnTech Electronics, Inc.
Moog Inc. Salt Lake Operations *
NGH Retail, LLC *
OECO, LLC
OHMCO, LLC
Parasense Inc.
PDI Ground Support System, Inc. *
Sargent Controls & Aerospace *
Science Applications International Corporation (SAIC)
Seacoast Electric Company *
Shield Technologies Corporation *
Smith Eastern Corporation *
Spectrum Industries, Inc.
Steed Electronics, Inc.
TRAC Regulator Co., Inc. *
Trevose Industrial Products, Inc. *
TRU Corporation *
Wamco, Inc. *
Wire Cloth Filter Manufacturing Company *
Yaro Supply Company *

** Previous Award Winners*

EXHIBIT INFORMATION





2009 Land & Maritime Exhibitor List (as of 7/31/09)

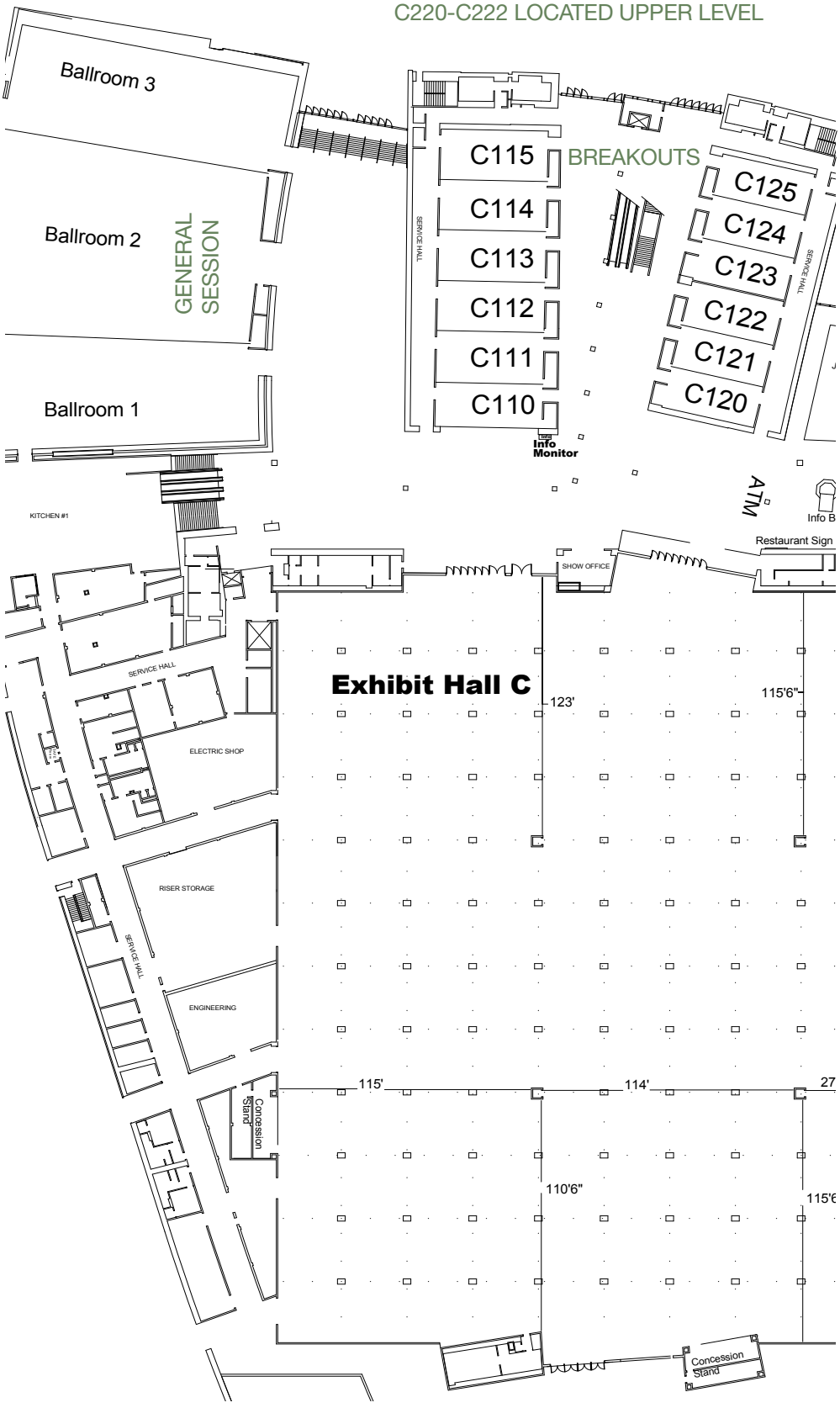
Exhibiting As	Booth Number
Accusonic Products	418
Ace Electronics	215
AGH Industries	516
Agility Defense & Government Services	607
AM General	208
Applied Industrial Technologies	410
Aqua-Chem, Inc	427
Argo Turboserve Corporation (ATC)	219
Arlington Machine & Tool Co	725
Aviall Services, Inc	415
Benchmade Knife Company	615
Bentley World Packaging	611
Boeing	510
BRAC	940
Bren-Tronics, Inc	830
Brighton Cromwell, LLC	207
BTMC Corp	411
Buffers USA	829
Burkard Industries, Inc	209
Capitol Supply	318
Casting and Forging	941
cFOLDERS	840
Cherokee Information Services, Inc	626
Clark Manufacturing Co	730
Colfax Corporation	515
Columbus McKinnon Corp	408
Concord Components, Inc	412
Crestwood Technology Group	616
Dayton T. Brown, Inc	620
DCMA	141
DDC	241
Defense Contract Audit Agency	142
Defense Holdings, Inc	310
Defense Logistics Agency	441
DFAS Department of Finance & Accounting Services	242
DIBBS	644
DLA Wide Area Workflow (WAWF) Program	341
DoD EMALL	342
DP Technology Services, Inc	618
Ducommun Technologies	822
EnerSys	717
Fusion Center	643
Garrity Tool Company	509
Grauch Enterprises, Inc	508
Hensley Technologies	507
Herndon Products Inc	328
Hot & Cold	330
IHS, Inc	619
IMT Partnership - PC Forge	728

FACILITY DIAGRAM

2009 Land & Maritime Exhibitor List (Cont'd...)

Exhibiting As	Booth Number
Kampi Components	419
Kovatch Castings, Inc	518
Lamlinks Corp	316
Land Customer Ops	543
LandSupply Chain	539
Lockheed Martin	608
MacMotors	312
Maritime Customer Ops	640
Maritime Supply Chain	639
Marvin Engineering	517
Military Battery Systems, Inc	719
Military Logistics Forum	617
Miller-Holzwarth, Inc	325
Mil-Pac Technology	715
Navistar Defense	807
Noble Sales Co., Inc	811
Northrop Grumman, Corp	228
NSN-NOW	425
Odyssey RFID	708
Ontario Knife Company	825
Operations Support (V)	842
Optimum Vehicle Logistics	211
Oshkosh Corporation	727
Otis Technology, Inc	628
PennDDA-Government Services Dept	520
Procurement ABVS	642
Procurement S&S	442
Product Testing Center	839
Rockwell Collins	409
Rockwell Collins	407
Saft America, Inc	726
SAIC	420
Schwartz Industries	226
SimplyRFID	712
Small Business	742
SMT Corporation	229
Source Opportunity Booth	841
SupplyCore, Inc	511
Sussek Machine Corporation	217
TACOM Life Cycle Management Command	329
Tesla Industries	417
The Cascade Group/Interstate Batteries	808
The M&T Company	810
The Ulven Companies	326
TW Design & Manufacturing	814
UCOM, INC	416
Ultralife Corporation	225
Venchurs, Inc	327
W. W. Williams Logistics	308

C220-C222 LOCATED UPPER LEVEL



DIRECTOR, DEFENSE LOGISTICS AGENCY



VADM ALAN S. THOMPSON, USN
Director, Defense Logistics Agency

VADM ALAN S. THOMPSON, USN
Director, Defense Logistics Agency

Vice Admiral Alan S. Thompson became Director of the Defense Logistics Agency in November 2008. As such he is responsible for providing the Army, Navy, Air Force, Marine Corps and other federal agencies with a variety of logistics, acquisition and technical services in peace and war. These services include logistics information, materiel management, procurement, warehousing and distribution of spare parts, food, clothing, medical supplies and fuel, reutilization of surplus military materiel and document automation and production. This worldwide mission is performed by approximately 23,000 civilian and military personnel.

Vice Adm. Thompson graduated with a Bachelor of Arts in economics from UCLA, where he received his commission through the Naval ROTC program in 1976. He also earned a Master of Business Administration from the University of Florida and completed the Columbia University Graduate School of Business Senior Executive Program.

Vice Adm. Thompson has served in a variety of key leadership positions afloat and ashore. At sea, he served as Assistant Supply Officer, USS David R. Ray (DD 971); Supply Officer, USS Chandler (DDG 996); and as Supply Officer, USS Dwight D. Eisenhower (CVN 69).

Ashore, he has served at the Naval Supply Systems Command, the former Naval Aviation Supply Office, Philadelphia; Commander, Naval Air Force, U.S. Pacific Fleet; Naval Air Station, Miramar; and the Office of the Chief of Naval Operations (CNO). He was the Commanding Officer, Fleet and Industrial Supply Center Norfolk and a CNO Fellow on the CNO Strategic Studies Group. Vice Adm. Thompson's Flag assignments included duty as Commander, Defense Supply Center Columbus, Defense Logistics Agency, Director, Supply, Ordnance, and Logistics Operations Division (N41), Office of the CNO, and as Commander, Naval Supply Systems Command and Chief of Supply Corps.

Vice Adm. Thompson's personal awards include the Distinguished Service Medal, Defense Superior Service Medal, three Legions of Merit, four Meritorious Service Medals, two Navy Commendation Medals, the Navy Achievement Medal, and a number of unit and campaign awards. He is a qualified Naval Aviation Supply Officer and Surface Warfare Supply Corps Officer. Vice Adm. Thompson is also a member of the Department of the Navy Acquisition Corps.

DIRECTOR, DEFENSE PROCUREMENT, ACQUISITION POLICY AND STRATEGIC SOURCING

MR. SHAY ASSAD
Director, Defense Procurement, Acquisition Policy and Strategic Sourcing

Mr. Shay Assad assumed the role of director on April 3, 2006. As the Director of the Defense Procurement Acquisition Policy and Strategic Sourcing (DPAP), he is responsible for all acquisition and procurement policy matters in the Department of Defense (DoD). He serves as the principal advisor to the Under Secretary of Defense for Acquisition, Technology and Logistics (AT&L) and the Defense Acquisition Board on acquisition & procurement strategies for all major weapon systems programs, major automated information systems programs, and services acquisitions. He is responsible for procurement/ sourcing functional business process requirements in the Department's Business Enterprise Architecture (BEA). Mr. Assad is DoD's advisor for competition, source selection, multiyear contracting, warranties, leasing and all international contracting matters. He is the functional leader for the Contracting workforce within the Department of Defense, and he is also responsible for overseeing all Strategic Sourcing activities within the Department of Defense. Before assuming this position, Mr. Assad was the Assistant Deputy Commandant, Installations and Logistics (Contracts), Headquarters, Marine Corps, Washington, D.C. He had held the position as the Marine Corps' senior civilian contracting official since June 2004.

Upon graduating with distinction from the U.S. Naval Academy in 1972, he served two tours of duty aboard U.S. Navy destroyers and won recognition as the Outstanding Junior Officer, Fifth Naval District. He then served as a Naval Procurement Officer at the Naval Sea Systems Command. In 1978, Mr. Assad began working for the Raytheon Company. He was promoted to Vice President – Director of Contracts for Raytheon in 1994, and was subsequently promoted to Senior Vice President, Contracts in 1997. As such, he was responsible for the contract negotiation and administration activities ($20 Billion) in all of Raytheon's businesses – both government and commercial. In addition to his contracting duties, Mr. Assad was given numerous program and business management special assignments by Raytheon's Executive Office. These assignments spanned participation in all three of Raytheon's major operating businesses (Government, Aviation, and Engineering and Construction). In 1998, he was promoted to Executive Vice President and served as the Chief Operating Officer and subsequently, as the Chairman and Chief Executive Officer of Raytheon's Engineering and Construction (RE&C) business with eleven offices worldwide, revenue of $2.7B and 15,000 employees. He retired from Raytheon in July 2000.

He has received numerous Federal Service awards to include: 1) the Secretary of Defense medal for exceptional civilian service; 2) the Secretary of Defense medal for meritorious service; 3) the Department of Defense Inspector General Joseph H. Sherick Award (the highest honor given to non-IG employees); 4) the 24th Annual Gilbert A. Cuneo Lecturer, and 5) the inaugural recipient of the 2008 Osborne A. "Oz" Day Award as the Federal executive who has done the most to increase the awareness of Ability One employment opportunities for those who are blind or severely disabled.



MR. SHAY ASSAD
Director, Defense Procurement, Acquisition Policy and Strategic Sourcing

VICE PRESIDENT, UPI MANUFACTURING, INC.



MR. JEFFREY D. DRETZKA
Vice President, UPI Manufacturing, Inc.

MR. JEFFREY D. DRETZKA
Vice President, UPI Manufacturing, Inc.

Jeffrey D. Dretzka is Vice President of UPI Manufacturing in Eagle, WI, a growing contract manufacturing company, specializing in armored vehicle components. Born December 1977 in Wisconsin; Jeff is the youngest of 2 children. Jeff's ambitious business world journey began at the young age of 14, where he started swinging a shovel and operating heavy construction equipment along side his father, Jeffrey J Dretzka at Underground Pipeline, Inc. Working outdoors for twelve years, in Wisconsin weather-above and below ground-has given Jeff his problem solving ability. He maintains, "I don't have problems…I have solutions!"

In October of 2003, Jeff and his father began UPI Manufacturing, adopting the motto: "Deeds not Words". Their passion to protect our brave War Fighters has driven UPI Manufacturing to become a reliable, world class manufacturing company. With the priority of supporting our troops in winning the Global War on Terror, UPI is committed to providing high quality parts and delivering them on time.

Under Jeff's leadership, UPI's operations have increased by over 400% since moving into its new manufacturing facility two years ago. The progressive leadership that Jeff brings has led UPI to being honored with the following achievement awards: 2006, 2007 DSCC Supplier Excellence Gold award, 2007 Wisconsin Minority Small Business Person of the Year award, and 2005, 2008 DLA Innovative Business Performer of the Year Award.

COMMANDER, DSCC

BG THOMAS J. RICHARDSON, USA
Commander, DSCC

Brigadier General Thomas J. Richardson, USA, assumed Command of Defense Supply Center Columbus on Aug. 6, 2009.

As DSCC's Commander, General Richardson directs the efforts of more than 3,000 associates, at 53 locations worldwide, who perform the functions of purchasing materiel, monitoring inventory levels, maintaining technical data, and assuring quality conformance of more than 2 million spare and repair parts used by more than 24,000 military units and civilian federal agencies. In 2009, DSCC projects sales of $3.7 billion for FY09 with procurements of $2.7 billion.

Prior to coming to DSCC, General Richardson was director for Logistics, Engineering and Security Assistance, Headquarters, United States Pacific Command, Camp H.M. Smith, Hawaii.

Brigadier General Richardson began his Army career with a commission in the Quartermaster Corps upon graduation from Stephen F. Austin University, Texas in 1980. He is a graduate of the Army Quartermaster Basic and Advanced courses, Combined Arms and Services Staff School, Army Command and General Staff College, and the Industrial College of the Armed Forces. He holds a bachelor's degree in Business Administration and master's degrees in Military Science and Strategic Resource Management.

General Richardson has served in command and staff positions throughout his career. These include Commander, Alpha Company, 64th Forward Support Battalion, Fort Carson, Colo.; Commander, 296th Forward Support Battalion, 3rd Brigade, 2nd Infantry Division, Fort Lewis, Wash.; Commander, 64th Corps Support Group, Iraq, and Executive Officer to the Deputy Commanding General, Army Materiel Command, Fort Belvoir, Va.

His awards include the Defense Superior Service Medal (1st Oak Leaf Cluster), Legion of Merit (1st Oak Leaf Cluster), Bronze Star Medal, Meritorious Service Medal (3rd Oak Leaf Cluster), Army Commendation Medal (2nd Oak Leaf Cluster), Army Achievement Medal, and the Parachutist Badge.



BG THOMAS J. RICHARDSON, USA
Commander, DSCC

DEPUTY COMMANDER, DSCC



MR. JAMES M. MCCLAUGHERTY
Deputy Commander, DSCC

MR. JAMES M. MCCLAUGHERTY
Deputy Commander, DSCC

James M. McClaugherty is the Deputy Commander of the Defense Supply Center Columbus. As the deputy, he is co-responsible for the operation of the one-square-mile military supply center. This includes the professional activities of DSCC's more than 2,600 associates. He is directly responsible for supply chain functions to include management of more than 2 million spare and repair parts and operating budget of $2.6 billion. In 2008, the inventory control point's sales were $3.4 billion and its procurements were in excess of $2.6 billion. He became Deputy Commander in April 2003.

Born in Charleston W. Va., Mr. McClaugherty grew up in Delaware and Connecticut, and now resides in Westerville, Ohio. A retired Air Force Colonel with 30 years of military service, Mr. McClaugherty earned a bachelor's degree in History from Trinity College, in Hartford, Conn. in 1970, and a master's degree in Logistics Management from the Air Force Institute of Technology at Wright-Patterson AFB, Ohio, in 1979.

His 30-year career included an Air Staff tour in the Pentagon from 1983-1988 and the command of Johnston Atoll in the Pacific Ocean from 1989-1990. At the Air Force Logistics Center, Kelly Air Force Base, San Antonio, Texas, Mr. McClaugherty was the Engine Division Chief from 1990 to 1992, the Director of Commodities from 1992 to 1993, the Director of Propulsion from 1993 to 1994 and the Single Manager for Propulsion from 1994 to 1995. He became the DSCC Director of Readiness and Business Operations from 1995 until his military retirement in 2000. For eight months in 1998 he was the acting Deputy Commander of DSCC.

After his retirement from the Air Force, Mr. McClaugherty accepted the civilian position of deputy director of DSCC's Readiness and Business Operations Office, and in July 2002 became the office's civilian director. In this position, he was the principal staff advisor to the DSCC Commander and Deputy Commander on all aspects of inventory control point plans and operations. He was delegated authority to monitor, oversee, evaluate, and direct the efforts of principal staff elements and five major inventory control point directorates. He held this position until being named DSCC Deputy Commander in April 2003.

His military education includes attending Air Command & Staff College, Maxwell AFB, Ala., 1983; Industrial College of the Armed Forces, Ft. McNair, D.C., 1989; Defense Systems Management College, Ft. Belvoir, Va., 1993; Aspen Leadership Institute, Aspen, CO in 1997; and Leading Change & Organizational Renewal, Harvard Business School, May 2000. His civilian education includes attending the "Leadership for a Democratic Society" at the Federal Executive Institute in 2002.

His awards include two Defense Superior Service Medals, the Legion of Merit and the Airman's Medal for peacetime heroism as well as the Meritorious Civilian Service Award, the Exceptional Civilian Service Award, and the DLA Director's Award for Organizational Excellence.

EXECUTIVE DIRECTOR, DSCC

MR. MILTON K. LEWIS
Executive Director, DSCC

Milton K. Lewis is the Executive Director, Contracting and Acquisition Management at the Defense Supply Center Columbus, Defense Logistics Agency in Columbus, Ohio. DSCC procures in excess of $2.6 billion annually in spares and other components for the Land and Maritime Supply Chains. Mr. Lewis assumed this position in May 2008.

Mr. Lewis was born in LaGrange, Ga. He is a retired Army colonel with over 29 years of military service. He received his commission as a distinguished military graduate from the Georgia Institute of Technology ROTC program. He holds a Bachelor of Science degree in Chemistry from Morehouse College, Atlanta, and a Master of Science degree in Systems Management from the Florida Institute of Technology, Melbourne, Fla.

Mr. Lewis held a variety of command and staff assignments during his military career. In his final military assignment, he was the Director, Land-Based Weapon System Group with DSCC. Other assignments include: Commander, DCMA Southern Europe, Wiesbaden, Germany; Commander, DCMA Lockheed Martin Vought Systems, Dallas, Texas; Chief, Land-based Weapons System Acquisition Unit, DSCC, Columbus, Ohio; Commander, Logistics Support Activity, Roedelheim, Frankfurt, Germany; Materiel Officer, 32nd Army Air Defense Command, Darmstadt, Germany; and Chief, Contracts Branch, Boeing Field Office, U.S. Army Strategic Defense Command, Seattle, Wa.

Prior to assuming his current position with DSCC, Mr. Lewis was an Acquisition and Logistics Management Consultant for Booz Allen Hamilton, Atlanta. In this position, he was responsible for conducting analysis and developing acquisition, logistics and supply chain management solutions for both government and commercial client organizations. His clients included the U.S. Army Aviation and Missile Command, the United Arab Emirates Armed Forces, the New York Metropolitan Transportation Authority, AgustaWestlandBell, the Defense Logistics Agency, and Bayer MaterialScience.

Mr. Lewis is a graduate of the U.S. Army War College, the U.S. Army Command and General Staff College, and numerous military acquisition and logistics courses, to include the Defense Systems Management College's Program Manager's Course.

His awards and decorations include: the Defense Superior Service Medal (two), the Defense Meritorious Service Medal (two), the Meritorious Service Medal (five), the Army Commendation Medal (two), the Joint Service Achievement, Medal, and the NATO Medal.



MR. MILTON K. LEWIS
Executive Director, DSCC

CHIEF OF STAFF, DSCC



Col DANIEL HICKS, USAF
Chief of Staff, DSCC

Col DANIEL HICKS, USAF
Chief of Staff, DSCC

Colonel Daniel K. Hicks is currently the Chief of Staff of Defense Supply Center Columbus.

As Chief of Staff, Colonel Hicks serves as Principle Advisor to the DSCC Commander and Deputy Commander on daily operations and logistics readiness matters. He is also the primary advisor on Defense Logistics Agency (DLA) Land and Maritime Supply Chain Integration plans, policies, practices and procedures. He serves as Chief Operating Officer, with responsibility to monitor, coordinate, and evaluate the direction of all staff elements, directorates, and associate detachments in logistical support of the warfighter. He also conducts liaison with higher and adjacent commands, other DLA elements, and military service counterparts on operational and logistical readiness matters that impact DLA Land and Maritime Demand and Supply Chains.

He leads approximately 2,500 multi-Service military and civilians, O-6/YC-03 and below, including associates in the major functional disciplines involving Supply and Demand Planning, Procurement, Product Assurance, Order Fulfillment, Financial Management, and Analysis.

Colonel Hicks became Chief of Staff in July 2007 upon completion of SDE at Air War College (JPME II), Maxwell Air Force Base, AL. Before that he served as Deputy Commander of the 314th Mission Support Group, 314th Airlift Wing, at Little Rock Air Force Base, AR. Also in 2005, Colonel Hicks served as Commander, of the 376th Expeditionary Logistics Readiness Squadron, 376th Air Expeditionary Wing, at Manas Air Base, Bishkek, Kyrgyzstan. Prior to that he was Commander of the 314th Logistics Readiness Squadron, 314th Airlift Wing, Little Rock Air Force Base, AR.

Colonel Hicks' military education includes Squadron Officer School by correspondence (1987) and in residence (1988); Marine Corps Command and Staff College in residence (1998) and the Marine Corps School of Advanced Warfighting in residence (1999). Col Hicks also completed Air Command and Staff College by seminar in 2000. He is a graduate of the Air War College (correspondence, 2004 and residence, 2007). His civilian education includes earning a bachelor's degree in biology from Cedarville College, Cedarville, Ohio. He earned a Master of Science degree in Logistics Management from the Air Force Institute of Technology and a Master of Strategic Studies from Air University, Maxwell AFB, AL.

His military decorations include the Meritorious Service Medal with five oak leaf clusters.

DEPUTY DIRECTOR, DSCC

MR. GRIFFIN L. WARREN
Deputy Director, DSCC

Griffin L. Warren is the Deputy Director of Business Operations and Readiness and the Deputy Chief of Staff at the Defense Supply Center Columbus in Columbus, Ohio. In this position he is co-responsible for the monitoring, oversight, evaluation and direction of all line and staff functions delivering approximately $3 billion worth of spare and repair parts to America's warfighters annually. He is a key staff advisor to the center Commander and Deputy Commander regarding the end-to-end management and integration of the agency's Land and Maritime Supply Chains.

Mr. Warren was born and raised in New Jersey. He is a retired Navy captain, with more than 28 years of active service having received his commission in 1980 from the Navy Officer Candidate School in Newport, R. I. Mr. Warren earned a bachelor's degree in Business Administration from the University of Connecticut in 1980. He is a Distinguished Graduate of the U. S. Naval War College earning a master's degree in International Relations and Strategic Studies in 1994.

During his military career, Mr. Warren served sea tours aboard the USS Dale (CG-19), USS Frank Cable (AS-40), USS Talbot (FFG-4) and USS Luce (DDG-38). His shore tours included assignments to Naval Supply Center, Jacksonville, Fla.; Naval Air Station South Weymouth, Mass.; Navy Supply Systems Command Headquarters, Washington, D.C.; Marine Corps Base, Kaneohe Bay, Hawaii; Navy Supply Information Systems Activity, Mechanicsburg, Pa. and the Headquarters of the U. S. Special Operations Command, Tampa, Fla.

Mr. Warren's Navy career culminated in an assignment as the Director of Supplier Operations for the Maritime Supply Chain at the Defense Supply Center Columbus. In a prior assignment between 1994 and 1997 he was assigned to a number of other line and staff positions at the center. Upon his retirement from the Navy in January 2009, Mr. Warren accepted his current civilian position.

His military awards and decorations include the Legion of Merit, the Defense Meritorious Service Medal (three awards), Navy Meritorious Service Medal (two awards), Navy Commendation Medal (two awards) and Navy Achievement Medal (two awards) in addition to a number of unit and campaign ribbons.

Mr. Warren is married to the former Cindy Moore of Westport, Conn. They are the parents of Thomas and Elsa Warren and make their home in Baltimore, Ohio.



MR. GRIFFIN L. WARREN
Deputy Director, DSCC

GENERAL INFORMATION

CONFERENCE ATTIRE

Civilian Attendees: Business

Military Attendees: Uniform of the day

CONFERENCE BADGES MUST BE WORN AT ALL TIMES THROUGHOUT THE CONFERENCE AND IN THE EXHIBIT HALL

CONFERENCE MANAGEMENT- NDIA

Mr. Sam Campagna, Director, Operations

Ms. Kelly Seymour, Meeting Planner

Taryn Crowder, Meeting Planner

Ms. Luellen Hoffman, Director, Exhibits

Mr. Dennis Tharp, Exhibits Manager

CONFERENCE MANAGEMENT- DSCC

Mr. Stephen E. Rodocker, Director, Procurement Process Support Directorate

Ms. Julie Van Schaik, Deputy Director, Procurement Process Support Directorate

Mr. Michael D. Fauris, Sr., Chief, AcquisitionSupport/Special Programs Division & DSCC Privacy Act Officer

Ms. Regina B. Westbrook, Supervisor of Integrated Supplier Team

Ms. Shelly M. Jenkins, Customer Account Specialist

Mr. Michael J. Morouse, Supervisor of Integrated Supplier Team

Mr. David J. Devine, Supervisor of Integrated Supplier Team

Ms. Pat A. McCreay, Procurement Analyst

Ms. Debra J. Brown, Procurement Analyst

Ms. Laura McLaughlin, Contract Specialist

Mr. Daniel L. Bell, Business And Multimedia Service Manager

Ms. Debra B. Perry, Supervisory Public Affairs Specialist

Ms. Sarah L. Dornon, Management Analyst

Mr. Richard N. Martin, Lead Police Officer

PROMOTIONAL PARTNERS

Headquartered in Alexandria, Virginia, Agility Defense & Government Services (DGS) is Agility's public sector arm, providing end-to-end supply chain solutions to meet defense and government customers' needs and quickly move supplies worldwide to remote locations. With access to more than 550 offices in 100 countries, Agility DGS combines a vast network of warehousing facilities with proven risk-tolerant global land, sea and air transportation capabilities.

Agility DGS offers defense and government customers the convenience of one-stop supply chain solutions and a commitment to quality services. Its customers include the US Defense Logistics Agency (DLA), US Army, US Navy, US Air Force, US Army Air Force Exchange Service and the Department of State.

For more information about Agility Defense & Government Services, visit www.agilitylogistics.com.

Headquartered in Bethesda, MD, Lockheed Martin employs about 140,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services.

We deliver global sustainment solutions designed to enhance customer performance, increase system life span and reduce risks, operational costs and logistics response times in military, civil government and commercial programs. Our innovative logistics capabilities are tailored to each organization, ranging from end-to-end logistics to performance based logistics to global supply chain management, including fielded solutions such as SCM+™ (Supply Chain Management Plus) for supply chain management, SILC™ for integrated logistics visibility, I-GUIDES™ for UID compliancy and Adaptive Logistics linking point of effect to the source of supply.

Lockheed Martin has been providing Performance Based Logistics services for many years and understands the unique demands of the military. SCM+™ is the foundation of the performance-based supply chain that successfully delivers aviation tires for both the U.S. Navy and U.S. Air Force. SCM+™ provides integrated, customized supply chain management service. SCM+™ incorporates our expertise with state-of-the-practice software, hardware, and technology and delivers:

- Increased productivity
- Reduced cycle times
- Reduced work-in-process inventory
- Reduced transportation costs
- Optimized inventory levels
- Online collaboration with customers and suppliers
- End-to-end asset visibility

Delivering performance through innovation is critical to Lockheed Martin's commitment to our customers. We deliver mission success for our customers because: We never forget who we're working for®. Please visit with us at Booth 515 to learn more about our commitment to partnering for performance in global sustainment.

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http://www.lockheedmartin.com
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PROMOTIONAL PARTNERS

Rockwell Collins is a $4.8 billion business with nearly 20,000 employees in 27 countries with an equal balance between government and commercial business. For 75 years, Rockwell Collins has served the United States military as a provider and maintainer of sophisticated, rugged and reliable electronics equipment, worldwide communications, logistics and training services. Our products and services are used in a wide range of applications including space vehicles, aircraft, ground vehicles, and soldier solutions. Rockwell Collins' equipment continues to win trust each day from customers whose lives depend on reliable performance and the support of our equipment.

Rockwell Collins provides customized support solutions ranging from Depot Maintenance Support, material management and simulation training solutions to Integrated Logistics Support (ILS) and worldwide Field Service Engineering (FSE). We provide support that minimizes lifecycle support costs while providing guaranteed performance. Our 60 worldwide locations employ 2,000 dedicated and skilled staff with OEM quality service and field support.

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Rockwell Collins expertise in inventory planning and forecasting provides 24x7x365 support for orders, quote, parts inquiries, publications, software, tailored spares pools, rental exchange, distribution centers and aftermarket equipment including other OEM hardware. Rockwell Collins leverages its worldwide support network spanning the globe.

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FSE and ILS personnel are employed globally. Customer on-site FSEs perform routine maintenance, conduct user training, install new hardware, upgrade software and other functions. ILS personnel provide the 10 elements of logistics developing, planning and integrating both short and long term support considerations to include: maintenance planning, design interface, support equipment analysis, lifecycle cost analysis, provisioning, and PHS&T.

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IHS

The Source
for Critical Information and Insight ™

Agility

LOCKHEED MARTIN

DAYTON T. BROWN INC.

A World of Engineering and Testing Under One Roof ™

IB

Rockwell Collins



DLA's 3 Focus Areas

- Warfighter Support
- Stewardship Excellence
- Workforce Development

DEFENSE LOGISTICS AGENCY

DEFENSE SUPPLY CENTER, COLUMBUS

NDIA

National Defense Industrial Association

Land Supply Chain Breakout Session

TUESDAY

Denise Pennington
Tactical Vehicle Support
Division Chief

Linda K. Johnson
Combat Vehicle Support
Division Chief

WEDNESDAY

LTC Eva McElroy
Supplier Support
Division Chief

Marty Sass
SMSG
Division Chief

August 18-19, 2009

Organizational Alignment



D/DD DSCC

DSCP Detachment

Roger Dixon

Land Supplier Operations Directorate

COL Ryan Kivett
Mr. Ben Roberts

Tactical Vehicle Support Division

Denise Pennington

Combat Vehicles/ Small Arms / Engines Support Division

Linda K. Johnson

Strategic Material Sourcing Group (SMSG)

Marty Sass

Supplier Support Division

LTC Eva McElroy

Batteries/Tires Support Division

Dan McGrath

Supplier Relationship Management (SRM)

Tiffany Givens-Barnett

Land Supplier Operations Directorate (DSCC-FL)



COL Ryan Kivett
Director
DSCC-FL
(Incoming 1 SEPT)



Mr. Benedict (Ben) Roberts
Deputy Director
DSCC-FL

Our organizational structure is composed of six divisions and one detachment (Land Philly)

- To provide acquisition, focused supply and logistics support to America's Armed Forces in peace and war, around the clock, around the world...with emphasis on the readiness of the Land-Based Weapon Systems.
- The six multi-functional divisions within DSCC-FL are responsible for integrated logistics operations to include contracting, engineering and technical analysis, contract administration and management support.
- Land Supplier Operations provides supply chain management for land-based weapon systems to the full range of military customers. DSCC professionals perform a variety of supply chain processes, including supply planning, product assurance, and procurement. Each year, Land Supplier Operations has $1.8 billion in sales, executes over 400,000 contract award actions to 5,000 suppliers, and fulfills approximately 3 million customer orders.

Tactical Vehicle Support Division



FLB
Denise Pennington
Division Chief



FLBB
Vehicle Support
Team I IST
Ken Abrams



FLBC
Vehicle Support
Team II IST
Janice Harrell



FLBD
MRAP IST
Sherry Wellmer

Mission:

- Responsible for all integrated logistics support for tactical wheeled vehicles

Focus Areas:

- Vehicle Maintenance/Service Kits
- Cadillac Gage Textron sole source items
- Caterpillar sole source items
- MRAP Unique items

Tactical Vehicle Support Team I



FLBB
Vehicle Support Team I
Ken Abrams



FLBB
Vehicle Support Team I
Lead Acquisition
Rick Matz



FLBB
Vehicle Support Team I
Lead Inventory
Janice Bichon



FLBB
Lead Product Assurance
Mohammed Cisse

- FSCs: 100+
- Major FSC assignments include:
  2510, 2520, 2530, 2540, 2590, 2940
- Workforce: 37 professionals
- NSN's Managed: 32,159
- Purchase Requests: approx. 1700
- Customer Sales Orders: 220K per yr
- Annual Sales: $200M+

Mission:

- Responsible for all integrated logistics support for tactical wheeled and support vehicles

Focus Areas:

- Vehicle Maintenance/Service Kits
- MRAP Common items
- Vehicle Cab Body Frame Structural Components
- Vehicle Power Transmission Components
- Vehicle Brake Steering Axle Wheel Components

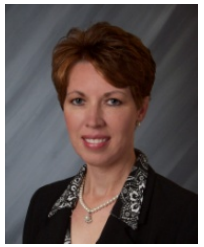
Tactical Vehicle Support Team II



FLBC
Vehicle Support Team II IST
Janice Harrell



FLBC
Vehicle Support Team II
Lead Product Assurance
Cyd Parks



FLBC
Vehicle Support Team II IST
Lead Invemtory
Donna Clark



FLBC
Vehicle Support Team II IST
Lead Acquisition
Kathi Morouse

- FSCs: 150+
- Major FSC assignments include:
  2510, 2520, 2530, 2590, 2940
- Workforce: 37 professionals
- NSN's Managed: 37,720
- Purchase Requests: approx. 1900
- Customer Sales Orders: 199.8K per yr
- Annual Sales: $98.4M

Mission:

- Responsible for all integrated logistics support for tactical wheeled and support vehicles

Focus Areas:

- Vehicle Maintenance/Service Kits
- Cadillac Gage Textron sole source items
- Caterpillar sole source items
- Vehicle Components including Cab, Body, Frame, Structural, Transmission, Brake, Steering Axle, Wheel, Furniture and Accessories

Mine Resistant Ambush Protective (MRAP)



FLBD
MRAP IST
Sherry Wellmer



FLBD
MRAP Team
Lead Acquisition
Kenton Smith



FLBD
MRAP Team
Lead Inventory
Renee Day



FLBD
MRAP Team
Lead Product Assurance
Eric Forson

- FSCs: 164+
- Major FSC assignments include:
  2510, 2520, 2530, 2540, 2590, 2940
- Workforce: 79 professionals
- NSN's Managed: 12,500
- Purchase Requests: 5,700
- Customer Sales Orders: 200K per yr
- Annual Sales: $200M

Mission:

- Responsible for all integrated logistics support for MRAP unique items and Route Clearance Vehicles (RCV)

Focus Areas:

- Sole source MRAP unique items
- Fire suppression
- Suspension
- Air Conditioning parts

Batteries/Tires Division



FLC
Dan McGrath
Division Chief



FLCA
Batteries IST (Pre-Award)
John Lidonnice



FLCB
Tires Team Chief
Phillip Ludwig



FLCB
Tire Integrated Supply Team
Lori Archibald

Mission:

- Responsible for all integrated logistics support for all DLA managed tires, tire products, and various batteries used in multiple weapons systems

Focus Areas:

- Execute best value decisions related to procurement actions and actively engage with supplier base to reduce logistics response time and backorders.
- Proactive efforts are underway to assess high demand items for adequate long-term contract coverage

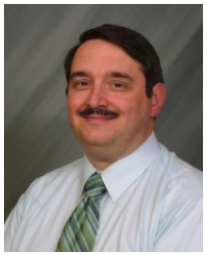
Batteries



FLCA
Batteries IST (Pre-Award)
John Lidonnice



FLCA
Batteries Support Team
Lead Product Assurance
Ben Breen



FLCA
Batteries Support Team
Lead Inventory
Randy Crace



FLCA
Batteries Support Team
Lead Acquisition
Len Bussard

- FSC's Managed : 6135, 6140, 6160, 6650
- NSN's Managed: 7,667
- Purchase Requests: 1,302
- # Suppliers: 368
- Orders received : 108K per yr
- Annual Sales: $215.5M

Mission:

- Acquisition Support
- Engineering Support
- Site Technical Support

Transfer of Batteries from DSCR to DSCC:

- Transition occurred 13 Apr 09
- DSCC/Services Meeting held 11 Feb 09
- Coordination with the ESAs
- MOAs
- Seamless Transition
- Continuity of Operations

Tires
Integrated Support Team



FLCB
Tires Team Chief
Phillip Ludwig



FLCB
Tire Integrated
Supply Team
Lori Archibald

- FSC's Managed : 2510, 2520, 2530, 2540, 2590, 2620, 4910
- NSN's Managed : 1,007
- Purchase Requests: 65
- # Suppliers: 64
- Orders received : 51K+ per yr
- Annual Sales: $200.4M

Mission:

- Responsible for all integrated logistics support for all DLA managed tires (aircraft and land), tire associated products (valves, inner tubes, etc) and spare parts (rims, runflats, etc) associated with land vehicle wheel assemblies
  - Supports high priority weapon systems including F-16, C130, MRAP, HMMWV, FMTV, HEMTT, etc.
  - Includes administration of two contracts that completely privatize the supply chain for Tires as per BRAC 2005

Focus Areas:

- Partner with the Privatization contractor, Michelin North America, and Military Customers to gather and utilize information to aid the privatization contractor in the effective forecasting and demand planning of tires and ultimately timely support to the Warfighter

Combat Vehicle Support Division



FLD
Linda K. Johnson
Division Chief



FLDD
Wheeled Vehicles IST
Mike Morouse



FLDA/FLDC
Combat Vehicle/Armament IST
Renee Magill



FLDB
Engines IST
Bob Heine

- Maintain spare parts support for a wide variety of tactical wheeled vehicles
  - Includes the HMMWV, FMTV, HEMTT and MRAP
  - Included in this population are 6,452 items that are mapped to SCA's for Oshkosh, AMG, BAE and Detroit Diesel
- Customer Pay/Integrated Logistics Partnership
  - HMMWV RECAP/RESET lines at RRAD, LEAD, and MMA
- Individual and Crew Served weapons support
  - Includes the M2, M240, Howitzers, and Grenade Launchers
- Combat Vehicle & Armament spare parts support for tracked vehicles
  - Includes M1 Abrams tank, M2/M3 Bradley tanks and the M88 recovery vehicle
- Responsible for engine support
- Partner with Land Customer Operations, Army customer support representatives and industry to coordinate proper forecasting to ensure procurement actions support depot programs and military operational requirements

Wheeled Vehicles



FLDD
Wheeled Vehicles IST
Mike Morouse



FLDD
IST Team
Lead Inventory
Michelle Goodson



FLDD
IST Team
Customer Pay
Myisha Sears



FLDD
IST Team
Lead Product Assurance
Marty Stratmoen



FLDD
IST Team (Pre-Award)
Lead Acquisition
Kelly Cottongim

- FSCs: 2510, 2590
- NSN's Managed: 30,050
  - Stocked: 10,050 Customer Direct: 19,725
- Purchase Requests: 4,871
  - Large purchases: 107 Small purchases: 4,764
- Customer orders received: 555K per yr
- Annual Sales: $411.2M
- Suppliers: 602

Mission/Focus Areas:

- Primary point of contact for Customer Pay/Integrated Logistics Partnership items. Resolves issues and take preventative measures for the 715 items

Current CP initiatives:

- Pending induction of the UAH M1151 Model into the RECAP lines
- Mapping of all CP processes both internal and external

Challenges:

- Conversion of RECAP lines at depots to M1151 (UAH) variant.
- Supporting new ILP customer at Barstow

Combat Vehicle/Armament



FLDA/FLDC
Combat Vehicle/Armament IST
Renee Magill



FLDA
IST Team (Pre-Award)
Lead Acquisition
April Charlton



FLDA
IST Team
Lead Product Assurance
Jeffrey Hutcheson



FLDA
IST Team
Lead Inventory
Teresa Harris

- Small Arms FSCs: 1005, 1095, 1010
- Combat Vehicles FSCs: 2510, 2520, 2530, 2540, 2590, 3040, 4720,
- NSN's Managed: 37,231
  - Stocked: 9,809 Customer Direct: 27,422
- Purchase Requests: 2,442
  - Large: 100 Small : 2,342
- Orders received: 150K per year
- Annual Sales: $145.5M
- Suppliers: 687

Mission/Focus Areas:

- Focused on improving overall product quality and contract performance on combat vehicle and small arms procurements.
  - Includes improved and current Technical Data Packages, Product Verification Testing, and adherence to MIL-STD-16232

Challenges:

- M2 Kit Management
- Process changes
- Significant Product, Technical, Quality and Inspection/Acceptance Requirements

Engines



FLDB
Engines IST
Bob Heine



FLDB
IST Team
Lead Product Assurance
James Jarvis



FLDB
IST Team (Pre-Award)
Lead Acquisition
Mindy Tisone



FLDB
IST Team
Lead Inventory
Johana Maisonave

- FSCs: 1045, 1075, 1090, 2520, 2805, 2815, 2910, 2920, 2930, 2990, 3030
- NSNs Managed: 72,760
  - Stocked: 16,605 Customer Direct: 56,155
- Purchase Requests: 2,235
  - Large: 61 Small: 2,174
- Orders received: 164K per yr
- Annual Sales: $108.1M
- Suppliers: 705

Mission/Focus Area

- The mission of the Engines IST is the management of Class IX engine components and accessories

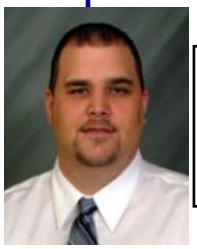
Challenges:

- The major challenge facing the Engines IST is the procurement of parts for vehicles that are no longer in production or have exceeded their anticipated service dates

Strategic Material Sourcing Group (SMSG)



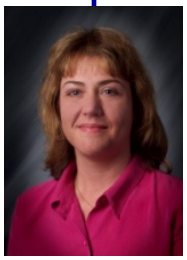
FLG
Marty Sass
Division Chief



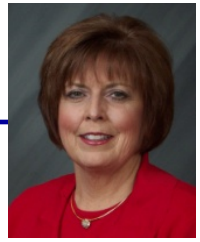
FLGA
SRM
Procurement
Bill Winegarner



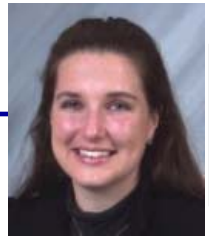
FLGB
Tailored Support
Charles Sharp



FLGG
MRAP LTC
Mary Jo Coffey



FLGC
Long Term
Contracts
Cindy Nevin



FLGCA
Long Term Contracts
(Admin)
Emily Call



FLGD
IPV
Shirley Spratt



FLGF
Emall
Tony Griffin

- Execute all Tailored Support Initiatives (FASI, Tires Successor, IPV, EMALL, etc.)
- Formulate multiple NSNs into Family Groupings to award on Long Term Contract (SMS, MRAP, etc.)
- Coordinate and award Supply Chain corporate contracts
- Perform all Basic Contract Administration for the Land Directorate LTCs

FY10 SMSG Strategy

Objective: Key business drivers on long-term contract
Prioritized approach to project selection

Target Population:

- FSC 1005 – Small Arms
- FSCs 2540, 2590 Vehicle Components
- Batteries
- Tire Products
- Weapon Systems
- MRAP- FSS NSNs, AC Parts, Suspension Parts, Sole Source NSNs
- FASI-G and IPV Add-Ons (Subcontract Opportunities)
- SRM Contractors – Sole Source Adds
- Various Sole Source and Competitive NSNs
- NEW EMALL Solicitation



FY10 SMSG Strategy

Additional Long Term Contract (LTC) Action

NEW EMALL Solicitation:

- Multiple Award Schedules
- Off-The-Shelf, Finished Goods From The Commercial Marketplace
- DLA Assigned Item Classes Only
- Solicitation Target - Mid-Oct 2009

DoD EMALL



MRAP Phase 3 - LTC Plan

Step 1 – Ongoing

- Sources Sought/Broad Agency Announcement to Solicit Breakout Suppliers – Re-Issued 3 Times - See Value Eng Booth
- Receive Results of Various OEM Provisioning Conferences
- Assigned Technical Personnel to Review Responses, Coordinate with Army/Marine Corps and Update Federal Catalog

Step 2 – ECD Dec 2009

- Award New and Add-On MRAP LTC Projects – ECD Dec 2009
- Special Assignment Buyer Resources to Work

Step 3 – Ongoing

- Upon Award of New LTCs - Identify and Execute NSN Add-On Actions
- Analyze MRAP NSN Population for New LTC Potential

Supply Relationship Management



FLGE
Tiffany Givens-Barnett
Division Chief



FLGE
Supply Relationship Manager
Julie Miller



FLGE
Supply Relationship Manager
Maggie Mickey



FLGE
Supply Relationship Manager
Pauline Buck

Mission:

- The SMSG SRM procurement Team in FLG and SRM Contract Admin Team in FLS support the Land SC SRM mission by singling up Basic Contract Admin (LTCs) and Contract Administration personnel for the 20 companies with SRM focus.

Current Alliances:

SSAs

- AM General
- Oshkosh Truck
- BAE Systems Land & Armament
- GDLS-Canada

SCAs

- BAE-Fairfield (Armor Holdings)
- BAE-Sealy
- Badger Truck
- SAIC
- Caterpillar
- Cummins Engine
- GDLS
- FN Manufacturing
- Systems Land & Armament
- GDLS-Canada
- Wheler Brothers
- BTMC

Supply Relationship Management

Priorities/Projects:

- Alliances with Strategic or High Volume Suppliers
  - 4 Strategic Supplier Alliances with OEMs
  - 16 Supply Chain Alliances – Strategic Suppliers or High Volume Dealers/Distributors
- Key Improvement Opportunities specific to each company:
  - Increase LTCs coverage
  - Reduce PLT, ALT, Pricing
  - Demand Planning/Future Forecast Collaboration
  - Backorder Reduction

Ancillary Projects:

- DLR/BRAC Coordination for Service Items on Key Suppliers

Stakeholder Interactions:

- Regular Communication/Problem-Solving via Working Groups/Improvement Teams
- Monthly Open Order Reports – Line of Balance for Priorities
- Shared Communications with Customers (TACOM), ISTs, WSSMs, Land DCO
- Monthly Performance Metrics – ALT, PLT, LTC Obs, Line Fill Rate, Qty Fill Rate, Unfilled Orders
- Improved Customer and Weapons System Support
- Incorporation of MRAP into Supplier LTCs

Challenges:

- Coordinated prioritization of GWOT support while dealing with surging demands and supplier capacity constraints

Supplier Support Division



FLS
LTC Eva McElroy
Division Chief



FLSA
Shared Services IST
Tanya Merritt



FLSE
Post Award Contract
Administration IST
Heath Berkshire

Mission:

- Support Emergency Procurement Requirements
- Supports Army Industrial sites with procurement and quality requirement (Forward and Customer Pay/ILP)

Focus Areas:

- Emergency Buying Team (E-Buy)
- Forward Presence
- Engineering Support
- Non-NSN
- Post Award Contract Management

Shared Services



FLSA
Shared Services IST
Tanya Merritt



FLSAB
Supervisory Contract
Specialist (Pre-Award)
Linda Allensworth



FLSAC
Supervisory Contract
Specialist (Pre-Award)
Mechelle Vandermolen



FLSAD
IST Product Specialist
Supervisor
Don Robinette

- Emergency Buy, Non-NSN, and Forward Execution Acquisition
  - Supporting customers in theater and stateside with procurements of Non-NSN and NSN items
  - Forward Execution Team is integrated with customers located at RRAD, TYAD, LEAD, MCLB, MCLA, ANAD
  - Forward Execution Team has captured $6,671,495 in sales since inception in July 2008
  - Non-NSN Team
    - Purchase Requests: 1319
    - Annual Sales: $69.7M
    - Orders received: 82K+ per year
    - Suppliers: 250
- Engineering Support
  - Liaison between DSCC product specialists and ESA including technical reviews, development of new sources
- Forward Presence Product Specialists
  - Assist with technical reviews at forward locations, clear PQDRs, liaison with product specialists of record

Post Award Contract Administration



FLSE
Post Award Contract Administration IST
Heath Berkshire



FLSEA
Post Award Team I
Acting Supervisory Contract Specialist
Julie Searcy



FLSEC
Post Award Team II
Supervisory Contract Specialist
Jackie Maurer



FLSEB
Supervisory Contract Specialist SRM (Post-Award)
Gerald Roush

- Open Orders: 32,000
- Suppliers: 1700+

Mission:

- Performs contract administration for the Land Directorate of Supplier Operations

Objectives:

- Prioritize Open Orders for contractors (i.e. any order not fully received)
  - Reduce and prevent backorders
  - Assure contractor focus is aligned with customer needs
  - Streamline contractor and government communication
  - Reduce delinquencies

Maritime Supplier Operations Break-Out Session





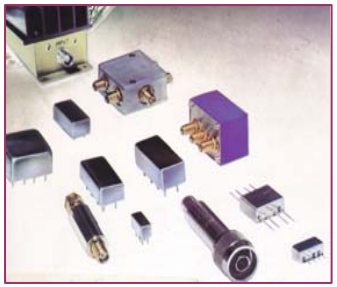
August 18-19, 2009

Defense Supply Center Columbus













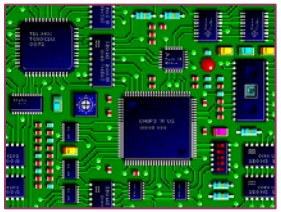


















Agenda

- Maritime Supply Chain Overview
- Post Award Overview
- Emergency Buy Team Overview
- Supplier Relationship Management
- Open Dialogue

Maritime Supplier Ops At a Glance

What

1.75M Items

$1.3 B Sales

- Mechanical
  - Pumps, Compressors
  - Valves, Hose & Tube,
  - Fittings, Bearings,
  - Packing & Gaskets
- Electrical
  - Wire & cable, switches,
  - relays, transformers,
  - antennas, resistors,
  - microcircuits

From

5,014 Suppliers

- Manufacturers
  - Marotta (Valves)
  - York (Compressors)
  - Raytheon (Electronics)
  - Amphenol (Connectors)
- Dealers
  - Large Dealer Network

By

223K Contract Actions Worth $1.5B

• 825~ Employees • 19 Integrated Supplier Teams • 2 Sites

Maritime Supplier Ops Organization





DSCC
BG Patricia E. McQuistion, USA, Commander
Mr. James McClaugherty, Deputy Commander
Mr. Milton Lewis, Executive Director, Contracting and Acquisition Management

Maritime Detachment
Philadelphia
Roger Dixon, Director

- ISTs
- SMSG

Maritime Supplier Operations
CAPT Roland Wadge, Director
Ms. Pat Shields, Deputy Director
CDR David Peters, Deputy Director

- ISTs
- Supplier Support Division
- SMSG

EBS Roles, Responsibilities & Functions

Integrated Supplier Team (IST) … Basic Organizational Unit

- Product Specialists: What to buy?
- Supply Planners: How many and when to buy?
- Pre Award Acquisition Specialists: Execute the buy and assure delivery!

Strategic Material Sourcing Group

- Long Term Contracting (LTC): Multi-NSNs & Corporate Contracts

Supplier Support Division

- “Emergency Buying Team” for our customers’ most urgent needs
- Manages PACE for all DSCC
- Centralized management of solicitation and award of Auto IDPOs
- Shared Services support for all of Maritime

Post-Award

- Supplier Support Division Chief – David Glasscoe
- Maritime Contract Administration Chiefs –
  Stephanie McCormick and Kelly Penwell
- Supervisor – Sue Coyer
- Supervisor – Myrtice Gray
- Supervisor – Hiram Maisonave
- Supervisor – Gary Meyer
- Supervisor – Temika Morris
- Supervisor – Jeff West
- Analyst – Chris Watson
- Each supervisor has a team consisting of approximately 14 contract administrators, purchasing agents and acquisition support technicians.

Post-Award

- Centralized Post-Award Branch for Contract Administration matters.
- Maritime Columbus Administrators organized by state and/or CAGE code.
- Special team of “expediters” working emergencies and backorder issues. They are also assigned specific states or CAGE codes.
- Dedicated group of Administrators for the Navy Nuclear Reactor Program (21N). Material Availability must be kept at 95% or above for this program. We need your help to accomplish this goal.
- Dedicated group working quality notifications for Maritime and Land.
- Emphasis on monitoring Key Item Drivers (KID) 1-4 and Delinquencies.
- Our Goal: Be reasonable but demanding customers on behalf of the American tax payers and provide exceptional support to the Warfighter.

Maritime Columbus Emergency Buy Team (EBT)

Partnering with You for Emergency Support

Team:

IST Chief – Ed Wingo

Core Team Supervisors – Tom Comeans and Paula Webb

General EBT Support – Tom Comeans

- **Emergency Buyers: Keith Couser, Jim Donnelly, Rosa Poole,Jerry Quinn, Denny Wondal, Richard Bebel (Post-Award Administrator)**
- **Mission: Complete Emergency (Basic Definition Below) Customer-Direct Buys for items managed by Maritime Supplier Ops**

- All Customer Priority 01 Customer Direct Buys

- Highest Priority Customer Priority 02 & 03 CD Buys (Proj Cd; RDD)

Dedicated/Premium EBT Support – Paula Webb

Emergency Buyers: Marvin Horton, Henrietta Jones, Amanda Pontia, Lisa Thompson, Brian Walker, Kim Watson, Todd Manning

Mission: Dedicated E-Buy Support to 3 Shipyards and the Navy PMO

Strategic Material Sourcing Group (SMSG)

What we do:

- **Determine optimal contracting strategy for Maritime Supply Chain NSNs**

- **Award and manage multiple NSN long-term contracts to maximize long-term contract coverage of strategic material sourcing (SMS) NSNs**

- **Execute contracting actions in support of Strategic Supplier Alliances (SSAs) and Supply Chain Alliances (SCAs)**

- **Optimize relationships with key suppliers through SRM**

Maritime SMSG Tailored Initiatives

H2O Purification Initiative

Background: Fully integrated logistics support for Water Purification customers in support of ROWPU, TWPS and LWP
100% small business set aside.

Scope: Customer-Direct support ROWPU, TWPS and LWP NIINs/PNs

NIINs	Est ADV
3,320	$19M
1,894 P/Ns	Unknown

Status: The solicitation opened July 17th and closes on August 28th

Maritime SMSG Tailored Initiatives

Maritime FSC-SCP Initiative

Background: Contracting for Supply Chain Management of high demand and high value NSNs in the 4710, 4720, 4730, 4820, 5330, 5331, 5930, 5935, 5961, 5962, and 6145 FSCs. NSNs organized into sixteen groupings by FSC(s), 8 Set-Aside and 8 Unrestricted.

Scope: Primarily customer direct support within Time Definite Delivery standards.

NIINs	Est ADV
56,214	$413M

Status: Solicitation documents under review at DLA HQ.

Depot Level Repairables (DLR)

Develop a Strategy to Partner with our DLR Attachments in facing similar suppliers

- Analyze service spend for DLR NIINs
- Match DLA spend with DLR forecast
- Where applicable explore joint solutions

Supplier Relationship Management Initiatives

HM&E Standardization

- Drive Standardization through commodity contracts available to commercial industry
- Collaborative effort NAVICP/DLA
- First Phase – Standard Navy Valves
  - Release one – awarded gate valve 27 NSNs
  - Release two – 460 standard valves, offers under evaluation
- Next Phase – Circuit breakers

Open Dialogue

Story Board Charts

Active Devices Division

(Division 2)

Division Chief: Ernie Reid

Integrated Supplier Team Chiefs

Electronic Assemblies and Transformers: Lisa Ohl

Microcircuits & Semiconductors DMS: Evan Baisden

Non-Powered Valves: Anthony Carrico

Top Federal Supply Classes

FSC Nomenclature	Sales
4820 Valves, Non-Powered	$146,249,496
5998 Electrical and Electronic Assemblies	$ 40,282,147
5960 Electron Tubes and Associated Hardware	$ 31,037,709

Data is from a 12 month period: June 2008 through June 2009

Electrical Devices Division

(Division 3)

Division Chief: Rochelle Anderson

Integrated Supply Team Chiefs

Connectors: Rocky Sunday

Relays, Wire, & Cable: Dave Devine

Switches & Raytheon: Regina Westbrook

Powered Valves, Marine Hardware, & Nuclear Reactors Program: Joey Smith

Top Federal Supply Classes

FSC Nomenclature	Sales
5930 Switches	$105,487,543
5935 Connectors, Electric	$ 78,407,337
4810 Valves, Powered	$ 71,389,887
5945 Relays and Solenoids	$ 60,853,015
2040 Marine Hardware and Hulling	$ 15,062,634

Data is from a 12 month period: June 2008 through June 2009

Electronics, Pumps & Compressors Division

(Division 5)

Division Chief: CDR Aaron Potter

Integrated Supply Team Chiefs

Antennas, Fuses, & Circuit Breakers: Kathy Brewster

Fire Control & Fiber Optics: Tom Bunnell

Pumps & Compressors: Latricia Wilson

Top Federal Supply Classes

FSC Nomenclature	Sales
5985 Antennas, Waveguides & Related Equipment	$131,336,572
4320 Power and Hand Pumps	$ 71,225,585
4330 Centrifugal, Separators and Pressure & Vacuum Filters	$ 45,742,725

Data is from a 12 month period: June 2008 through June 2009

Fluid Handling Division

(Division 1)

Division Chief: Linda McCarty

Integrated Supply Team Chiefs

Fittings: David McGraw

Flexible Hoses & Tubing: Anita Luich (Deployed) LCDR Jim Strauss (Acting)

Pipes & Tubing: Debbie Robinson

Top Federal Supply Classes

FSC Nomenclature	Sales
4730 Fitting and Adaptors	$130,674,685
4720 Hose and Flexible Tubing	$101,818,988
4710 Pipes and Tubing	$ 71,874,293

Data is from a 12 month period: June 2008 through June 2009

Power Transmission & Hardware/Electrical

(Division 4)

Division Chief: Diane Circle

Integrated Supply Team Chiefs

Motors & Mechanical Components: Mike Rush

Power Transmission Equipment: Chrissy Schall

Hardware/Electrical: Karen Kramer

Top Federal Supply Classes

FSC	Nomenclature	Sales
6105/3010	Motors & Mechanical Components	$ 40,348,327/ 23,326,913
3040	Power Transmission Equipment	$122,150,175
5950	Hardware/Electrical	$ 27,267,709

Data is from a 12 month period: June 2008 through June 2009

Strategic Material Sourcing Group

Chief: Kelly Vingle

Mission: Strategic Material Sourcing

Function:

- Determine optimal contracting strategy for Maritime Supply Chain NSNs
- Award long-term contracts including corporate and prime vendor contracts
- Maximize long-term contract coverage of strategic material sourcing (SMS) NSNs
- Execute contracting actions in support of SSAs and SCAs
- Optimize relationships with key suppliers through SRM

Strategic Sourcing Branch Chiefs: Kreston Harris, Nicole Hammond-Mann, Jeff Dixius

Supplier Relationship Management Branch: Bruce Shively, Lead SRM
Donna Ramsey, SRM

Strategic Material Sourcing Group

Strategic Sourcing Branches

Branch Chiefs: Kreston Harris & Nicole Hammond-Mann

Award multiple NSN long-term and corporate contracts

Branch Chief: Jeff Dixius

Determine groupings of NSNs for long-term contracts; review technical and quality data; perform contract administration on multi-NSN long-term contracts

Supplier Relationship Management Branch

Lead SRM: Bruce Shively

SRM: Donna Ramsey

Manage relationships with key suppliers via Strategic Supplier Alliances (SSAs) and Supply Chain Alliances (SCAs); coordinate with ISTs to develop solutions to process issues that may impact customer support

Supplier Support Division

Division Chief: David Glasscoe

Mission: Support for Maritime Supplier Operations

Function: Oversee Automated Indefinite Delivery Purchase Orders (AutoIDPOs), emergency buys, automated contracting, shared services, quality notification resolution and contract administration

Branch Chiefs:

AutoIDPOs, Emergency Buy Team (EBT), Procurement Automated Contracting Evaluation (PACE): Ed Wingo

Contract Administration: Stephanie McCormick and Kelly Penwell

Shared Services: David Anders

Contract Quality Management: Rick Lennon

Supplier Support Division

Emergency Buy, PACE, & AutoIDPO Branch
Branch Chief: Ed Wingo

Emergency Buy Team Supervisor – Tom Comeans and Paula Webb

Customer-Direct Buys for our customers' most urgent requirements

PACE & AutoIDPO Team Supervisor – Susan Knisley

Procurement Automated Contracting Evaluation (PACE):
Manage PACE automated solicitations and awards up to $100,000

Automated Indefinite Delivery Purchase Orders (AutoIDPOs):

- AutoIDPOs are valid for up to two years or $100,000.
- Manage solicitation and award of all AutoIDPO instruments

Supplier Support Division

Contract Administration Branch
Branch Chief: Stephanie McCormick and Kelly Penwell

Post Award Supervisors - Sue Coyer, Myrtice Gray,
Gary Meyer, Jeff West, Temika Morris and Hiram Maisonave

- Responsible for all post award issues related to existing contracts assigned to Maritime Supplier Operations. Proactively work delinquency, backorder and special project reports.
- The workload is assigned by state or cage code. SSA/SCA suppliers are assigned to specific administrators.
- Coordinate with supply planners, product specialists, resolution specialists, legal, DFAS, and DCMA to resolve issues.





Procurement Systems and Supplier Interfaces

Ken Rumbaugh

DSCC Systems and Procedures Division

Agenda

- Enterprise Business Systems (EBS) Overview:
  Ken Rumbaugh
- DLA Internet Bid Board System (DIBBS):
  Alan Searfoss & Patrice Francis
- Automated Indefinite Delivery Purchase Orders (AIDPO):
  Tammy Solt
- cFolders: Ken Adkins
- DOD EMALL: Tony Griffin
- Automated Best Value System (ABVS) & Past Performance Information Retrieval System (PPIRS):
  Pat McCreay

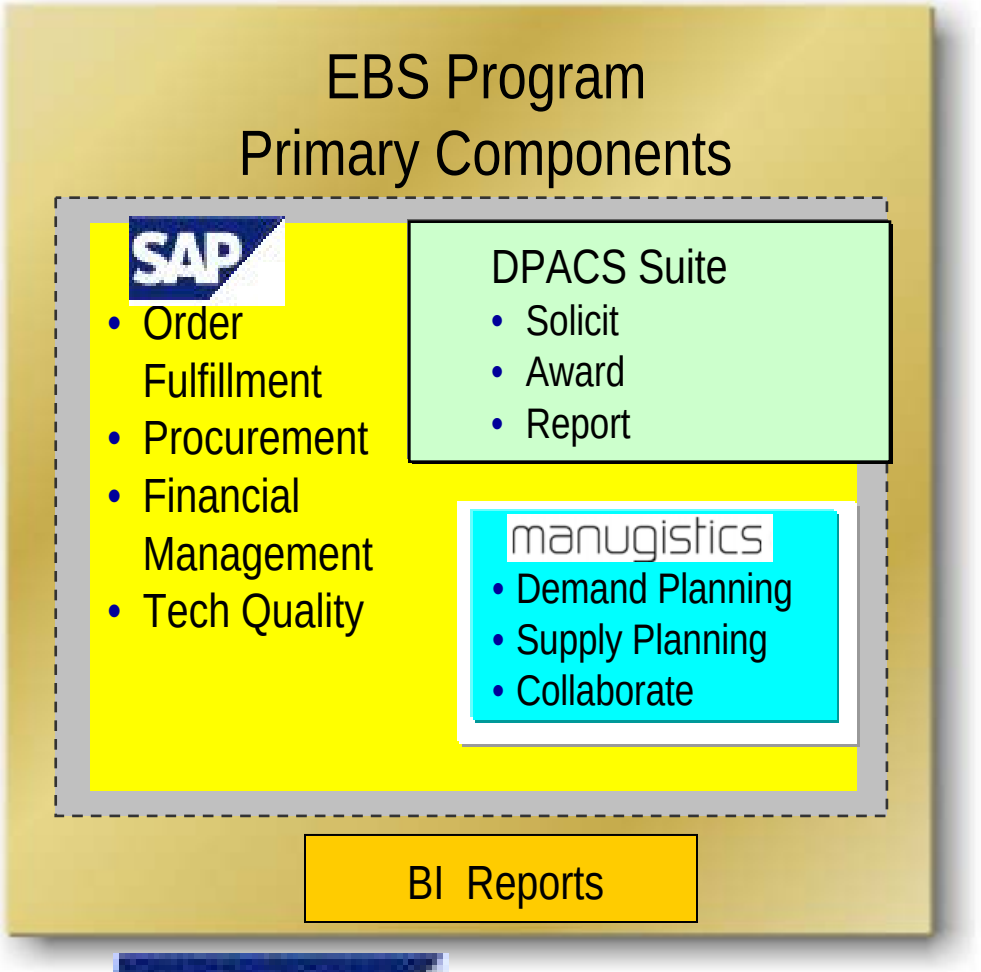


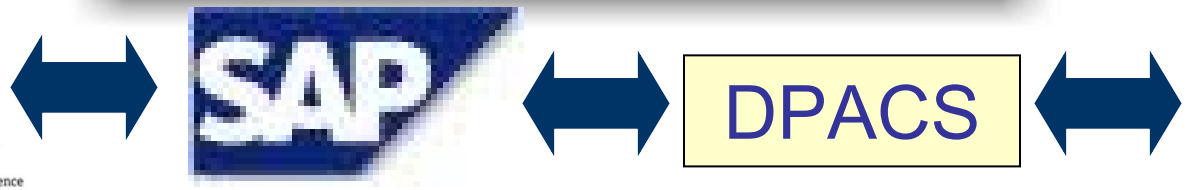


Enterprise Business Systems

Ken Rumbaugh
DSCC Systems and Procedures Division

EBS IT Components





Information Resources

- DLA BSM Website:

  www.dla.mil/j-6/bsm

- BSM Suppler Information Resource Center:

  www.dla.mil/j-6/bsm/sirc

DLA Internet Bid Board System (DIBBS)

Alan Searfoss / Patrice Francis

DSCC Systems and Procedures Division

DIBBS Web Address

All DLA solicitations and awards are available on one web site:

DLA EBS DIBBS

https://www.dibbs.bsm.dla.mil/

DIBBS Functionality

- View RFQs and submit quotes
- View RFPs – Includes Long-Term Contracts, manual IDPOs & EMALL opportunities
- Access award information (includes Fast PACE)
- View provisions & clauses
- Link to technical data (cFolders)
- Link to the Automated Best Value System (ABVS) (Performance scores used in award decisions)
- Access to Acquisition Forecasts – Supplier Requirements Visibility Application (SRVA)

Supplier Requirements Visibility Application (SRVA)

- Provides 24 months of sole source and competitive Projected Purchase Order (PPO) quantities
- Non DLA users access: https://www.dibbs.bsm.dla.mil/ - (User ID and Password required)
- Data refreshed by the second week of each month
- Easily search DLA PPO Quantity for up to 150 National Item Identification Numbers (NIINs) or by Federal Stock Class (FSC)

DIBBS Changes



Recent Changes

- Microsoft Office 2007

Future Changes

- EProcurement
- Password Changes FY10

Microsoft Office 2007

- Attachments to RFQs, RFPs Awards or Mods
- Microsoft Word Suffix .docx
- Microsoft Excel Suffix .xlsx
- Free patch if using Office 2000 or 2003

http://www.microsoft.com/downloads/details.aspx?displaylang=en&FamilyID=941b3470-3ae9-4aee-8f43-c6bb74cd1466#QuickInfoContainerfound

DLA EBS DIBBS

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DEMO





Automated Indefinite Delivery Purchase Order (AutoIDPO)

Tammy Solt

DSCC Systems and Procedures Division

AutoIDPOs in EBS

Indefinite quantity contract using simplified acquisition procedures

- $100,000 limit, potential 2 year contract
- First Delivery Order (DO) *anticipated approximately* 90 days after issuance of AutoIDPO solicitation (minimum obligation)

AutoIDPO Characteristics

AutoIDPO solicitations are identified with a "U" and an "Alpha" in the 9th and 10th positions of the solicitation number

- 90 day quote validity period
- Solicited on DIBBS for 21 days
- Closing time = 2pm EST
- Zone pricing (2 Zones)
- Government ranges and alternate ranges

AutoIDPO Awards

- The AutoIDPO agreement will be issued with a “D” in the ninth position, a “5,” “6” or “7” in the tenth position, and an alpha in the eleventh position of the PIIN

- The basic award and first DO will be posted to DIBBS simultaneously

AutoIDPO Final Thoughts

- Demo
  - https://www.dibbs.bsm.dla.mil/
  - Open up an AutoIDPO solicitation. If red quote button Q is available you can still quote - even if solicitation closing date is past.
- Future in EProcurement





Viewing and Downloading Solicitation Technical Data

cFolders

Ken Adkins

DSCC Logistics Support Office

cFolders

- Suppliers can access cFolders via a link within the solicitation in DIBBS or directly through the cFolders link: https://pcf1.bsm.dla.mil/cfolders/
- Some drawings are restricted and require supplier eligibility documentation.
- Suppliers have the ability to download license agreement application forms via a link on the cFolders Homepage



cFolders

DEFENSE LOGISTICS AGENCY
Product Data Management Initiative

Home

Change

Functions

- **Collaborative Scenarios**
- Search by Purchase Requisition
- Search by Material Group
- Search by Material Number
- Search by Drawing
- Search by ASSIST Document ID
- License Agreements
- ASSIST Documents

Welcome, *Ken Adkins*

DLA Solicitation Documentation

Filter for Solicitation Folders

Number of Solicitations Filtered 1

Solicitation Number	Status	Post Date	Close Date(*)	License Agreements	Export Control	Foreign Secure	Material Group	Material Number	Material Description
SPM7A408R0033	Open	06/14/2008	08/08/2008	14	Yes	No	3020	007633094	GEAR,SPUR

* - The solicitation close date has been amended



SPM7MB09Q0710

- Solicitation Data
  - List of PR/Procurement Numbers
  - 3040 004445657

Drawings

Current Path: SPM7MB09Q0710 > Solicitation Data > 3040 004445657 > **Drawings**

Folder Contents — Download Solicitat

Document Number	Download	CAGE Code	Document Data Code	Drawing Revision	Number of Sheets	Rights in Data	License Agreement	Distribution Statement	Export Control	For Se
1M871	1M871	76301	DD	B	0001	U		A	N	N
P.S.15534	P.S.15534	76301	SS	D	0002	U		D	N	N
32-50166-5	32-50166-5	76301	DL	A	0001	U		A	N	N
32-50166-5	32-50166-5	76301	RE		0001	U		A	N	N
32-50166	32-50166	76301	DD	E	0004	U		A	N	N
32-90000	(Add'l Access Required)	76301	SS	M	0056	U		X	Y	N
P.S.20018	P.S.20018	76301	SS	F	0001	U		D	N	N
P.S.23041	P.S.23041	76301	SS	U	0001	U		C	N	N
P.S.16001	(Add'l Access Required)	76301	SS	BN	0001	U		D	Y	N

cFolders Help

- Access, Password or System Issues:

  cFolders Helpdesk
  (804) 279-4357

- Drawing Related Issues:

  L & M cFolders Admin Team
  Email: cddwgs@dla.mil

DOD EMALL Contracting

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DOD EMALL

Point, Click, Ship
One Stop Support for the Warfighter!

1st Choice Support for the Warfighter

Why DOD EMALL?

- The Department of Defense Electronic Mall (DOD EMALL) functions as a single entry point for DOD customers seeking to acquire off-the-shelf, finished goods from the commercial marketplace. DOD EMALL is an internet-based ordering service that allows DOD and other federal customers to “shop” for products from a variety of sources based on price, delivery, product description and vendor performance.

DOD EMALL Solicitation

Solicitation/Proposal Submittals to Contract Award Process

In the Aug/Sept time-frame, EMALL will issue a solicitation for a Multiple Award Schedule (MAS), Long–Term Indefinite Delivery/Indefinite Quantity (IDIQ) type contracts

This solicitation is for DLA assigned Federal Supply Groups (FSGs) and Commercial Classifications that include the following categories of items (See Next Page):



The solicitation is for firm-fixed-price contracts with economic price adjustment for acquiring commercial off-the-shelf items. The contract ceiling price is $5,000,000 (five million dollars). The contract is for two basic years with options to extend the contract for eight additional years in two-year increments. All proposals must submit catalog data in an electronic media (Excel spreadsheet on CD preferred).

Commercial Item Catagories

- Commercial Coatings; Adhesives/Sealants/Lubricants and Fuel Additives; Hardware Components; Telephone and Telegraph Equipment; Tools, Tool Kits and Tool Boxes; Industrial Machinery; Defense and Law Enforcement / Security and Safety Equipment Supplies; Commercial Military/Private Vehicle Components and Accessories; Cleaning Equipment; Apparel and Luggage/Personal Care Products; Distribution /Conditioning Systems /Equipment and Components; Material Handling/Conditioning and Storage Machinery and their Accessories and Supplies; Medical Equipment and Accessories and Supplies; Packing and Gasket Materials; Electrical/Systems/Lighting and Components/Accessories and Supplies; Electronic Components and Supplies; Clothing, Special Purpose; Airframe Structural Components; Aircraft Hydraulic, Vacuum and De-icing System Components; Aircraft Air Conditioning, Heat and Pressurizing Equipment; Miscellaneous Aircraft Accessories and Components.

DOD EMALL - Questions









Automated Best Value System / Past Performance Information Retrieval System

Pat McCreay

DSCC Systems and Procedures Division

Agenda



- History and explanation of ABVS
- Current status of ABVS/Enterprise Business System(EBS)
- Current status of ABVS/ Past Performance Information Retrieval System (PPIRS)

ABVS Background

- ABVS began in 1995

- Definition: a computerized system which collects contractors' existing past performance data and translates it into numeric scores; contracting officers use these scores (historical performance) as an additional evaluation factor when making best value award decisions

ABVS Objectives

- Translate past performance (quality and delivery) into meaningful numeric scores
- Score all contractors based on past performance history
- Buyers make a comparative assessment of evaluated price, quoted delivery and past performance
- Promote Best Value Award decisions
  - Buy smarter

General Information

- Updates occur daily
- Vendor views his own negative performance data and scores on ABVS website which is password protected
- Vendor may only challenge data through the appropriate ABVS office
- Website:
  - http://www.dscr.dla.mil/proc/abvm/abvm.htm
  - Where you see: Click here to obtain your ABVS data, click on the word here

ABVS Current Status

- As daily shipping and/or receipt transactions post EBS performance data is refreshed and flows into ABVS
- Negative performance data is on the ABVS website, in a preview window for contractor review and challenge opportunity, prior to calculation in vendor score
- Data can still be challenged even if data has moved out of the preview and into the rating

Contractor Participation

Vendors are strongly encouraged to review their performance data and contact ABVS administrators to resolve:

- Ship dates not posting to contract line items
- Any quality or packaging deficiencies or
- Questions on scores

Transitioning from ABVS to PPIRS-SR

- The Department of Defense has endorsed the Past Performance Information System (PPIRS) as the single authorized system for the receipt and retrieval of contractor past performance data for DoD acquisitions.

- Full PPIRS-SR implementation will be in concert with the deployment of the EProcurement targeted for 2010.

- Given the scope of DLA's impending EProcurement implementation, ABVS will be utilized as a proxy to PPIRS-SR.

- Additional past performace guidance is available in the Defense Logisitics Agency Directive DLAD 52.215-9022 (JAN 2009)

PPIRS-SR

- Contractors must be registered in the Central Contractor Registration (CCR) at http://www.ccr.gov and obtain a Marketing Partner Identification Number (MPIN) to gain access their PPIRS data

- Details to establish a PPIRS-SR account can be found at http://www.ppirs.gov

Vendor Past Performance

- PPIRS registration will enable vendors to access their delivery score and quality classification and any negative data, listed by the Federal Supply Class (FSC)
- PPIRS records maybe challenged, if data needs correction
- Your record challenge sends an email to the Government POC at the appropriate supply command; DSCC, DSCP or DSCR

ABVS Team

Administrators	Telephone #
• Patricia McCreay patricia.mccreay@dla.mil Team Leader	614-692-3383
• Debra Brown debra.j.brown@dla.mil	614-692-1381
• FAX	614-692-4170

- We prefer challenges to be scanned to: dsccabvs@dla.mil

Points of Contact at DSCR and DSCP

- DSCR
  Carolyn Harris 804-279-6431 phone
  804-279-5042 fax
  email address: dscrabvs@dla.mil

- DSCP
  Tim Atwell 215-737-7844 phone
  215-737-7949 fax
  email address: dscpabvs@dla.mil

Questions???



Value Engineering Tools for Contractor Support

Dwayne Porter
Castings and Forgings
614-692-8857/DSN 850-8857

Steve Gomez
Value Engineering Proposals
614-692-7308/DSN 850-7308

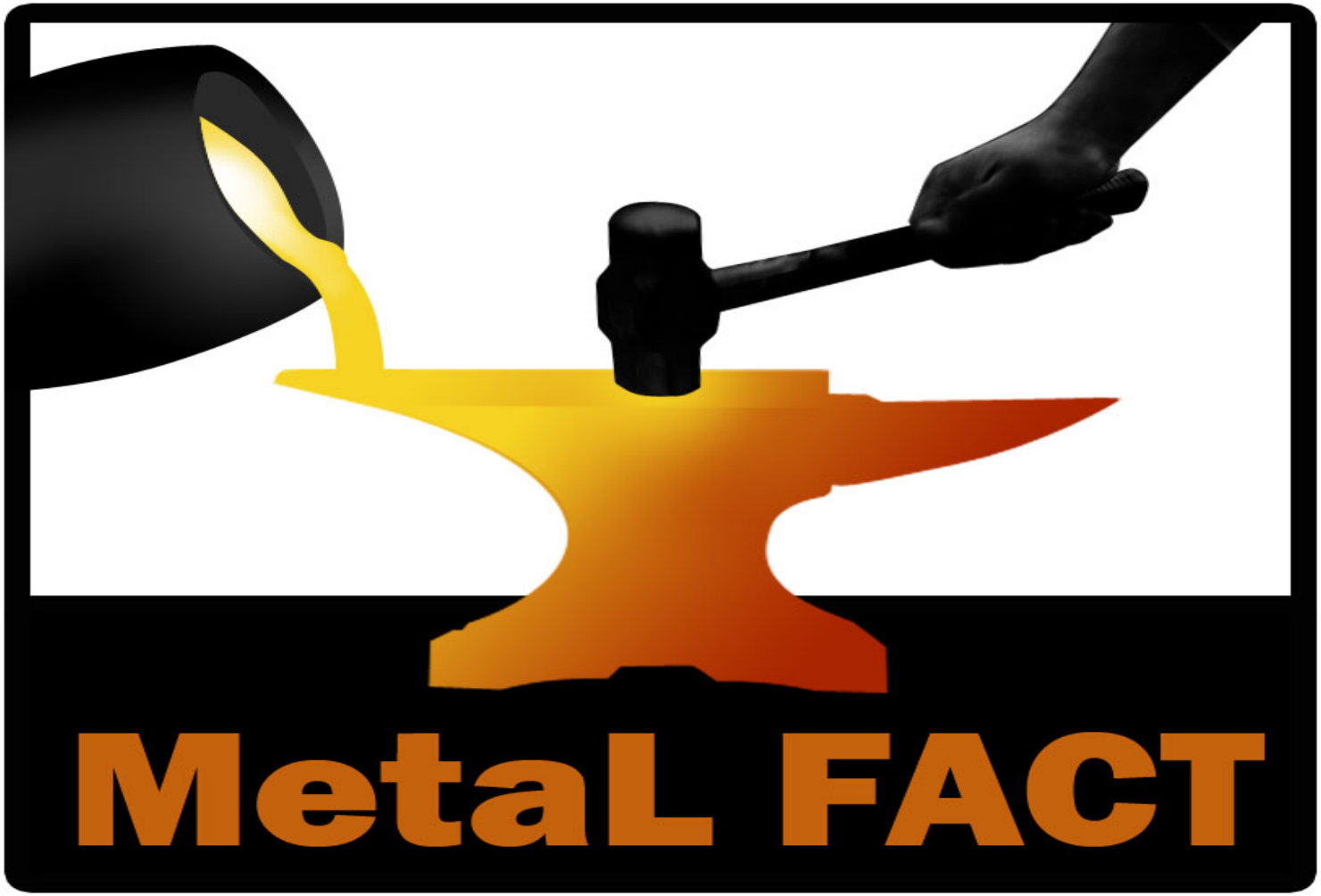
Agenda

- Castings & Forgings Assistance Tools
- Value Engineering Change Proposals (VECP's)
- Replenishment Parts Purchase or Borrow (RPPOB)
- Sustaining Engineering (SE)
- Additional VM Programs Managed at DSCC
- New Initiatives
- Summary
- Value Engineering Program Points of Contact





DSCC Casting and Forging Assistance Tools



Maritime & Land Forging And Casting Team

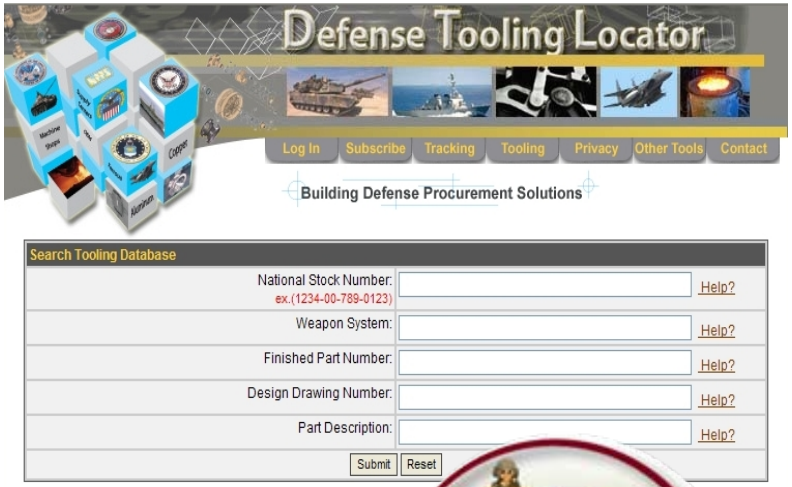
DSCC's MetaLFACT Team



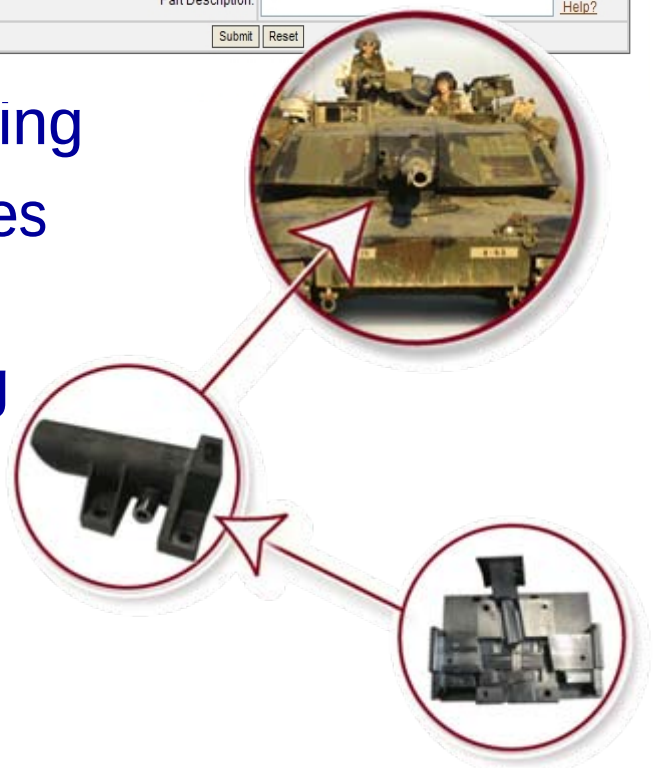
- Provides casting & forging assistance
- MetaLFACT is comprised of Government and Industry representation
- MetaLFACT is a resource available to the following
  - DSCC Personnel: Product Specialists, Buyers, Planners
  - Engineering Support Activities (ESAs)
  - Contractors/Suppliers
    - With active DSCC contracts (w/Contracting Officers' approval)
    - Bidding on open DSCC solicitations
- Tools to provide assistance

Cast Tooling Database

www.defensetooling.com



- Population
  - 120 companies
  - 18,600 tooling records
- Utilized by Supply Centers
- Assist defense contractors in finding tooling
  - 50% success rate of matching inquiries to patterns/suppliers
- Company notified each time gov't buying parts for which they have tooling
- $1.5 million in orders directed to participants each month



Success Stories

Linking DLA Needs to Capable Metalcasters

- Latch Bar Assembly: Sole Sourced
- Prior contract: 15,000 @ $47.49/ea.
- Foundry bids direct: 12,000 @ $37.50/ea.
- Contract award for 16,000: $159,840 in cost savings

Linking Defense Contractors to Foundries with Tooling

- Detent Lever Bracket: Aluminum Sand Casting
- Previous Buy June 1985: Contractor no longer exists
- DLA Solicitation on May 2008: Qty. 161
- Contractor inquiry through Tooling Database Website
- Tooling located at foundry
- Contractor bid and awarded

Casting Suppliers Database

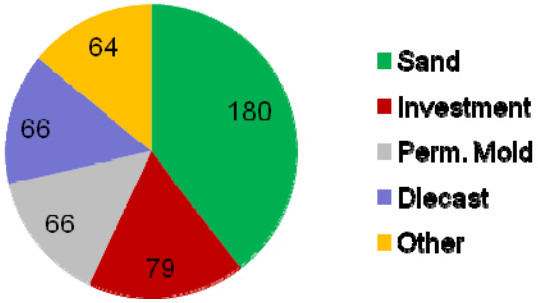
Performance · Transformation · Culture

www.defensecastingsuppliers.com

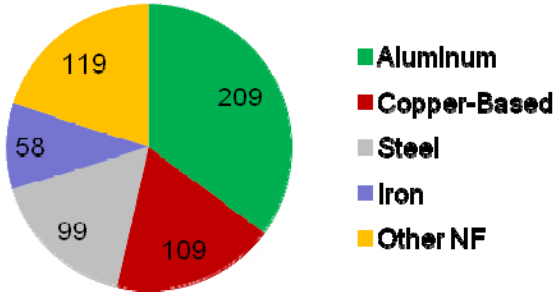
- Online directory of metalcasters serving the defense industry
- Utilized by government and defense contractors
- 256 Registered Metalcasters
  - All Processes & Materials
- Casting bid solicitations matched to plant capabilities



Casting Processes



Casting Materials



Foundry Toolkit for Gov't Business

Performance Transformation Culture

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www.defensecastingtoolkit.com

- Online source assists suppliers to
  - Learn DLA e-commerce processes
  - Establish required supplier accounts
    - View solicitations
    - Access tech data packages
    - Submit quotes
  - Understand procurement process
  - Locate pre- and post-award assistance
- Find Business Opportunities



Identifying Opportunities

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Defensecastingtoolkit.com/partsearch.htm

- Part search database
- Online source assists foundries to:
  - Quickly identify casting NSN's
  - Associate 'prospect list' with DIBBS user account
  - Determine anticipated demand
- Leverages CAST-IT, DSCR & DSCC databases
- 7,000+ casting NSN's
- Routinely updated

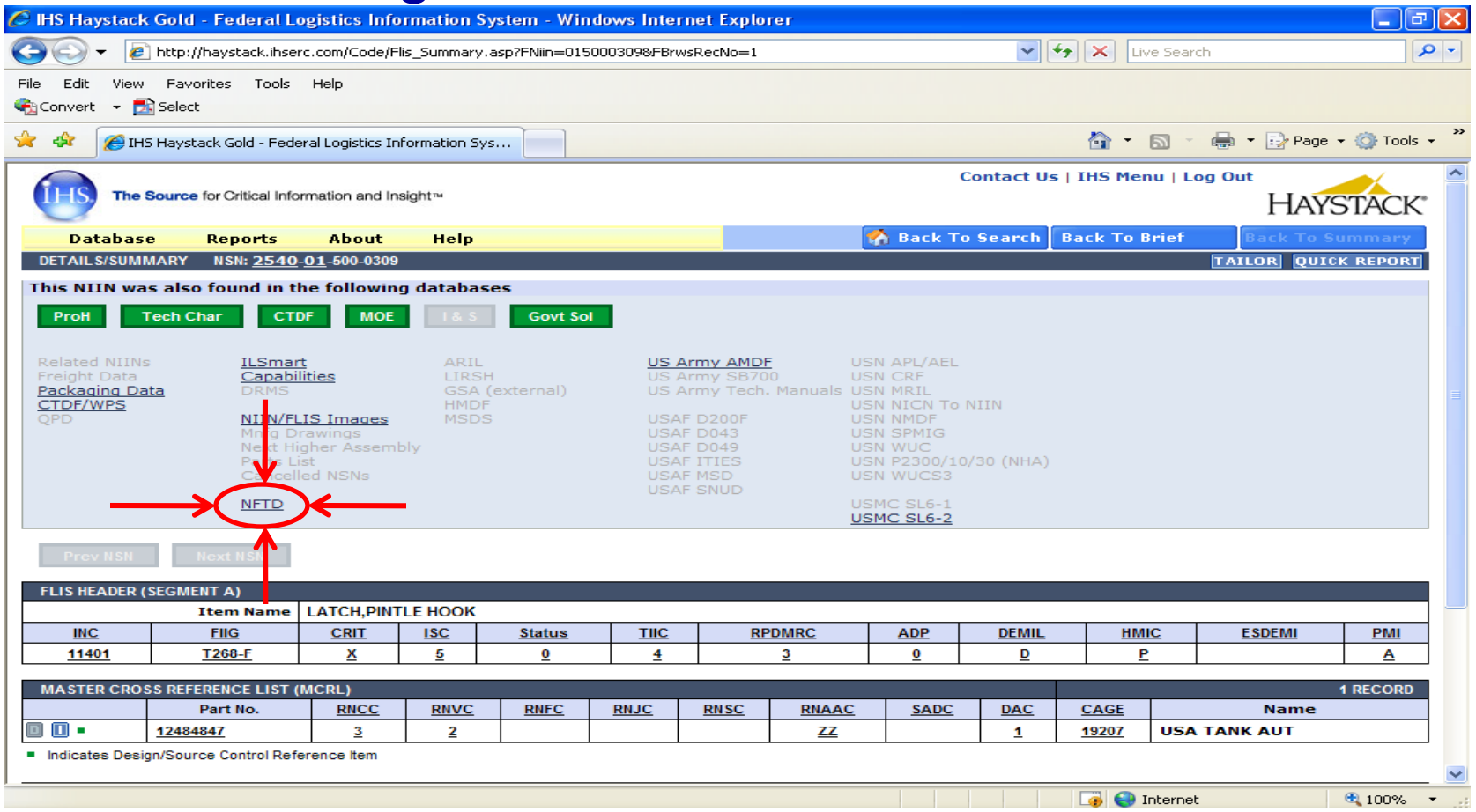


National Forging Tooling Database (NFTD)

- Purpose
  - Rapidly locate forging dies for legacy weapon systems
- Benefits
  - Web base database
    - Locates forging dies and suppliers
    - Widely accessible through Haystack Gold
  - Reduces ALT and PLT
  - Avoids costs of designing/building new dies
    - Huge benefit for small order sizes
  - Sustainable beyond the life of the FAST Program

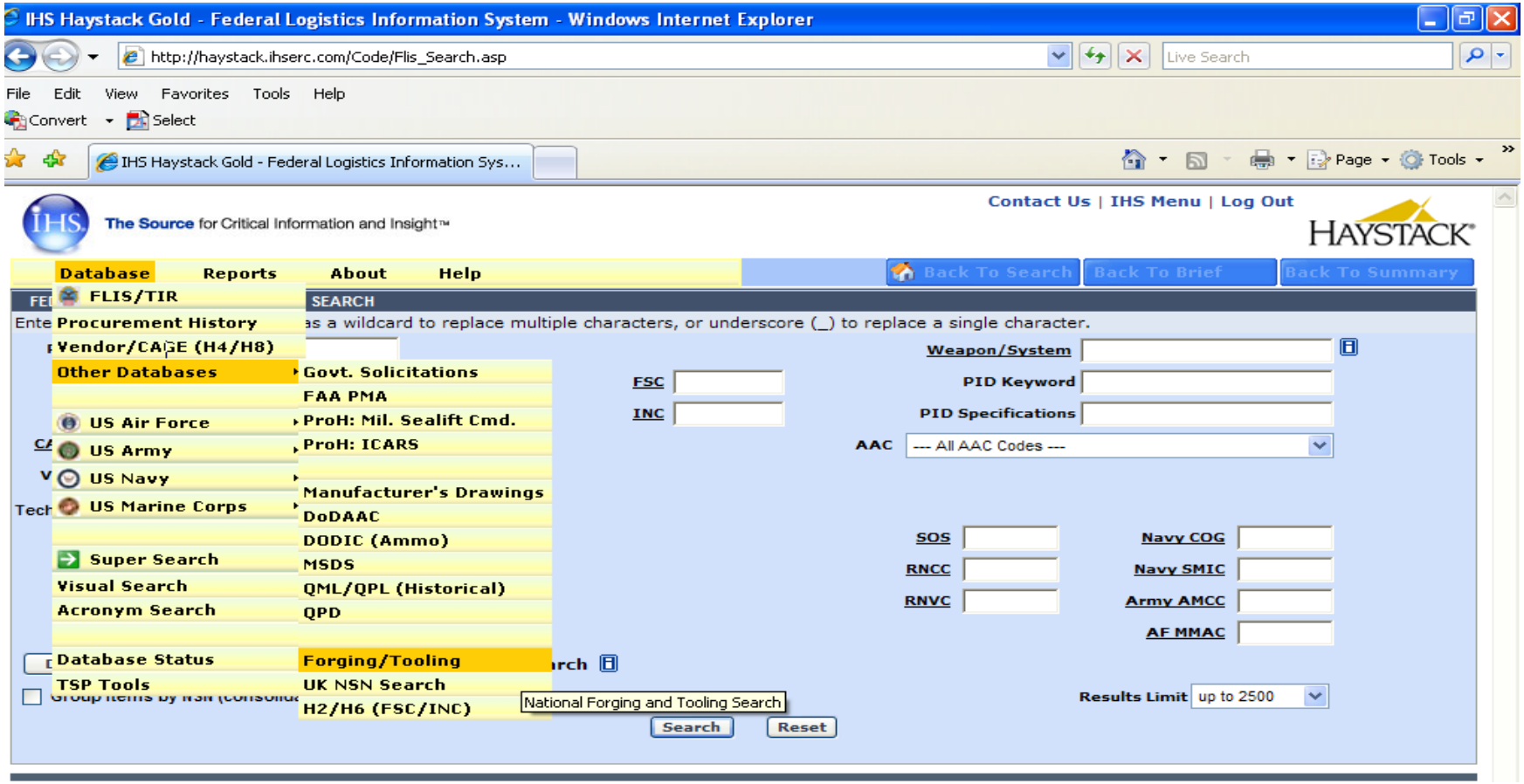
Navigating NFTD

- Log into Haystack Gold
- Search for part on main screen by NIIN
- If tooling exists, select the NFTD link



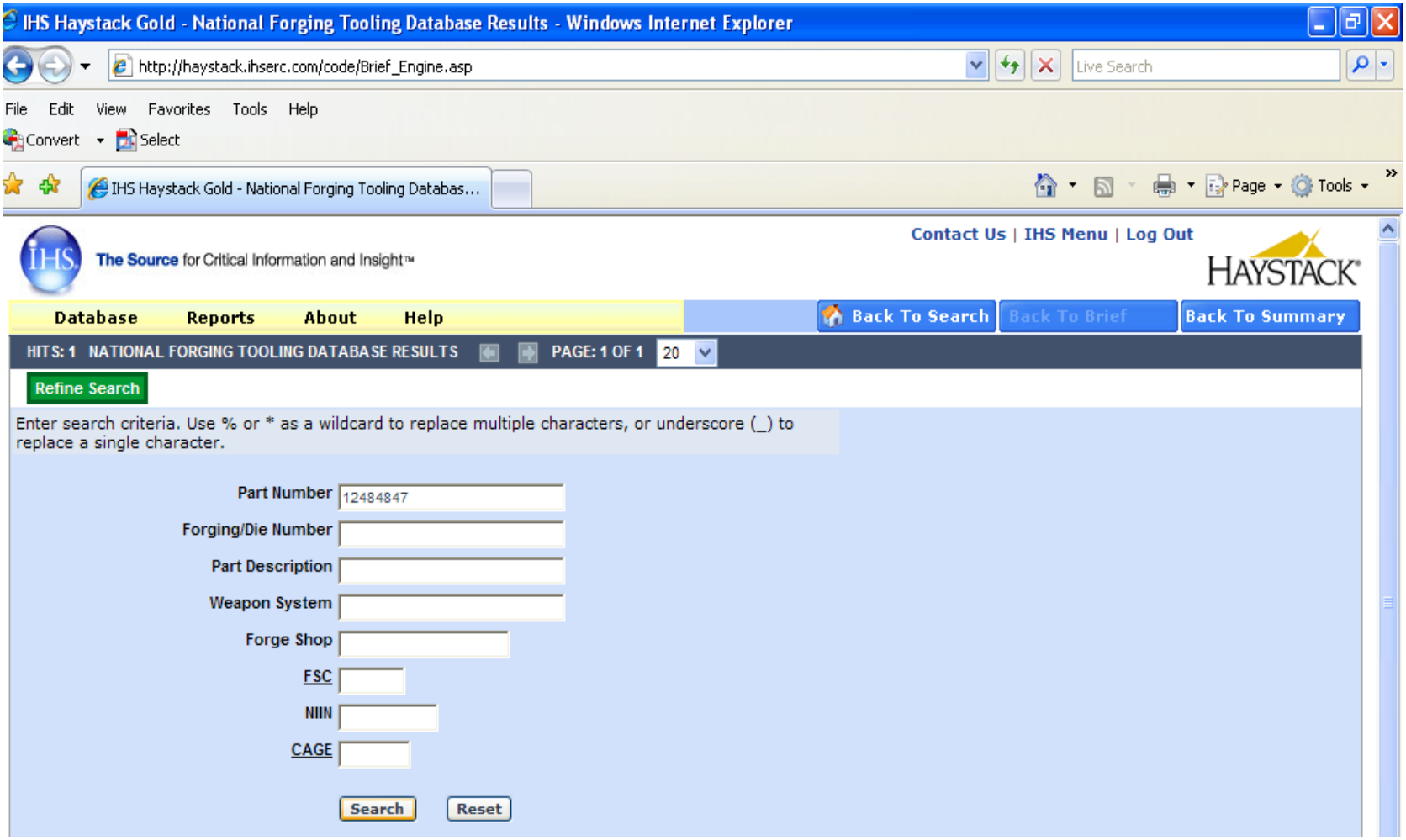
Navigating NFTD

- Alternate Method: Log into Haystack Gold
- Select the Database drop-down menu
- Select “Other Databases”, then “Forging/Tooling”



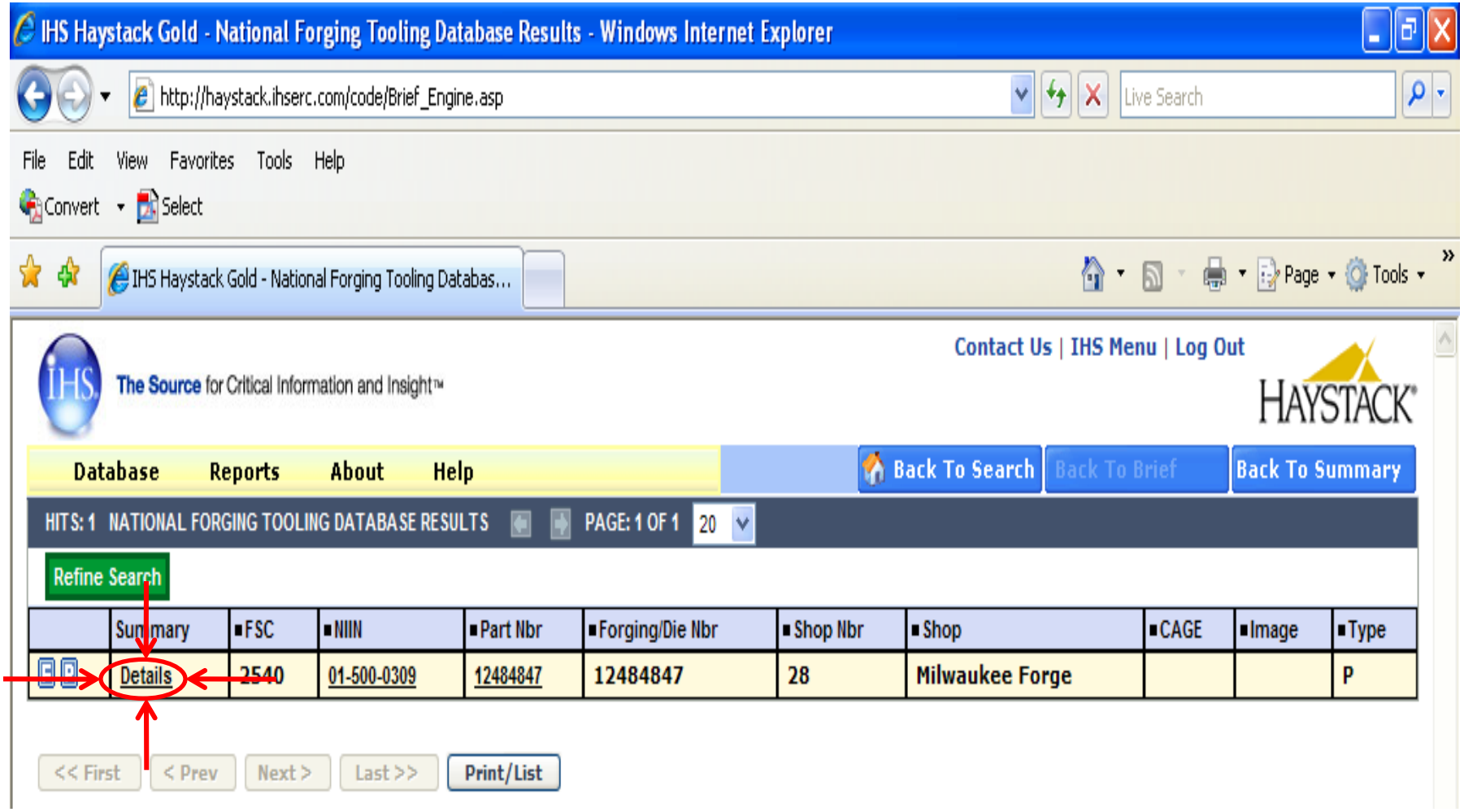
Navigating NFTD

- Search by Part Number or NSN



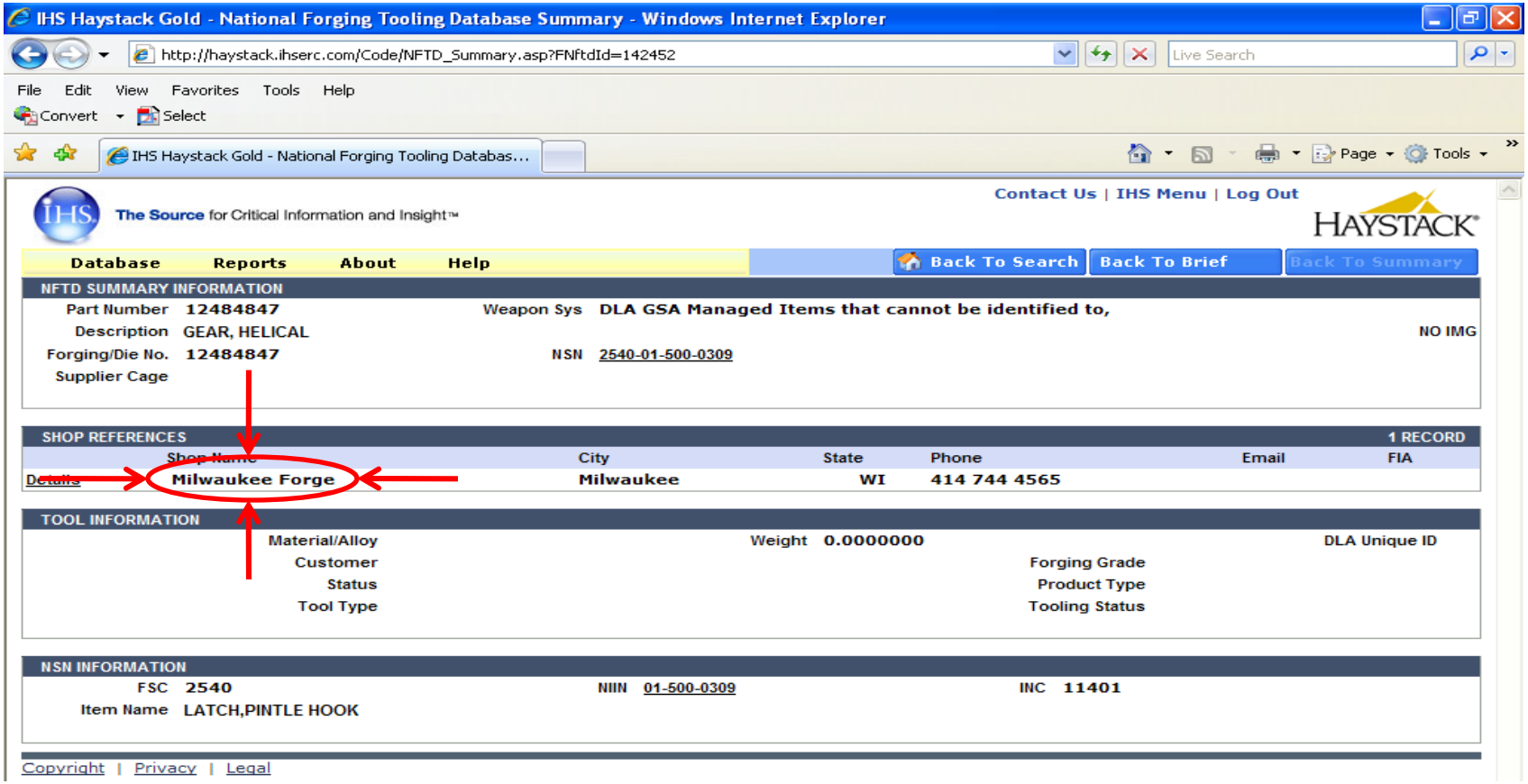
Navigating NFTD

- Click on “Details”



Navigating NFTD

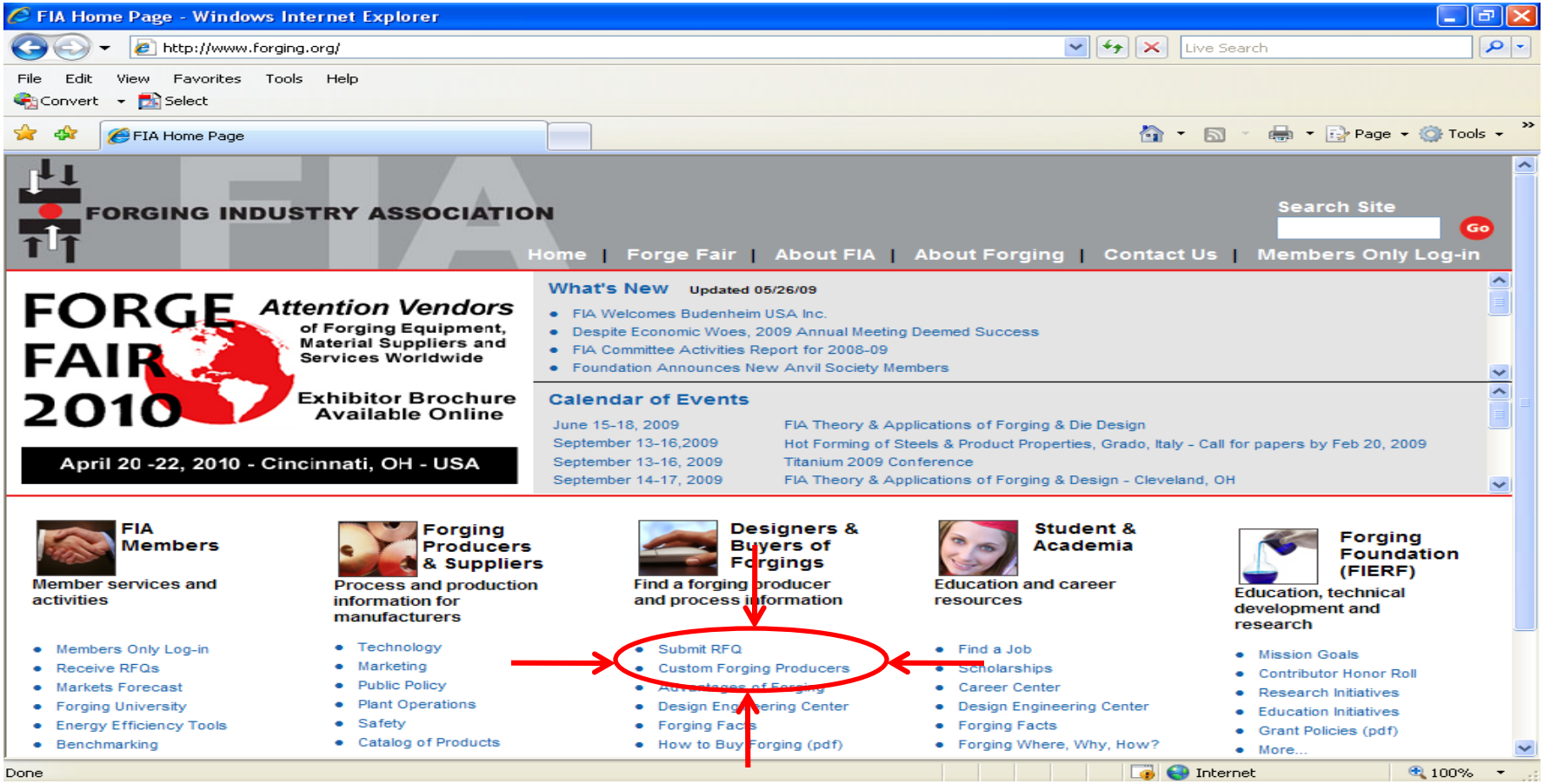
- Screen shows last known location of tooling
- Contact company to verify the existence, condition, and availability of the tooling.



Forging Industry Association Website

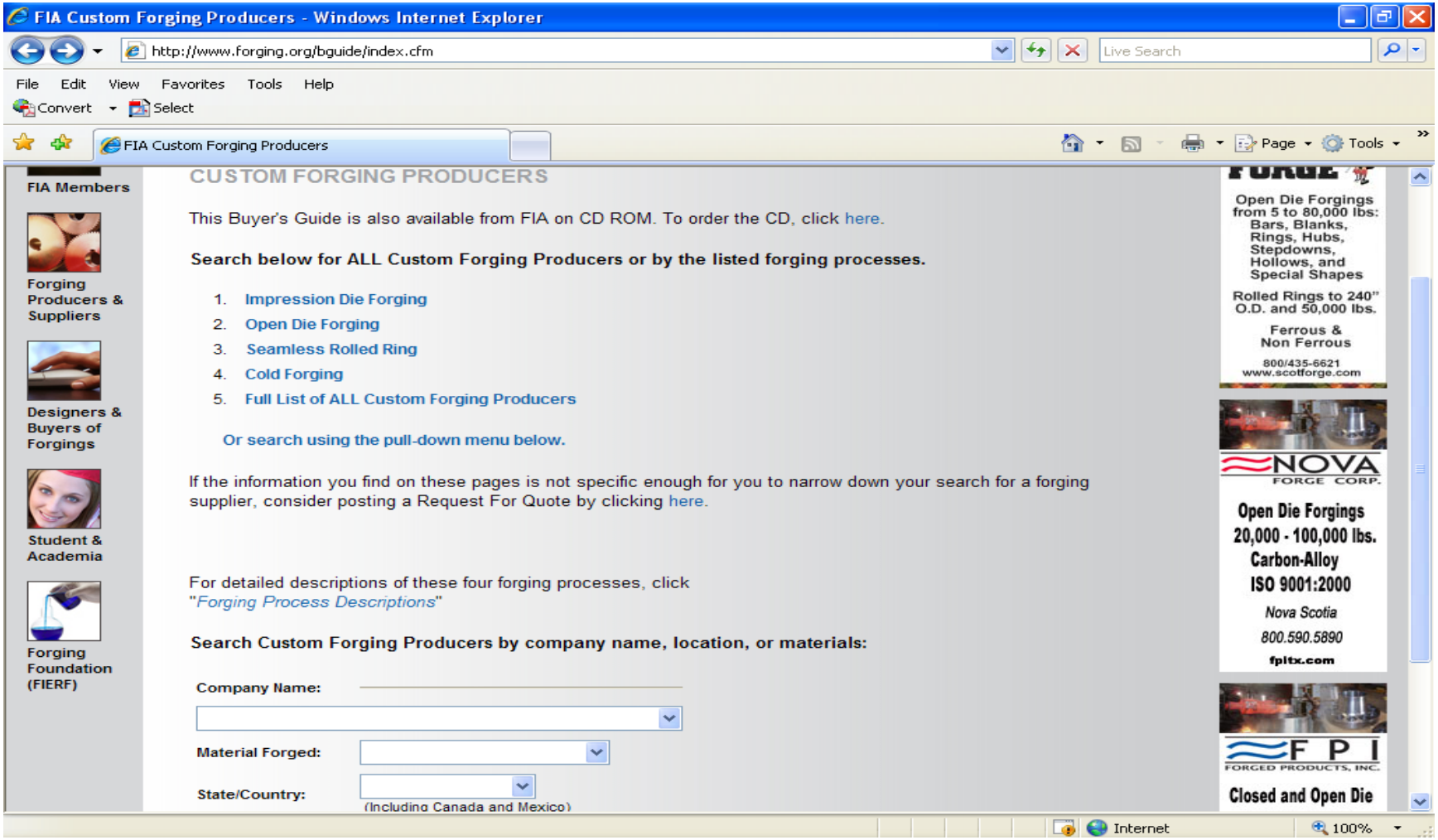
http://www.forging.org

- Locate Forge Shops
- Submit Request for Quotes (RFQs)



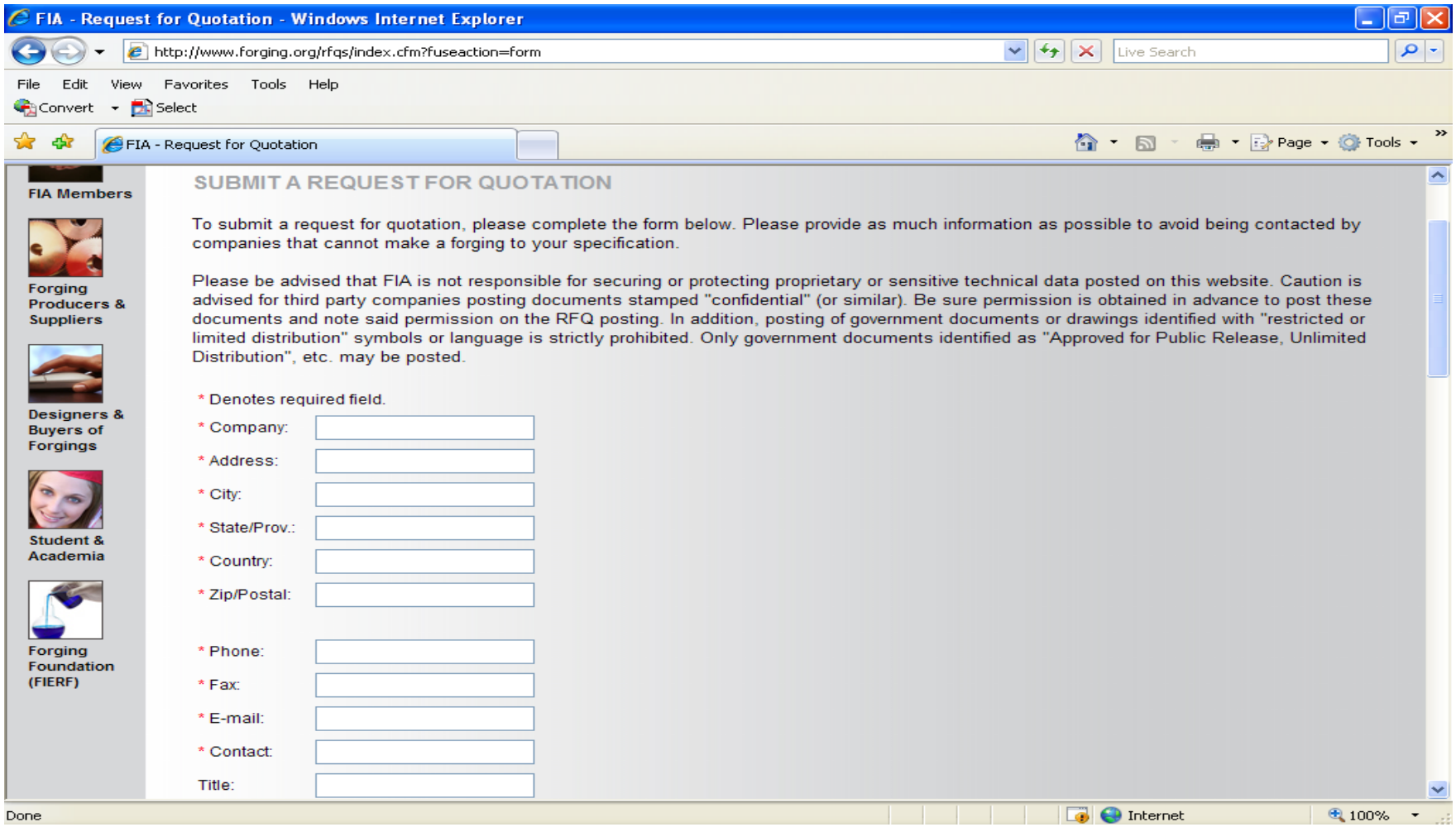
Find a Forging Source Using FIA Website

- Search for a forge based on process, location, or type of metal being procured



Submit RFQ Through FIA Website

- Fill out all required fields and submit.
- RFQ will notify 118 FIA members.







Value Engineering Change Proposals

VECPs

Value Engineering Change Proposals

- Contractual method to share savings
  - Improve DoD supplies and/or equipment
  - Savings shared between Contractor and DoD
  - Described in FAR Clause 52.248.1

- Improvements include any price savings
  - Processes
  - Materials
  - Manufacturing techniques
  - Other



Rules and Tools

- VECP clause in all DSCC contracts>$25K
- Clause can be added by modification
- VECP can only be received on an instant contract
- Typical share ratio: 50/50
- Collateral lifecycle savings may be negotiated





Replenishment Parts Purchase or Borrow Program

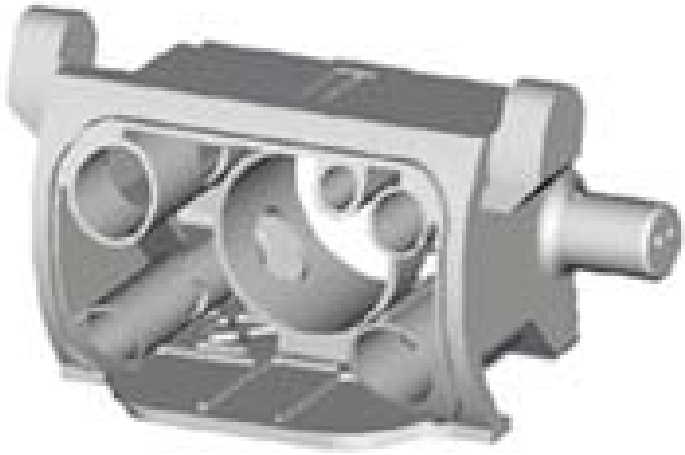
RPPOB

Why RPPOB

- Statutory Requirement
  - Defense Procurement Reform Act of 1984
    - Public Law 98-525, Section 1216(a)
    - Codified at Title 10 U.S.C. 2320(B)

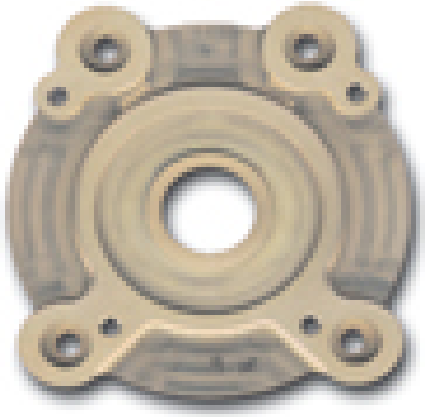
- Promote full and open competition

- Develop new sources
  - Sole Source
  - Limited Competition Items



RPPOB Methods

- Direct Purchase
  - Contractor buys at Standard Unit Price (SUP)
  - Item is not returned
- Bailment
  - Item loaned at SUP
  - SUP held in Trust by DFAS
  - SUP monies returned
    - If item is returned in “A” condition
- View of Part
  - Contractors may inspect part in a designated area



RPPOB – What it is Not

- Not intended to proof their manufacturing
- Not available on solicitations/contracts when:
  - In accordance with a specification
  - In accordance with a drawing
- Not to test a competitor's part



Purpose: Develop New Sources

RPPOB Process

- Contractor request received
- Item reviewed as an RPPOB candidate
- Contact with ESA for approval to bail out
- Contractor provides monies and signs the agreement
- Item directly sent to Contractor
- Contractor provides alternate offer data package
- Data package sent to ESA for final approval
- System updated with approval

Benefits of RPPOB

- Break Sole Source
  - Average 30-40% in procurement savings
- Provide additional sources on limited source items
- Provide source for obsolete items
- Reduce cost through enhanced competition
- Potential for Unlimited Rights Technical Data Packages (TDPs)

Increased Competition = Lower Cost to Taxpayers





Sustaining Engineering Program

SE

Sustaining Engineering

- Improve/upgrade DLA-managed items
  - New technology
  - Quality/reliability improvements
  - Ease of maintenance improvements
  - Improve logistics footprint
- Save money!!
- Relatively new program at DSCC
  - Initiated in Jan 04
  - Focus on Land and Maritime items



Sustaining Engineering

- Proposals solicited from all services
- Proposals evaluated by DSCC team
  - Value Management Team lead
  - Weapon System Support Manager (WSSM)
  - Cognizant Maritime/Land Application Team
    - Engineer/technical
    - Product Assurance
    - Buyer
- Selections funded/implemented in order of
  - Date of receipt
  - Weapon system support impact
  - Overall best value to customer
- Accepted proposals funded by DSCC
  - Coordinated with ESA
  - Funds available FY09: $5M



Project Selection Criteria

- DLA/DSCC managed item
- Minimum ROI of 10:1
  - Lifecycle savings
- Make positive impact
  - Operational readiness
  - ALT/PLT
  - Item demand
  - Unit price
- Reduce field maintenance actions
- Improve competitive position
  - Availability of tech data
  - Increase sources of supply



Aviation Ground Power Unit (AGPU) Exhaust

NSN 2990-01-325-1868

- AGPU used by Army Aviation
- Redesign AGPU exhaust to eliminate heat traps and improve fuel consumption.
- Benefits include:
  - Increased turbine life cycle
  - Reduced maintenance actions
  - Lower fuel costs
  - Gov't owned Technical Data Package
  - Reduced field demands
- Project proposed and managed by Aerospace Ground Support Equipment Directorate at Redstone Arsenal



Investment: $736K
ROI: 23:1
Project Savings: $16.8M

M224 Mortar

NSN 1005-00-903-0933

- Revise drawings/TDP's for 28 DSCC managed NSN's used in M224
  - All approved ECP's
  - Current tolerancing/dimensioning conventions (ANSI Y14.5)
  - Current process specifications for materials, platings, and coatings
- Benefits include:
  - Complete gov't owned TDP's
  - Improved competition
  - Reduced deviation/waiver requests
  - Reduced procurement support costs/lead times
- Project proposed and managed by Benet Laboratory, the design control activity for M224



Investment: $92K
ROI: 31:1
Project Savings: $1.2M

Additional Value Management Programs Managed at DSCC

Additional VM Programs

Price Challenge Program

- Responsive to customer suspicion of overpricing
- Determine value using tech data, buy history, and similar items
- Provide recommendation when overpricing is discovered
- Corrective action taken to improve pricing or recover funds

Should Cost Program

- Engineering Intrinsic Value Cost Estimate
  - Materials and labor
  - Testing
  - Packaging
  - Manufacturing Charges
  - Overhead and Profit
- Assists Contracting Officers during procurement negotiations



Additional VM Programs

Reverse Engineering

- Performed using Gov't resources
- Items ordered from Gov't stock
- Identifies physical, material, mechanical, and environmental properties
- Test requirements identified/determined
- Technical Data Package developed for use in full and open competitive acquisition



Organic Manufacturing

- Utilize manufacturing capacity of government labs/arsenals when private industry cannot meet our needs
- **Public** (organic) and **Private** sources cannot compete against each other for awards!
  - Exceptions:
    - **Price**: quoted price is formally determined to be unacceptable
    - **Delivery**: quoted delivery time frame does not meet our requirements.

New Initiatives

NIST Pilot Program

- National Institute of Standards (NIST)
  - Nationwide network of not-for-profit companies
    - Provide technical consultants to small business
      - Solve manufacturing/material problems
      - Lean Six Sigma
- Wants to expand to include business opportunities
  - Match opportunities to companies in network
- Goal: Use NIST to develop new sources
  - Hard to buy items
  - Sole source items
- DSCC will provide
  - Training on doing business with DLA
  - Samples, tech data, and/or photos
  - Funding for reverse engineering efforts

NIST
National Institute of Standards and Technology

Component Optimization for Ground Systems (COGS)



- Pilot Program funded by TARDEC at TACOM
  - Congressional add money
- What is COGS?
  - Identifies all component and material requirements
  - Develops design and manufacturing alternatives
    - Utilize most cost effective processes
- TARDEC requested DSCC participation
  - DSCC provides NSNs for evaluation
    - DSCC managed NSNs with TACOM as ESA
    - Focus on high dollar and hard to buy NSNs
  - DSCC participates in technical evaluation
- Benefits
  - Gov't owned TDP
  - Approval process short since ESA is team member

MRAP Support



- Focused support to Land Supply Chain
  - Eliminating duplicate NSNs
  - Reviewing/correcting technical data
- Current focus on “Sources Sought” synopsis
  - Seeking actual MRAP parts manufacturers
  - Synopsis for each MRAP OEM
    - Copies available at Sourcing Booth (#841)







Summary

- DSCC's Value Management Office provides support
  - Government
  - Customers
  - Suppliers
- Our focus
  - Provide solutions on problem parts
  - Reduce acquisition and support costs
- For further information
  - Contact attached P.O.C.'s
  - Visit our booths: #841, #842, and #941



Overall Goal: Support the Warfighter

Points of Contact

VM Program Manager: Dave Szczublewski
614-692-8854 / DSN 850-8854 / david.szczublewski@dla.mil

VEB Team Chief: Dan Krist
614-692-3320 / DSN 850-3320 / daniel.krist@dla.mil

VEE Team Chief & VECP: Don Howell
614-692-8837 / DSN 850-8837 / donald.howell@dla.mil

Castings & Forgings: Dwayne Porter
614-692-8857 / DSN 850-8857 / dwayne.porter@dla.mil

RPPOB: Daniel Bonner
614-692-4203 / DSN 850-4203 / daniel.bonner@dla.mil

Sustainment Engineering & VECP: Mark Cutler
614-692-4939 / DSN 850-4939 / mark.cutler@dla.mil

Organic Manufacturing: Jeff Culbertson
614-692-8833 / DSN 850-8833 / jeffery.culbertson@dla.mil

Price Challenge & Should Cost Teams: Andy Utz
614-692-8758 / DSN 850-8758 / andrew.utz@dla.mil

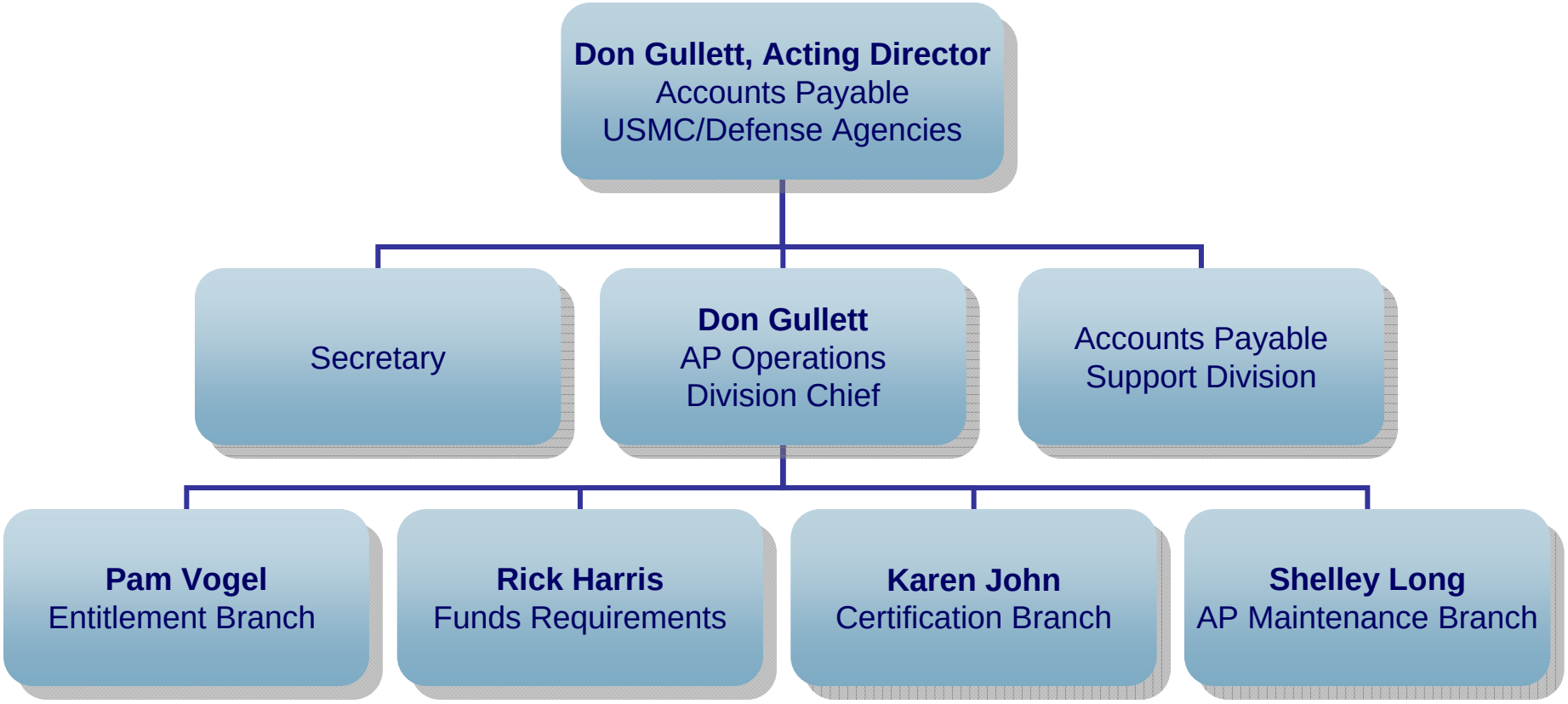
Accounts Payable Overview – DFAS/CO

Samantha Rohrbacher
Defense Finance and Accounting Services
Accounts Payable, EBS Entitlements Supervisor
August 18, 2009

Agenda

- Organization Structure
- Entitlement Processing Branch
- Certification and Audit Branch
- Funds Requirement Branch
- Accounts Payable Maintenance Branch
- IPAC
- Entitlement System Overview
- Magnitude of Operations
- Payment Process
- Invoicing Requirements

Accounts Payable Operations Division



Entitlement Processing Branch

Entitlement Systems	
AVEDS	FABS
CAPS-W	FAS
EBS	SAVES

Supporting Systems	
CCR/BEIS	Powertrack
EDA	SRD-1
EDI	WAWF
EDM	

Functions:

- **Review contracts, invoices, and receiving reports for propriety IAW regulatory requirements.**
- **Match contract, invoice, and receiving report to initiate proper payment.**
- **Verify vendor CCR registration and remittance data**
- **Perform entitlement/computation actions necessary to generate payments to vendors and individuals for services performed and/or goods/materials received.**
- **Process payments into the applicable entitlement system (Systems vary depending on customer)**

Funds Requirement Branch

Accounting Systems	
BOSS	FAMIS
DBMS	FAS
DFAMS	IAPS
DIFMS	SABRS
DWAS	STARS
EBS	WAAS

Functions:

- **Ensure obligations are recorded prior to disbursement of funds**
- **Research and correct prevalidation reports generated each night.**
- **Resolve prevalidation issues referred by Entitlement Section personnel as outlined by the DoDFMR.**

Certification Audit Branch

Entitlement Systems	
AVEDS	FABS
CAPS-W	FAS
EBS	SAVES

Supporting Systems	
ACL	EDM
CCR/BEIS	Powertrack
EDA	SRD-1
EDI	WAWF

Functions:

- **Payment Certification:**
  - ✓ **Duly Appointed Certifying Officials.**
  - ✓ **Ensure accuracy of entitlement prior to disbursement.**
  - ✓ **Ensure entitlement is legal, proper, and correct.**
- **Perform pre-pay & post pay audits.**
- **Manage EFT reject process.**

Accounts Payable Maintenance Branch

Supporting Systems	
DBMS	EBS
DFAMS	FAMIS
DO22D	FAS
DWAS	WAAS

Functions:

- **Responsible for expenditure processing, clearing undistributed transactions, intransits, researching and clearing problem disbursements.**
- **Research and monitor travel advances, research and post refund receivables.**
- **Accrue for and recognize liabilities, establish payables, reconcile and post payrolls.**
- **Participate in joint reviews with customers.**
- **Accounts Payable/Eliminations Entries.**

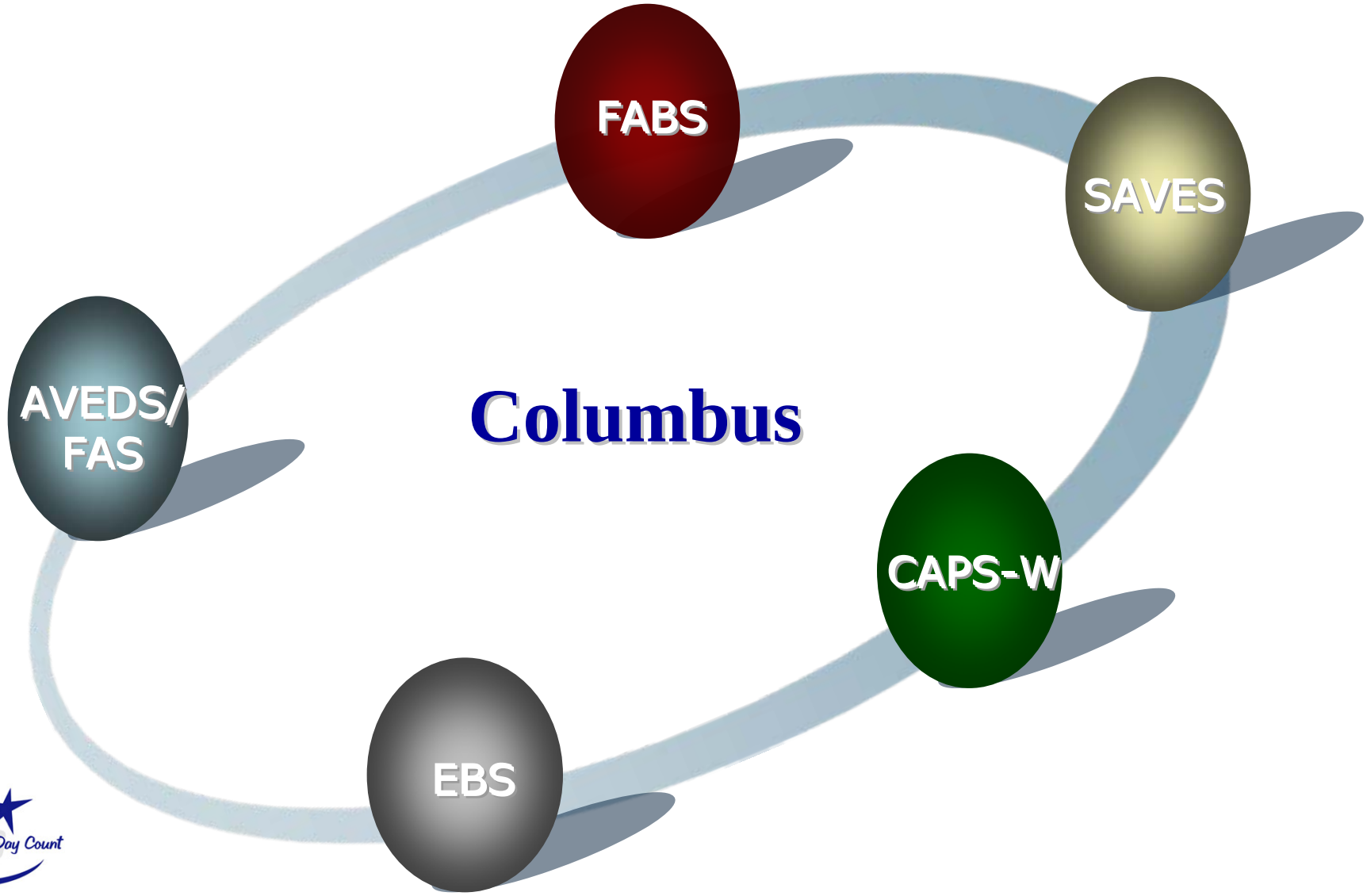
Intragovernmental Payment and Collection (IPAC)

Supporting Systems	
DBMS	IAPS
DFAMS	IPAC
DIFMS	SABRS
DWAS	STARS
EBS	WAAS
FAS	

Functions:

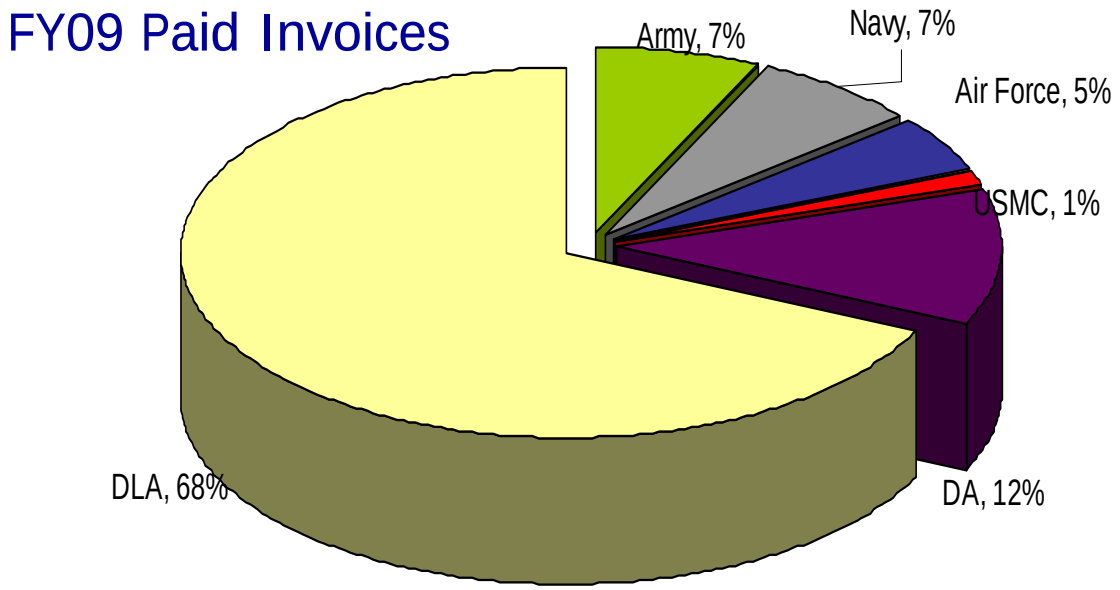
- **Transfer funds from government to government consolidating this process for both incoming and outgoing transactions.**

AP Systems – Defense Agencies/USMC

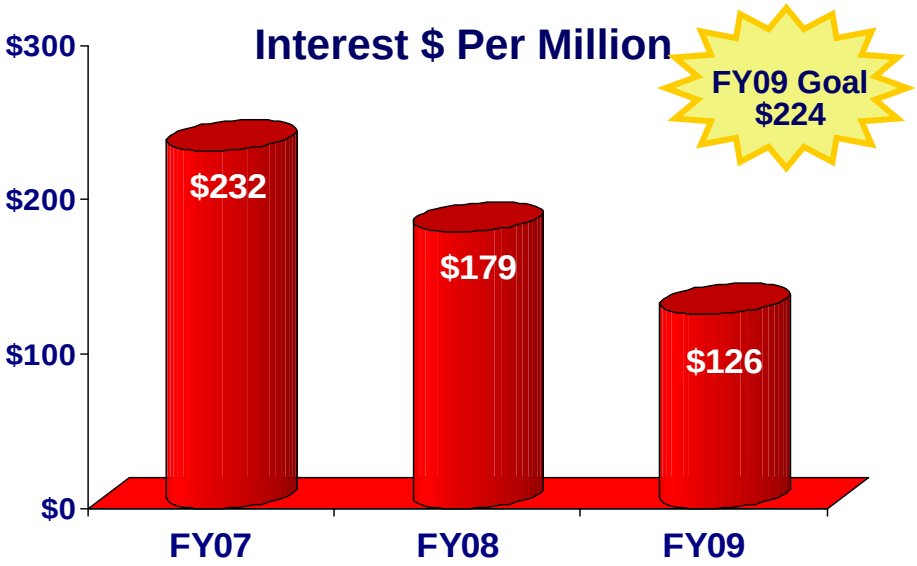


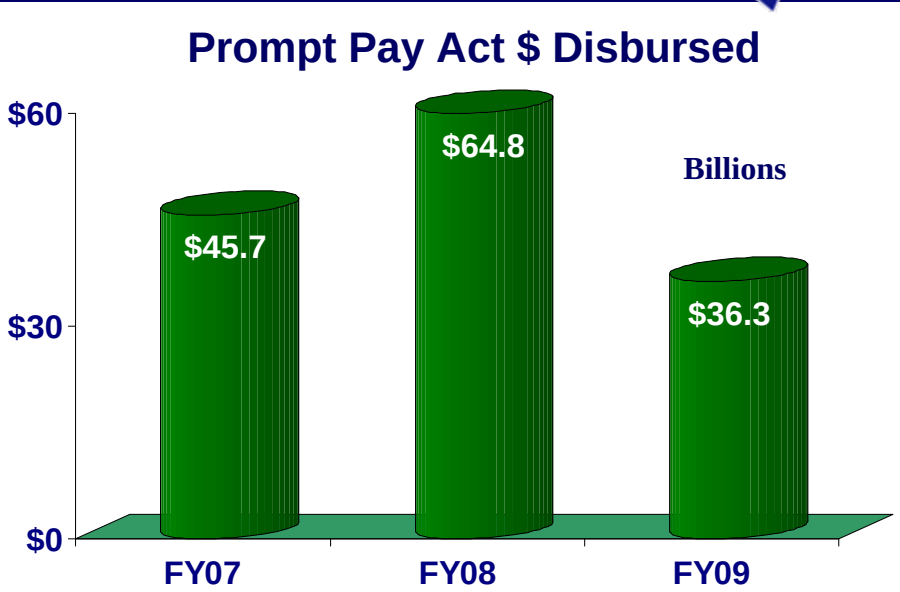
Vendor Pay Magnitude of Operations

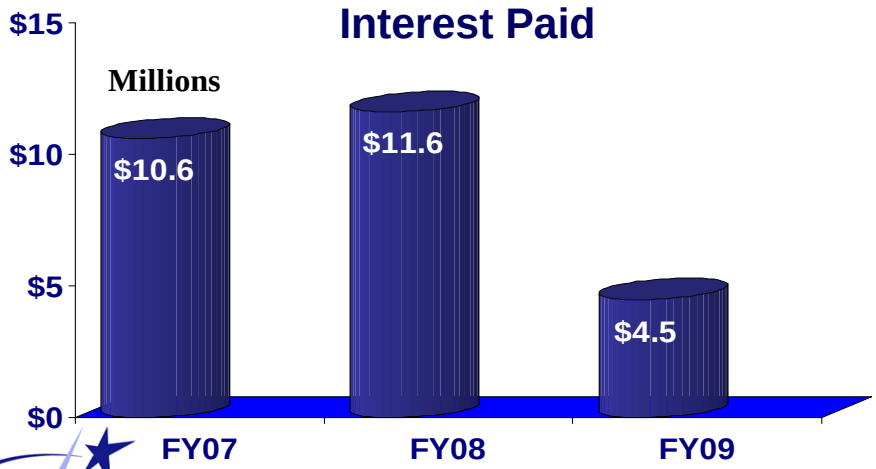
- **Vendor Pay Network**
  - ✓ 5 Vendor Pay Sites
  - ✓ 150,000 Contractors / Vendors
  - ✓ 13.6 Million Total Invoices Paid in FY08
  - ✓ $126.0 Billion PPA $ Disbursed in FY08
  - ✓ 4.8 Million Total Invoices Paid in FYTD Jan09
  - ✓ $42.0 Billion PPA $ Disbursed in FYTD Jan09

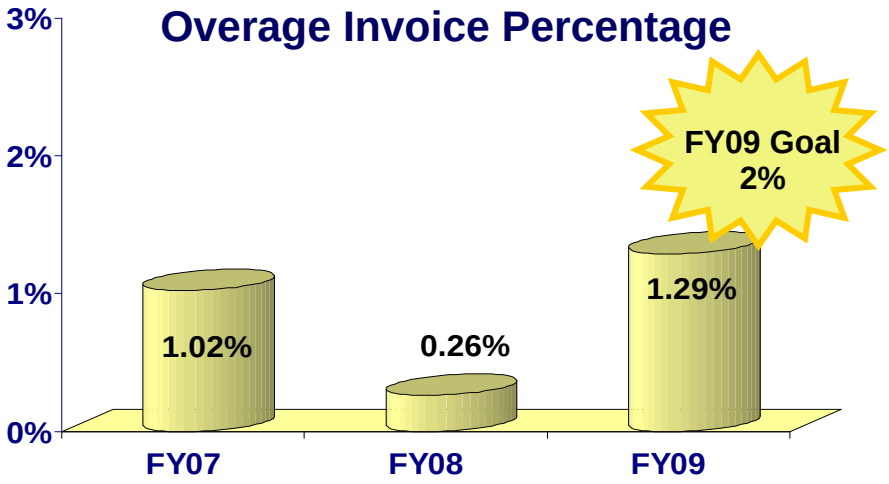


Magnitude of Operations
COLUMBUS CENTER Vendor Pay, FY07-FYTD09





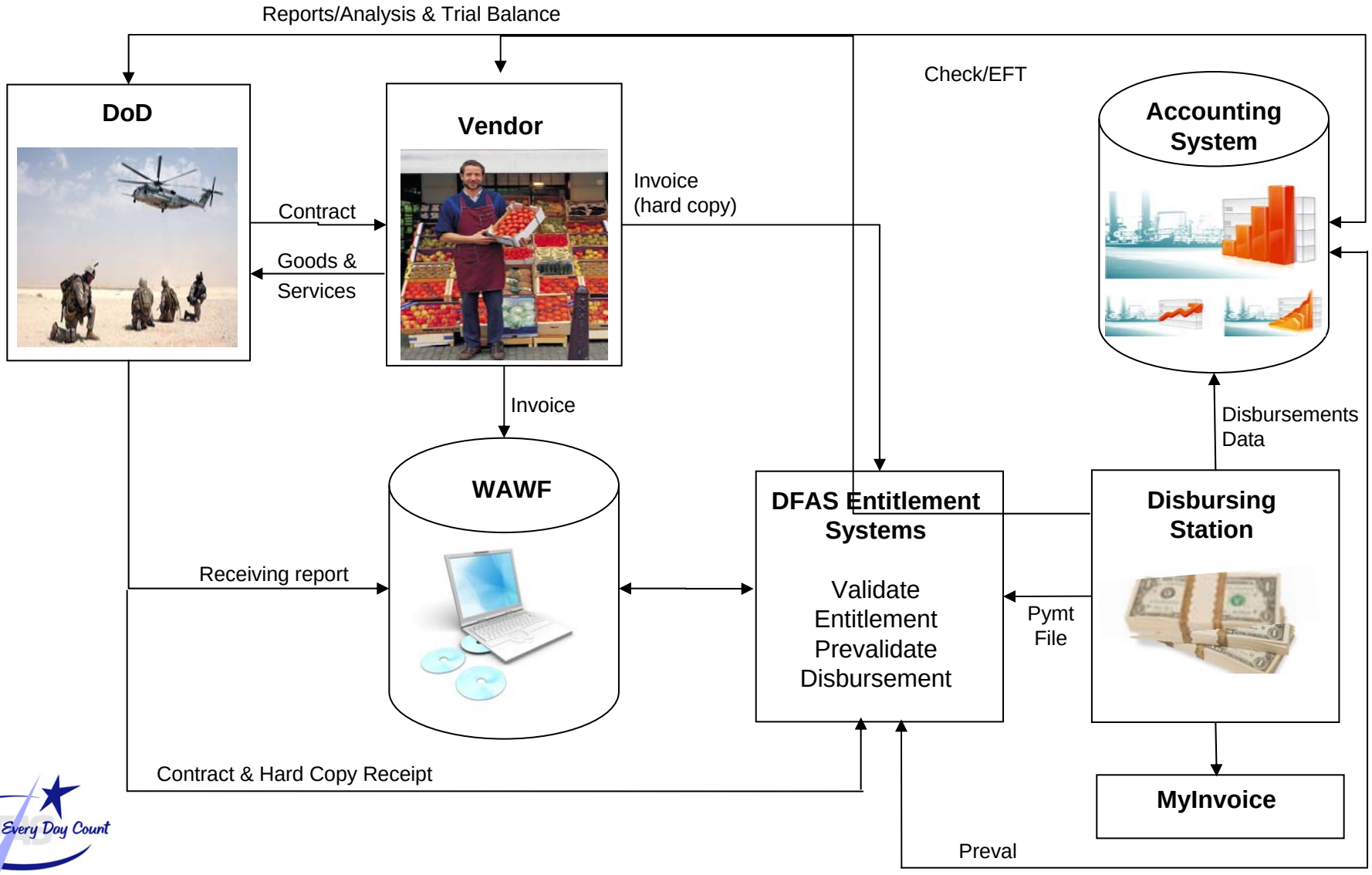




Making Every Day Count

FY09 Data as of EOM Jan 09, unless otherwise noted.

Accounts Payable Process



Prompt Payment Terms

- **Net 30 Days = Normal Payment Terms**
- **Net 7 Days**
  - ✓ Meat, Meat Food Products, including Poultry, Fresh Eggs, Seafood or Shellfish
- **Net 10 Days**
  - ✓ Perishable Agricultural commodities, Fresh Bakes Goods, Dairy Products, Fats and Oils
- **Net 14 Days**
  - ✓ Construction Contracts
- **Fast Pay 15 Days**
  - ✓ Early Payment based upon the receipt of a valid invoice
  - ✓ FAR Clause *52.213-1*



Making Every Day Count

Proper Invoice

A proper invoice must have the following:

√	Invoice Date
√	Name and Address of the vendor
√	Invoice number, Account number, and/or any other identifying number agreed to by contract
√	Contract Number or other authorization for delivery
√	Description, Price and Quantity
√	Shipping, Payment, and Discount Terms
√	Taxpayer Identifying Number (TIN), unless agency procedures provide otherwise
√	Contact Name (where practicable) of person to be notified in event of a defective invoice
√	Banking information, unless agency procedures provide otherwise, or except in situations where the EFT requirement is waived under 31 CFR 208.4
√	Other substantiating documentation or information required by the contract

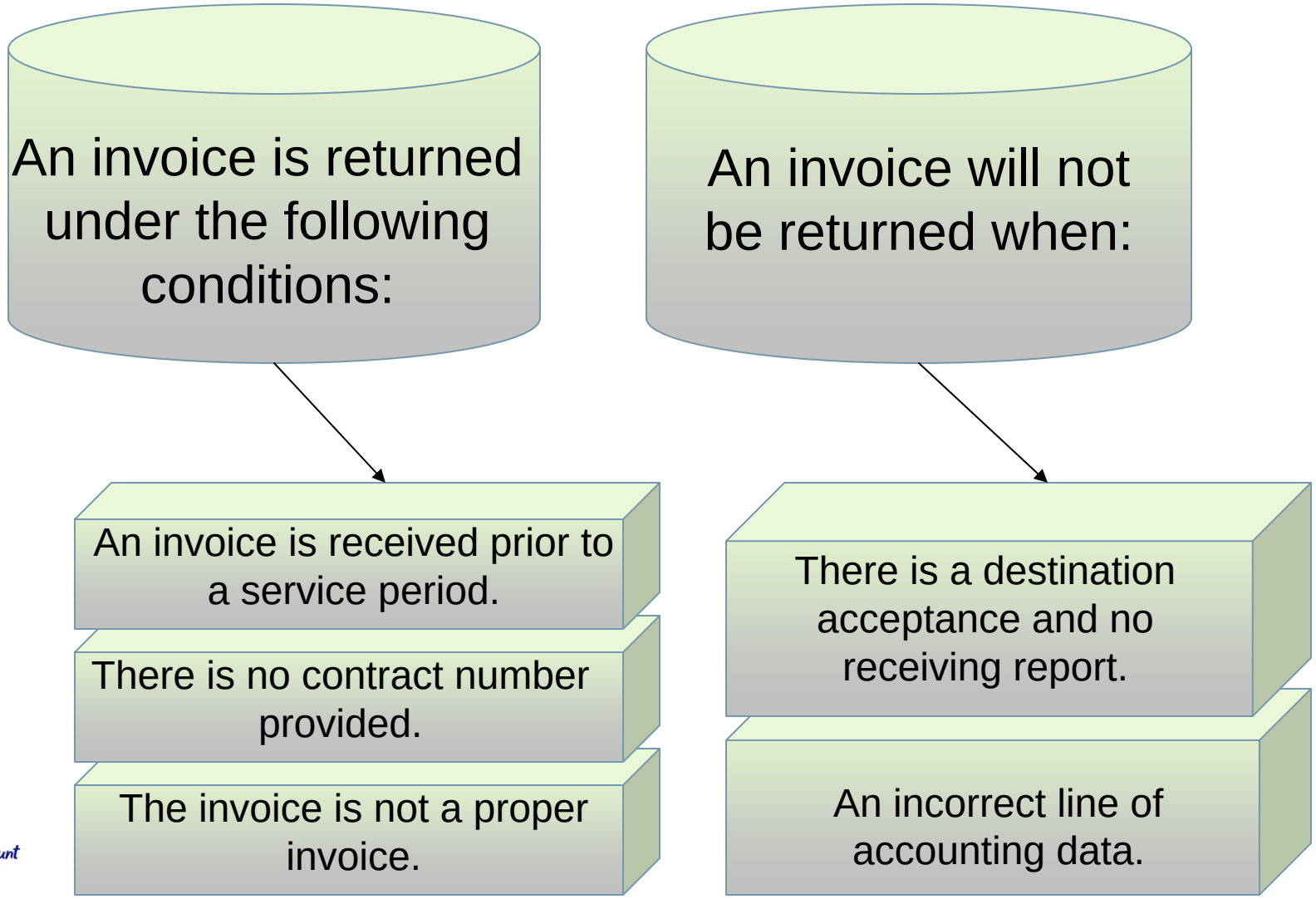
Making Every Day Count

Proper Invoice

Common Problems with Invoices

√	Wrong or incomplete contract (PO) number
√	Missing call/delivery order number
√	Vendor sends statements and not invoice
√	Billing for past due amounts on current charges instead of submitting original invoice where balance is due
√	Missing invoice number and date
√	Billing description is incomplete or incorrect
√	Failure to mark DD250 as an original invoice
√	Invoice is submitted by a vendor (sub contractor) other than the vendor named on the contract

Returning Invoices



Acronyms from Pages 4-9

ACL	Application Control Language
AVEDS	Automated Voucher Examination & Disbursing System
BEIS	Business Enterprise Information Services
BOSS	Base Operating Support System
CAPS-W	Computerized Accounts Payable System-Windows
CCR	Central Contractor Registration
DBMS	Defense Business Management System
DFAMS	Defense Fuels Automated Management System
DIFMS	Defense Industrial Fund Management System
DOD22D	Missile Fuels Accounting System
DWAS	Defense Working Capital Accounting System
EBS	Enterprise Business System
EDA	Electronic Data (Document) Access

Acronyms from Pages 4-9

EDI	Electronic Data (Document) Interchange
EDM	Electronic Data (Document) Management
FABS	Financial Accounting & Budget System
FAMIS	Financial Accounting Management Information System
FAS	Fuels Automated System
IAPS	Integrated Accounts Payable System
IPAC	Intra-Governmental Payment and Collection
SABRS	Standard Accounting Budget Reporting System
SAVES	Standard Automated Voucher Examination System
SRD-1	Standard Finance System Redesign, Sub System-1
STARS	Standard Accounting and Reporting System (Navy)
WAAS	Washington Headquarters Services Allotment Acctg System
WAWF	Wide Area Workflow

Questions?

Electronic Commerce & Wide Area Workflow Overview

Presented by:
eSolutions Office
Defense Finance and Accounting Service

Topics

- DFAS EC Tools Overview
- What is WAWF
  - ✓ Definition
  - ✓ FAR Clause
  - ✓ User Benefits
  - ✓ User Roles
- How WAWF Works
  - ✓ Document Routing
  - ✓ Email Notification
  - ✓ High Level Process
  - ✓ Document Flow (Combo & 2-in-1)
  - ✓ UID & RFID
- Tools and References



Making Every Day Count

DFAS EC Tools Overview

1



Vendor registers in **CCR**, remittance data transmitted to EC systems/CEFT

2



Contracts/mods, vouchers are posted to **EDA**

3



Vendor enters invoice and shipment data into **WAWF**, or transmits invoices via **WINS** or **EDI**.

Government performs acceptance of goods and services in **WAWF** transmitted to entitlement/accounting systems.

4



Vendor monitors invoice status and views AOP in **MyInvoice**.

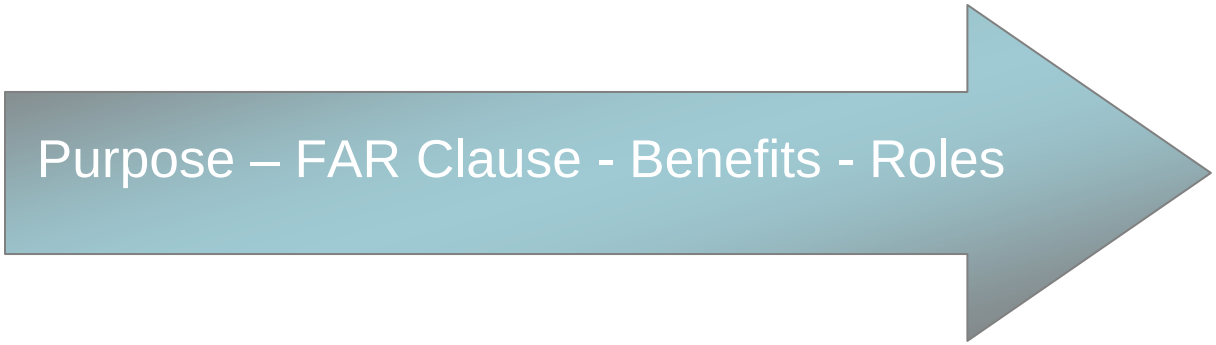
5



Vendor receives payment via electronic funds transfer (**EFT**) and uses myInvoice to track their payment.

Making Every Day Count

What is WAWF?



WAWF Eliminates Paper from the Acquisition Process…

- WAWF stands for **W**ide **A**rea **W**ork**f**low
- Department of Defense initiated WAWF to eliminate paper transactions from the acquisition process
- An interactive web-based application that allows Vendors to electronically submit invoices and receiving reports, and the **Government to inspect, accept, receive and pay electronically.**



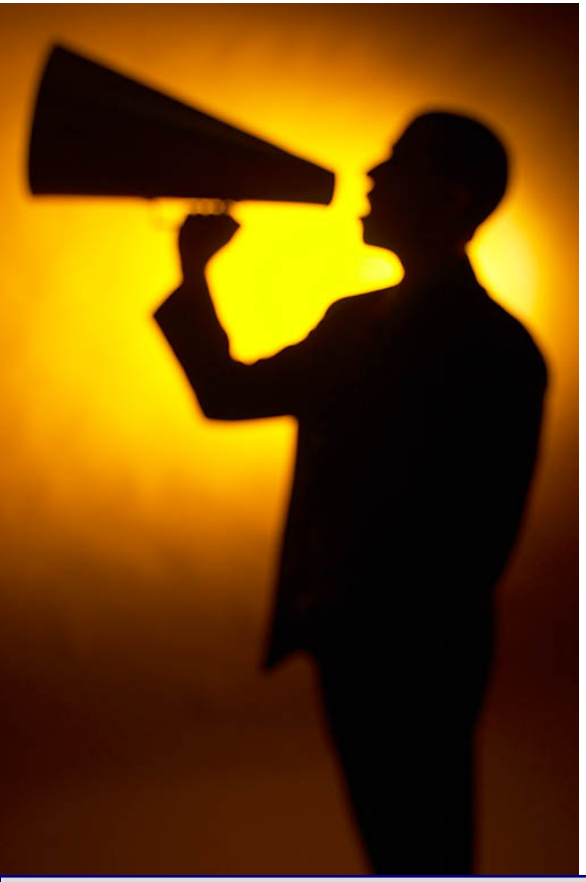
Making Every Day Count

…and Enables Users to Access and to Process Documents Electronically



- Users can be:
  - ✓ Vendors
  - ✓ Government Officials
- Documents include:
  - ✓ Contracts
  - ✓ Invoices
  - ✓ Receiving Reports
- Documents are used to generate payments for goods and services

Why WAWF for Electronic Invoicing?



- Contractors must submit invoices electronically.
- It's the Law
  - ✓ Mandated by Public Law: Section 1008 of National Defense Authorization Act of FY 2001
- It's being enforced!
  - ✓ DFAS updated to include requirement for electronic invoicing, effective for contracts issued after Feb 28, 2003.
- DFARS Clause 252.232-7003 (DFARS 232.7004)
  - ✓ Requires electronic invoicing.
  - ✓ Requires electronic supporting documentation.
  - ✓ One of the three acceptable electronic forms for transmission of invoices (WInS, WAWF and EDI).

http://www.acq.osd.mil/dpap/dars/dfars/index.htm

WAWF Exceptions (DFARS 232.7002 Policy)

1. Purchases paid for with a government credit card
2. Awards made to foreign vendors for work performed outside of the United States
3. Classified contracts
4. Contracts awarded by deployed contracting officers
5. Purchases to support unusual or compelling needs in FAR 6.302-2
6. Undue burden by either the vendor or DoD, (See specifics under the DFAR clause)

The WAWF Benefits

- Ability to submit documents electronically in compliance with public law
- Global Accessibility
- Eliminates Lost or Misplaced Documents
- Accuracy of Documents
- Secure & Auditable Transactions
- Enables DoD to take Maximum Benefit of Discounts
- Enables Timely & Accurate Payments
- Decreases Interest Penalties
- Enables Capture of Unique Identifier (UID) and Radio Frequency Identifier (RFID) Data
- Track movement of Government Furnished Property (GFP)/Government Furnished Equipment (GFE)



Who is Using WAWF?

Specific DoD Components and other government offices using DoD WAWF include:

- DoD Vendors
- Air Force (USAF)
- Army (USA)
- Defense Finance and Accounting Service (DFAS)
- Defense Information Systems Agency (DISA)
- Defense Contract Audit Agency (DCAA)
- Defense Contract Management Agency (DCMA)
- Defense Logistics Agency (DLA)
- Marine Corps (USMC)
- Navy (USN)
- Other Defense Agencies

DFAS Payment Systems that link directly to WAWF

- **MOCAS** (Mechanization of Contract Administration Services); used by the Defense Contract Management Agency
- **One Pay**; used by the Navy
- **EBS** (Enterprise Business System) formerly called BSM
- **CAPS** (Computerized Accounts Payable System); used by the Army
- **IAPS-E** (Integrated Accounts Payable System - Electronic); used by the Air Force.

User Roles at a Glance

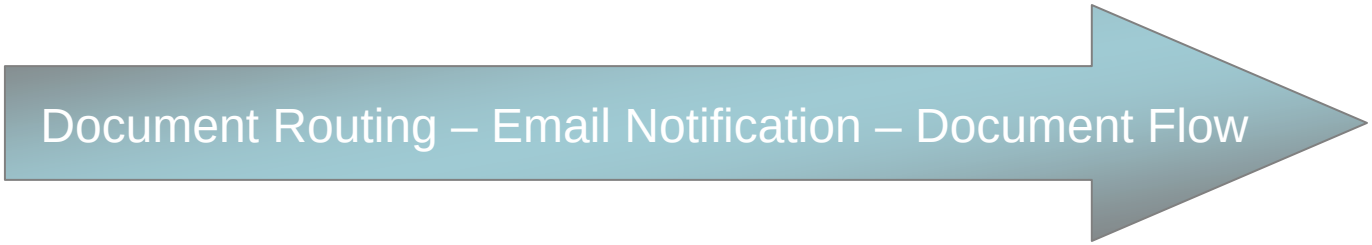
- **Vendor**
  - ✓ Contractor or Supplier
- **Inspector & Acceptor**
  - ✓ Requiring Activity, Contracting Officer Representative (COR), Quality Assurance Reviewer (QAR)
- **Local Processing Office (LPO)**
  - ✓ role used in situations where documents must be certified by a local office before forwarding to DFAS
- **Cost Voucher Reviewer/Approver**
  - ✓ DCAA
- **Pay Official**
  - ✓ DFAS Paying Office
- **Group Administration (GAM)**
  - ✓ role is used by an individual selected at the organization/location level, that is charged with the responsibility of maintaining the users of his/her assigned organizations. (Gate Keeper)
- **View Only**
  - ✓ roles are used by supervisors and administrators

WAWF Can Be Used to Create & Process a Number of Documents Electronically…

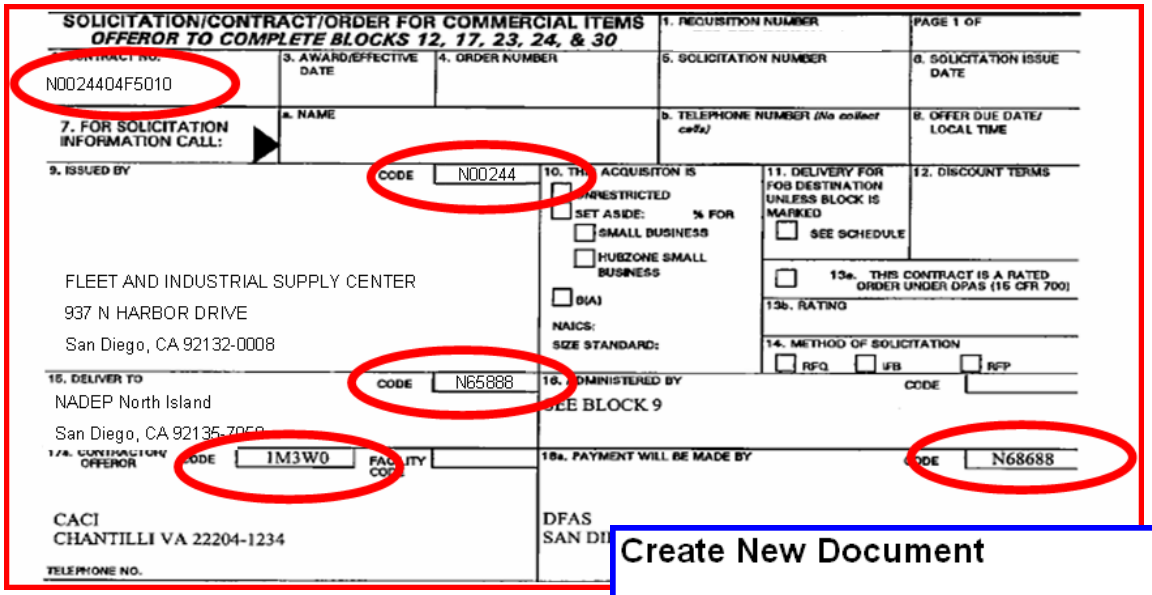
- Stand Alone Invoice - *FAR 32.905*
- Fast Pay Invoice - *FAR 52.213-1*
- Invoice 2-IN-1 - *FAR 32.905*
- Commercial Item Financing - *FAR 32.202-1(b); FAR 52.232-29 & -30*
- Performance Based Payment - *FAR 32.1003; FAR 52.232-32*
- Progress Payment - *FAR 32.5; FAR 52.232-16*
- Stand Alone Receiving Report - *DFAR Appendix F, DFAS 52.246-7000*
- Invoice and Receiving Report (Combo) - *FAR 32.905; DFAR Appendix F*
- Cost Voucher – *FAR 52.216-7, -13, & -14; FAR 52.323-7*
- Miscellaneous Payment



How does WAWF work?



Documents are Routed Through WAWF According to DoDAACs Entered by Vendor



SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS
OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30

1. REQUISITION NUMBER | PAGE 1 OF

2. CONTRACT NO.: N0024404F5010 | 3. AWARD/EFFECTIVE DATE | 4. ORDER NUMBER | 5. SOLICITATION NUMBER | 6. SOLICITATION ISSUE DATE

7. FOR SOLICITATION INFORMATION CALL: | a. NAME | b. TELEPHONE NUMBER (No collect calls) | 8. OFFER DUE DATE/ LOCAL TIME

9. ISSUED BY | CODE N00244

FLEET AND INDUSTRIAL SUPPLY CENTER
937 N HARBOR DRIVE
San Diego, CA 92132-0008

10. THIS ACQUISITON IS
UNRESTRICTED
SET ASIDE: % FOR
SMALL BUSINESS
HUBZONE SMALL BUSINESS
8(A)
NAICS:
SIZE STANDARD:

11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED
SEE SCHEDULE

12. DISCOUNT TERMS

13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700)

13b. RATING

14. METHOD OF SOLICITATION
RFQ IFB RFP

15. DELIVER TO | CODE N65888
NADEP North Island
San Diego, CA 92135-7058

16. ADMINISTERED BY | CODE
SEE BLOCK 9

17a. CONTRACTOR/ OFFEROR | CODE 1M3W0 | FACILITY CODE

CACI
CHANTILLI VA 22204-1234

TELEPHONE NO.

18a. PAYMENT WILL BE MADE BY | CODE N68688

DFAS
SAN DI

Create New Document

* = Required Fields, Date = YYYY/MM/DD

Contract Number	Delivery Order	CAGE Code / Ext.	Pay DoDAAC
N0024404F5010		1M3W0	N68688

Issue Date	IssueBy DoDAAC	Admin DoDAAC *	InspectBy DoDAAC / Ext.		Mark For Code / Ext.	

Ship To Code * / Ext.		Ship From Code / Ext.		LPO DoDAAC * / Ext.	

Document Selected:

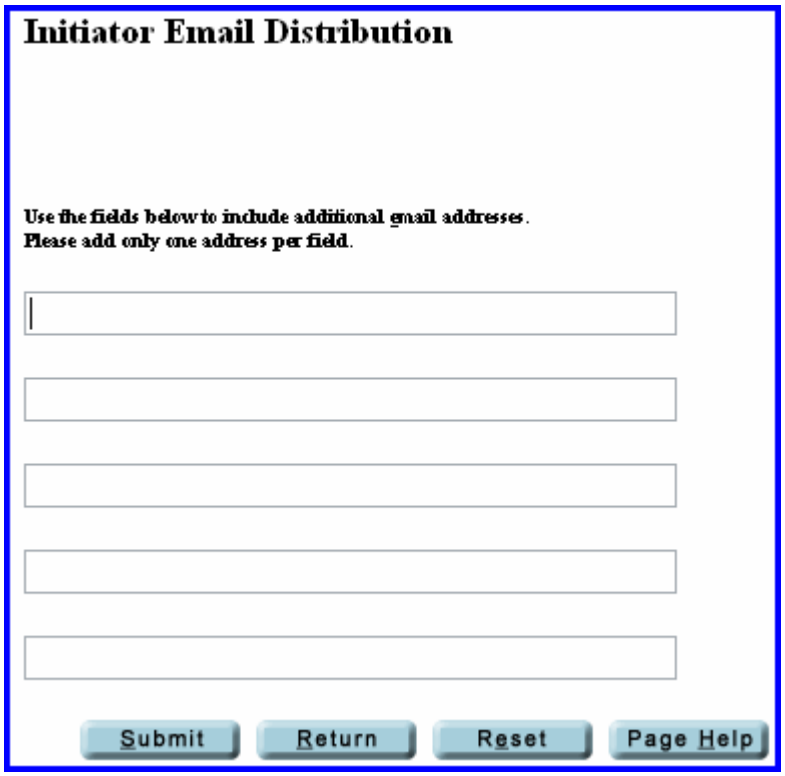
Invoice and Receiving Report (Combo) Destination Inspection / Destination Acceptance

Continue | Return | Reset | Page Help

Making Every Day Count

WAWF Allows Users to Send Multiple E-mail Notifications

- WAWF uses a unique e-mail system for notifying the various users within the workflow of actions to be taken and document status.
- Users have ability to send notifications to additional e-mail addresses following an action.
- E-mail addresses are saved for future use after submitted.



Sample Email Notification

From: cscassig@csd.disa.mil

To:

Cc:

Subject: GS23F0185K\HQ042305F0020\0BMB0\ \CI2N1\0028\59217\HQ0359\ \Submitted

Action DoDAAC\Ext: HQ0359

Document Type: Invoice 2-in-1 (Services Only)

Status: Submitted

Acceptance Date:

Processed Date: 2007/02/20

Contract Number: GS23F0185K

Delivery Order Number: HQ042305F0020

Contract Issue Date: 2004/10/21

Vendor CAGE\Ext: 0BMB0

Shipment Number: 0028

Shipment Date: 2007/02/02

Invoice Number: 59217

Invoice Date: 2007/02/02

Has been Submitted by on 2007/02/20. Status is Submitted.

THIS IS A SYSTEM GENERATED EMAIL MESSAGE, PLEASE DO NOT RESPOND TO THIS EMAIL.

How Does It Work? - WAWF Receipt & Acceptance Process



1.

Vendor
Creates/submits invoice and/or receiving report

3 ways to input

1. Web Input
2. SFTP
3. EDI

WAWF

WAWF transmits payment actions EDI 810C, 856, & 861 via GEX to DoD pay systems.

6. **Bank**



EFT



DoD Pay Systems

DFAS entitlement system processes payments that match on invoice, receiving report, and contract. Authorizes transfer of funds via EFT to Vendors bank.

2.



Govt. Inspector

Receives email notification of awaiting actions. Accepts or rejects using WAWF.

3.



Govt. Acceptor

Receives email notification of awaiting actions. Accepts or rejects using WAWF.

4.



Local Processing Office

Receives email notification of awaiting actions. Accepts or rejects using WAWF

5.



DFAS Payment Office

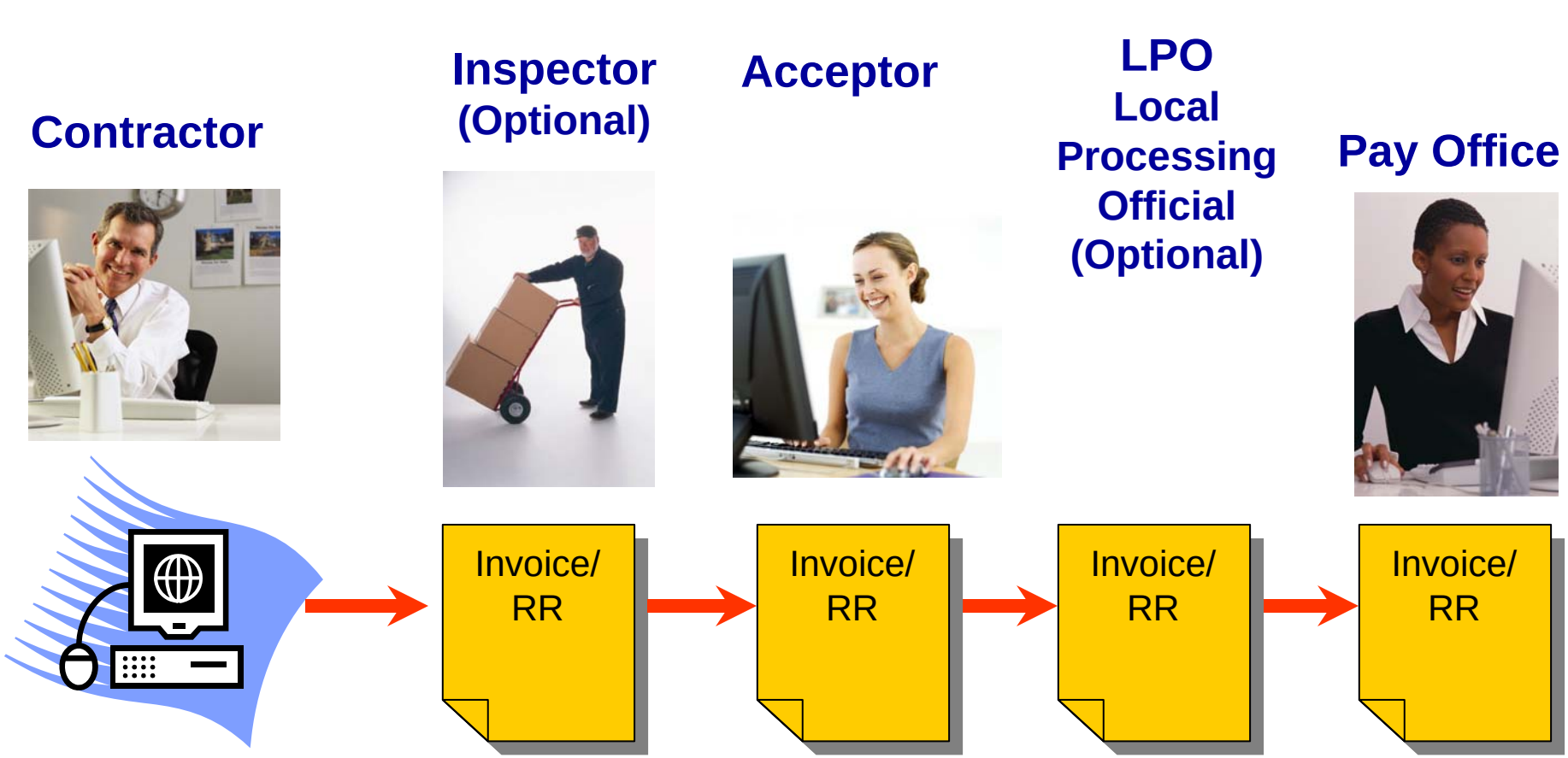
Receives email notification of awaiting actions. Researches any suspended transactions or rejects document to the initiator.

WAWF External Interfaces

- CCR
- DAASC
- EDA

Making Every Day Count

Invoice 2-in-1 Workflow



Invoice and Receiving Report Travel as One Document

Making Every Day Count

Invoice 2-in-1 Demonstration

Select Create a 2-in-1 (from the EC End Users Tool Box) - This is a large file and will start playing automatically.

To access this tutorial on your own, go directly to:

http://www.dfas.mil/contractorpay/electroniccommerce/ECToolBox/2n1Create.swf

Combo (Invoice/RR) Workflow

Vendor



Inspector (Optional)

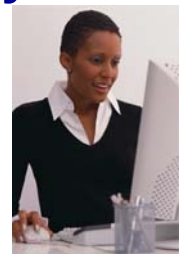


Acceptor



LPO Local Processing Official (Optional)

Pay Office





Invoice → Invoice

RR → RR → RR → RR

Invoice and Receiving Report Travel as 2 Separate Documents

Combo Demonstration

Select Create a Commercial Invoice & Receiving Report (Combo) - This self-guided tutorial explains how to create a combo.

To access this tutorial on your own, go directly to:

http://www.dfas.mil/contractorpay/electroniccommerce/ECToolBox/CreateCIRR.swf

Unique Identification (UID)



Mil-Std-130 UID Construct 2 Label

UID is the combination of:

Enterprise ID	370521
Serial Number	786950
Original Part Number	1234
Current Part Number	5678

Making Every Day Count

- Unique Identification (UID) is a system of distinguishing one object from another, allowing DoD to track identical objects separately.
- WAWF is the single entry point for UID/RFID information on DoD procurement actions
- To date UID and RFID are not fully deployed throughout the DoD, projected to be completed by the end of 2007
- For additional information go to the DFAS EC End User's Tool Box and click on the *Unique Identification (UID) web site* link

Radio Frequency Identification (RFID)



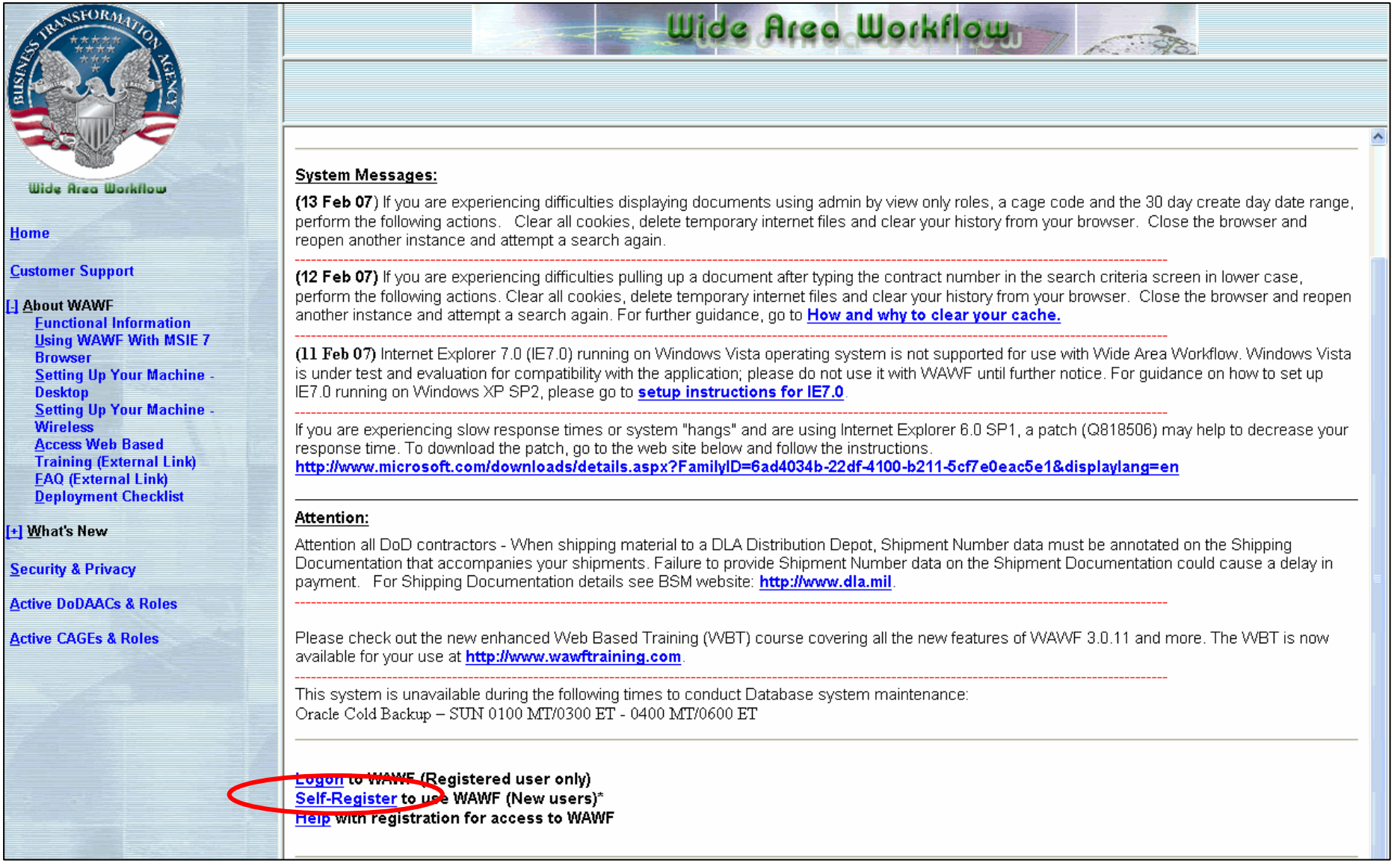
- RFID technology is a means of identifying a unique object or a person using a radio frequency transmission.
- DFARS Clause 252.211-7006 The Contractor shall electronically submit advance shipment notice(s) with the RFID tag identification (specified in paragraph (d) of this clause) in advance of the shipment in accordance with the procedures at :
  http://www.acq.osd.mil/log/rfid/advance_shipment_ntc.htm
- WAWF is the current acceptable method for advanced shipment notice (ASN) submission.
- The ASN is not a new process/transaction. It is the same existing Material Inspection Receiving Report (MIRR) transaction being sent to WAWF with additional data (RFID data elements) added to the transaction.
- For additional information go to the DFAS EC End User's Tool Box and click on the *Radio Frequency Identification (RFID)* link

Where Do I Go from Here?



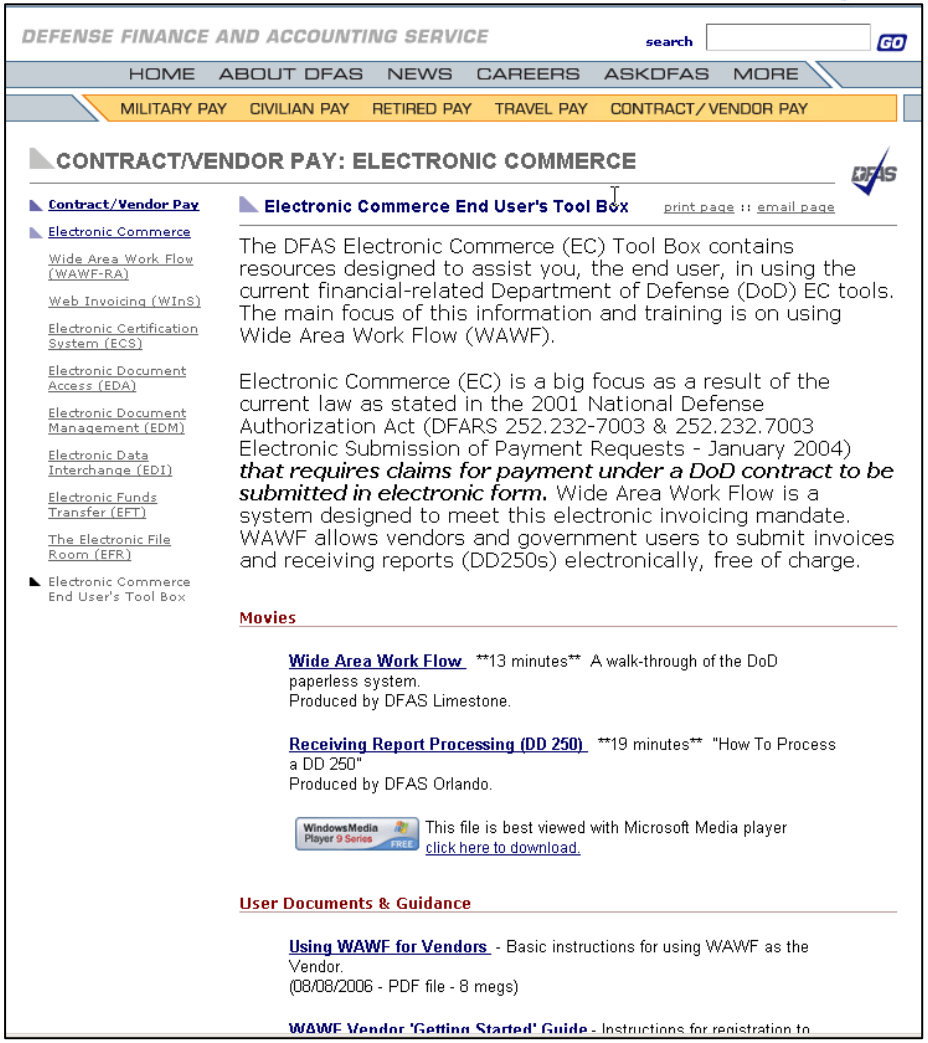
Tools & References

WAWF Registration - https://wawf.eb.mil



EC End Users Tool Box

- Located on the DFAS public web-site
- Contents include:
  - ✓ WAWF Vendor "Getting Started" Guide
  - ✓ Interactive system demonstrations
  - ✓ Step-by-step user guides
  - ✓ Links to additional learning tools



http://www.dfas.mil/contractorpay/electroniccommerce/ECToolBox.html

WAWF Training Opportunities

- **WAWF Web-Based Training Site -** Go here to learn how to use WAWF via self paced, online training. This training is an excellent place to begin learning about WAWF. http://www.wawftraining.com

- **WAWF Vendor Classroom Training -** Go here to register for upcoming WAWF classroom training provided by DFAS. http://www.dfas.mil/contractorpay/electroniccommerce.html

- **WAWF Training Practice Web Site -** Go here to practice using the WAWF application. https://wawftraining.eb.mil

For More Information…

- WAWF production web-site https://wawf.eb.mil
- **WAWF Customer Support**

  DISA WESTHEM – Area Command Ogden
  Customer Service Center
  CONUS ONLY: 1-866-618-5988
  COMMERCIAL: 801-605-7095
  DSN: 388-7095
  FAX COMMERCIAL: 801-605-7453
  FAX DSN: 388-7453
  CSCASSIG@CSD.DISA.MIL
- DFAS eCommerce web site http://www.dfas.mil/contractorpay/electroniccommerce.html
- DFAS Customer Service: 1-800-756-4571
- myInvoice https://myinvoice.csd.disa.mil//index.html
- EDA web site http://eda.ogden.disa.mil/
- DoD RFID Info http://www.acq.osd.mil/log/rfid/index.htm
- Unique Identification (UID) **http://www.acq.osd.mil/dpap/UID/**
- Federal Acquisition Regulation Web Site http://farsite.hill.af.mil

Thank You!

Contract Pay (MOCAS)
Operations Overview

Joe M. Spring
Accounts Payable Acquisition Directorate
August 2009

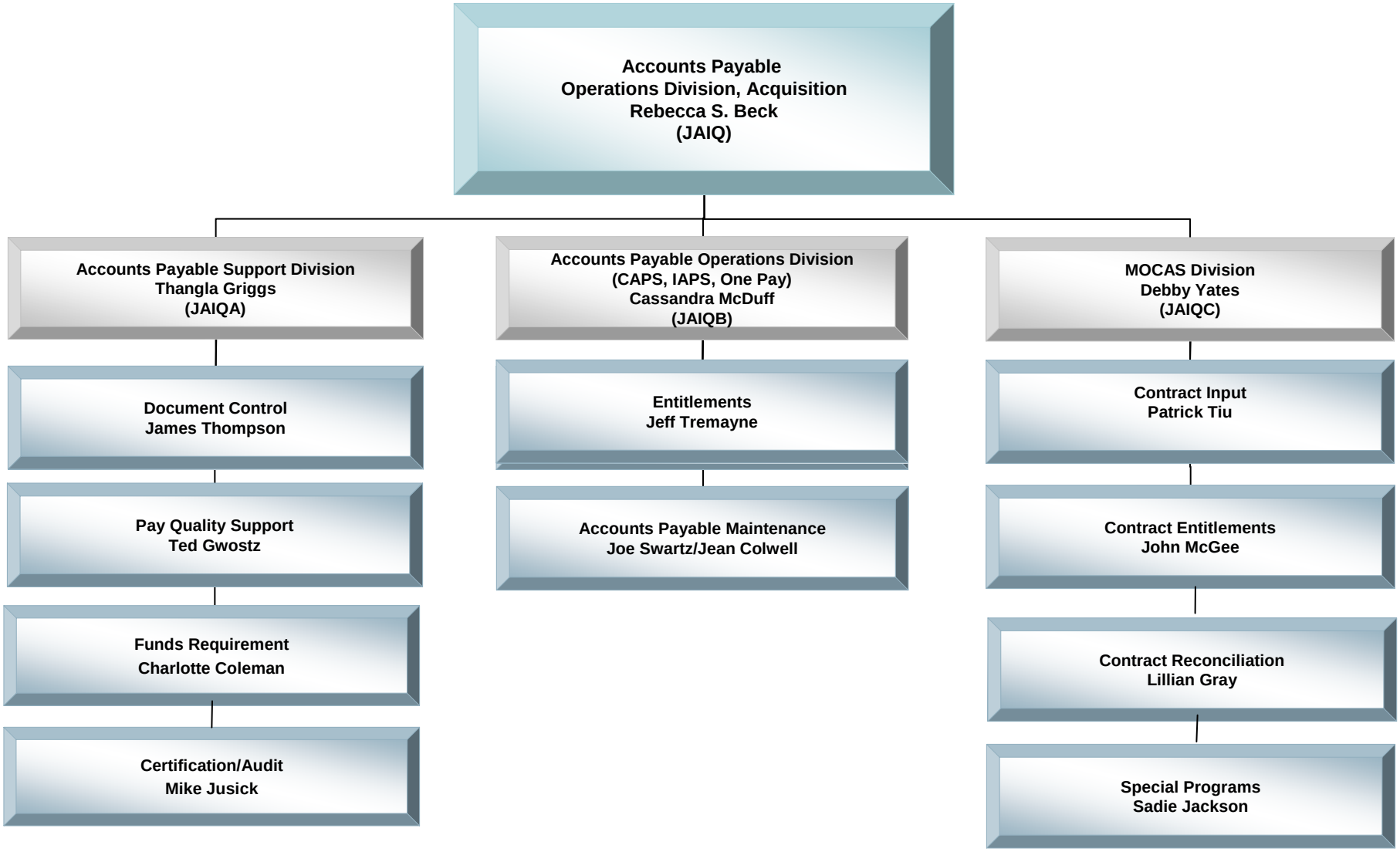
Making Every Day Count

Agenda

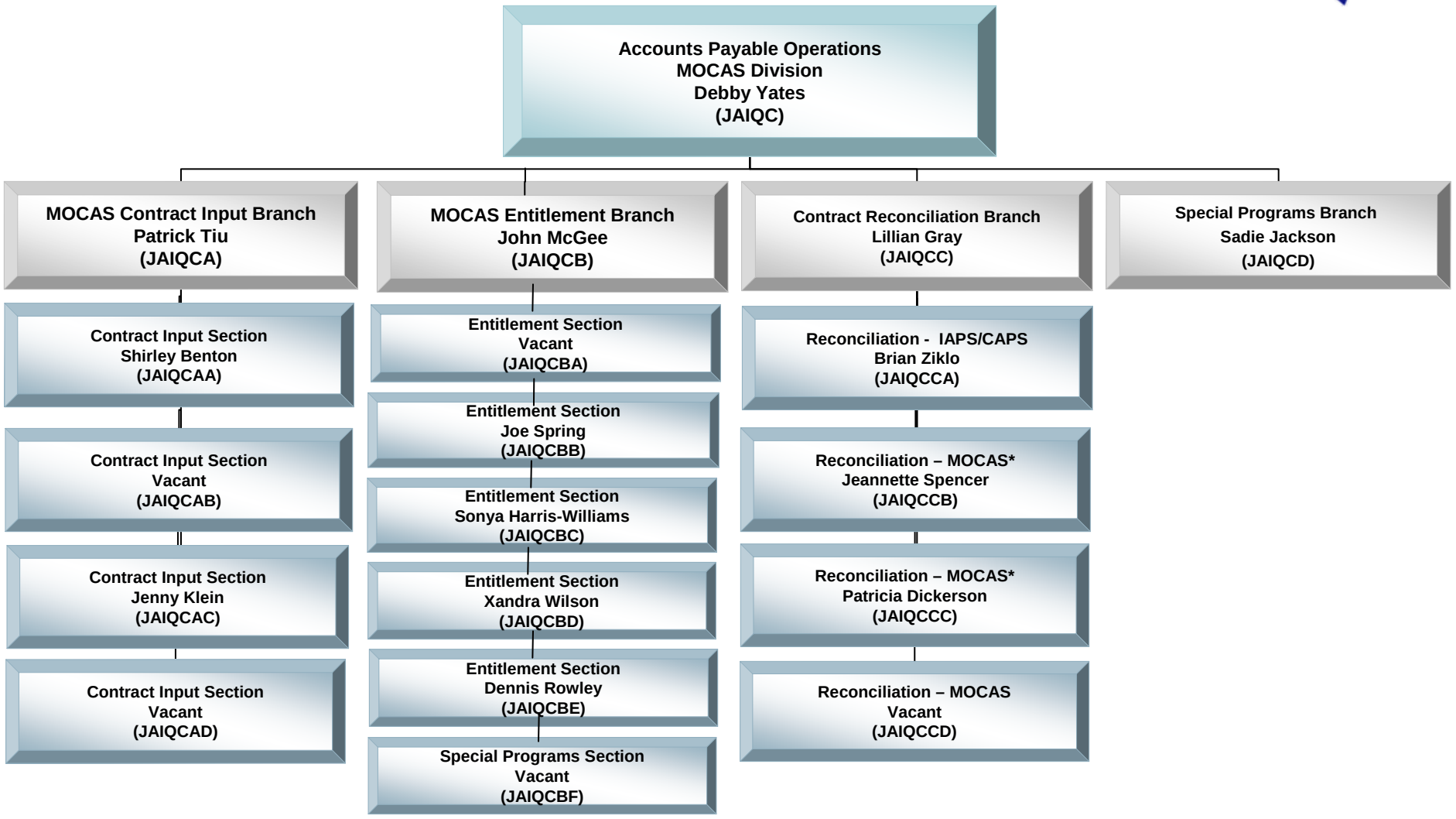
- MOCAS Organizational Structure
- What is MOCAS?
- MOCAS Magnitude of Operations
- MOCAS Operations at a Glance
- Accounts Payable Process
- Payment Process
- Contract Reconciliation
- Contract Close-Out
- Electronic Document Receipt
- MOCAS Areas of Emphasis



Accounts Payable Acquisition Directorate



Accounts Payable Acquisition – MOCAS Division



What is MOCAS?

MECHANIZATION

OF

CONTRACT

ADMINISTRATION

SERVICES

- Integrated system supporting post award contract administration
- Used by:
  - ✓ DCMA Contract Administration Offices
  - ✓ DFAS Contract Pay
  - ✓ Procurement Offices
  - ✓ Funding Stations (Prevalidation Business Partners)
- Pays More Complex Contracts
  - High Dollar
  - Multiyear Contracts
  - Multiple Deliverables
- Makes Financing Payments

MOCAS Magnitude of Operations

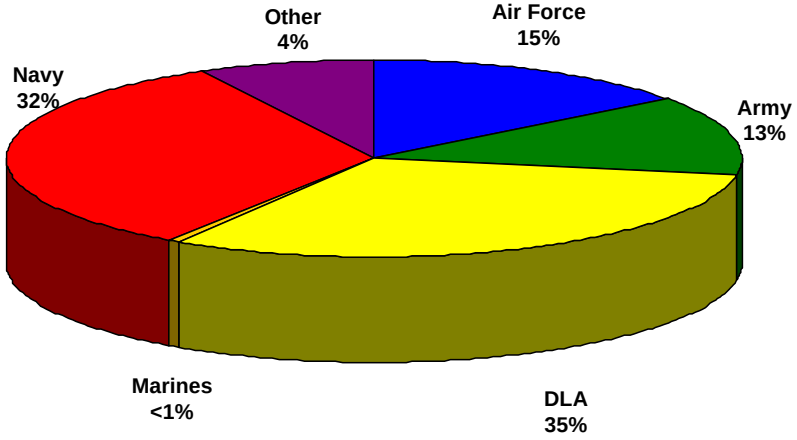
- MOCAS – FYTD 09

  (As of June 09)

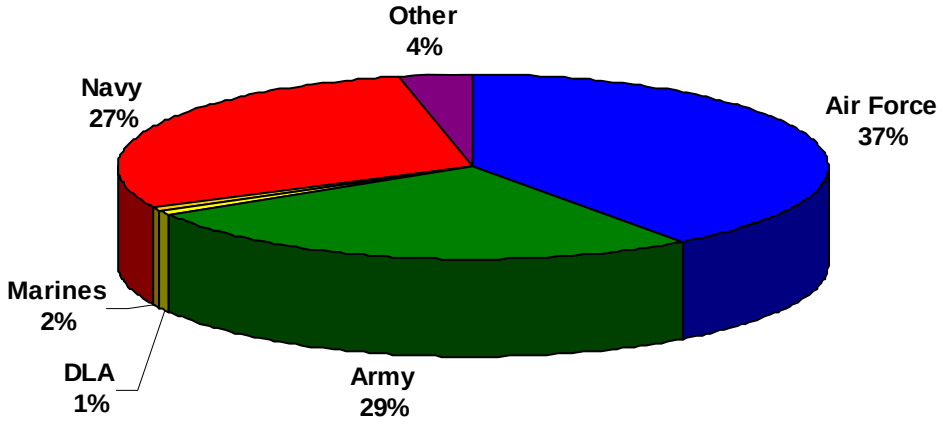
  - ✓ 336,819 Active Contracts
  - ✓ 18,792 Active Contractors
  - ✓ 792,840 Invoices Processed
  - ✓ $144.8 Billion Disbursed

- MOCAS – FY 08
  - ✓ 339,296 Active Contracts
  - ✓ 17,893 Active Contractors
  - ✓ 1,057,061 Invoices Processed
  - ✓ $180 Billion Disbursed

Total Contracts - FY 08

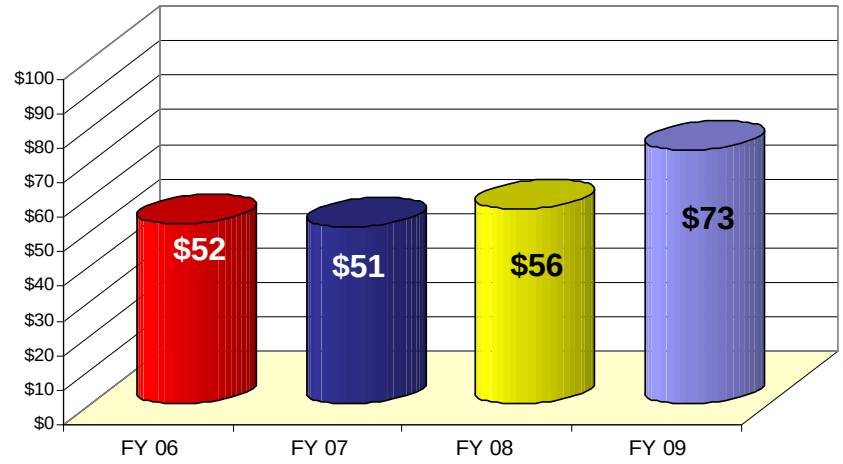


Obligation Dollars by Service FY 08

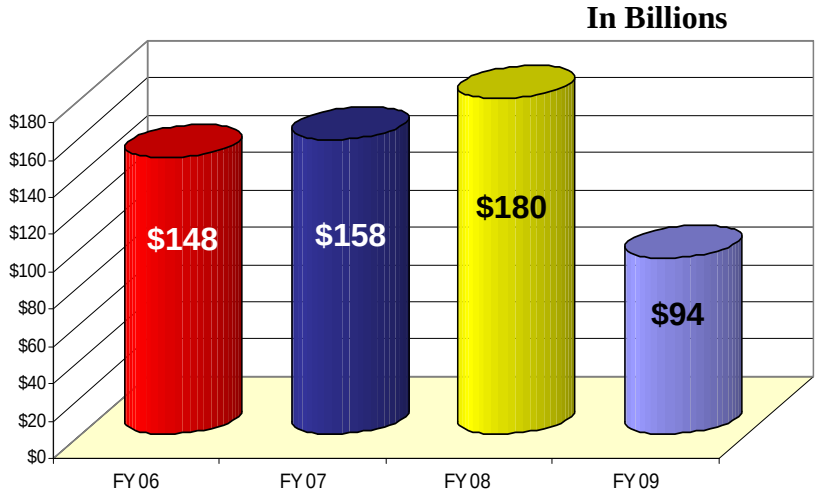


MOCAS Operations at a Glance

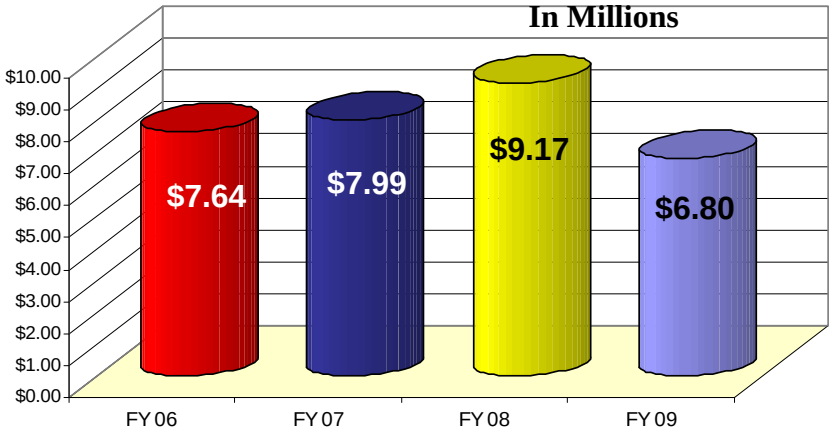
Interest $ Per Million



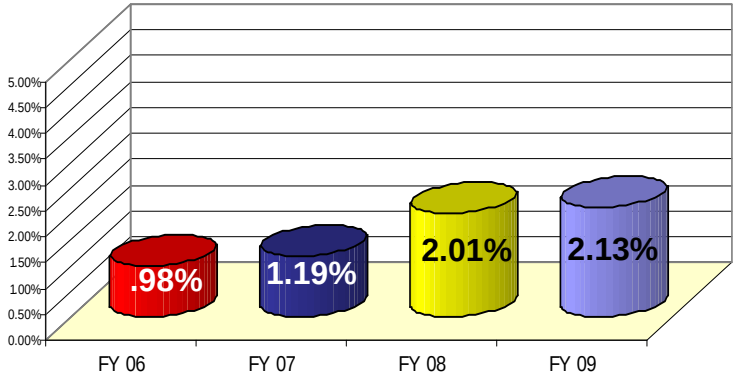
Prompt Pay Act $ Disbursed



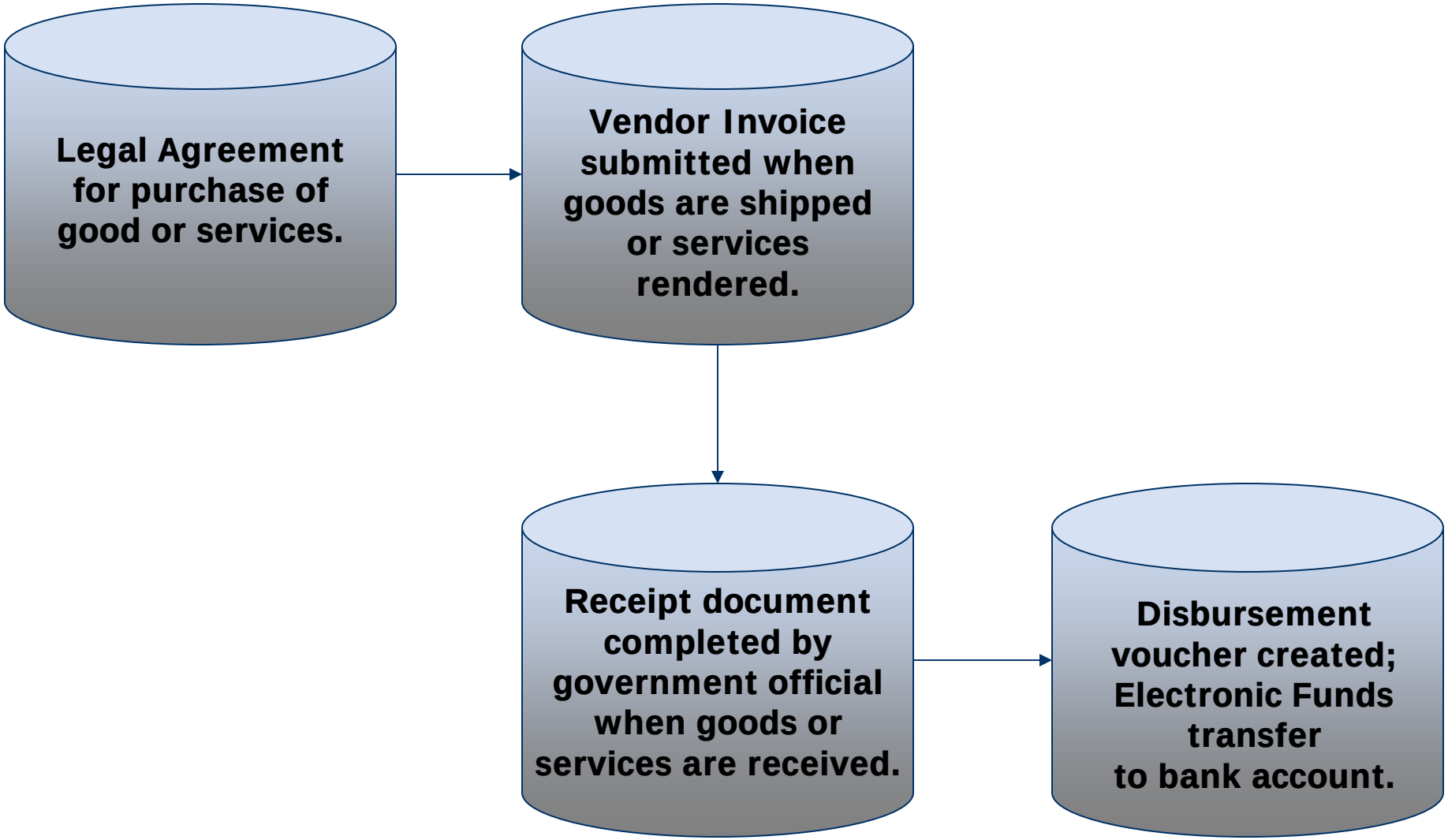
Interest Paid



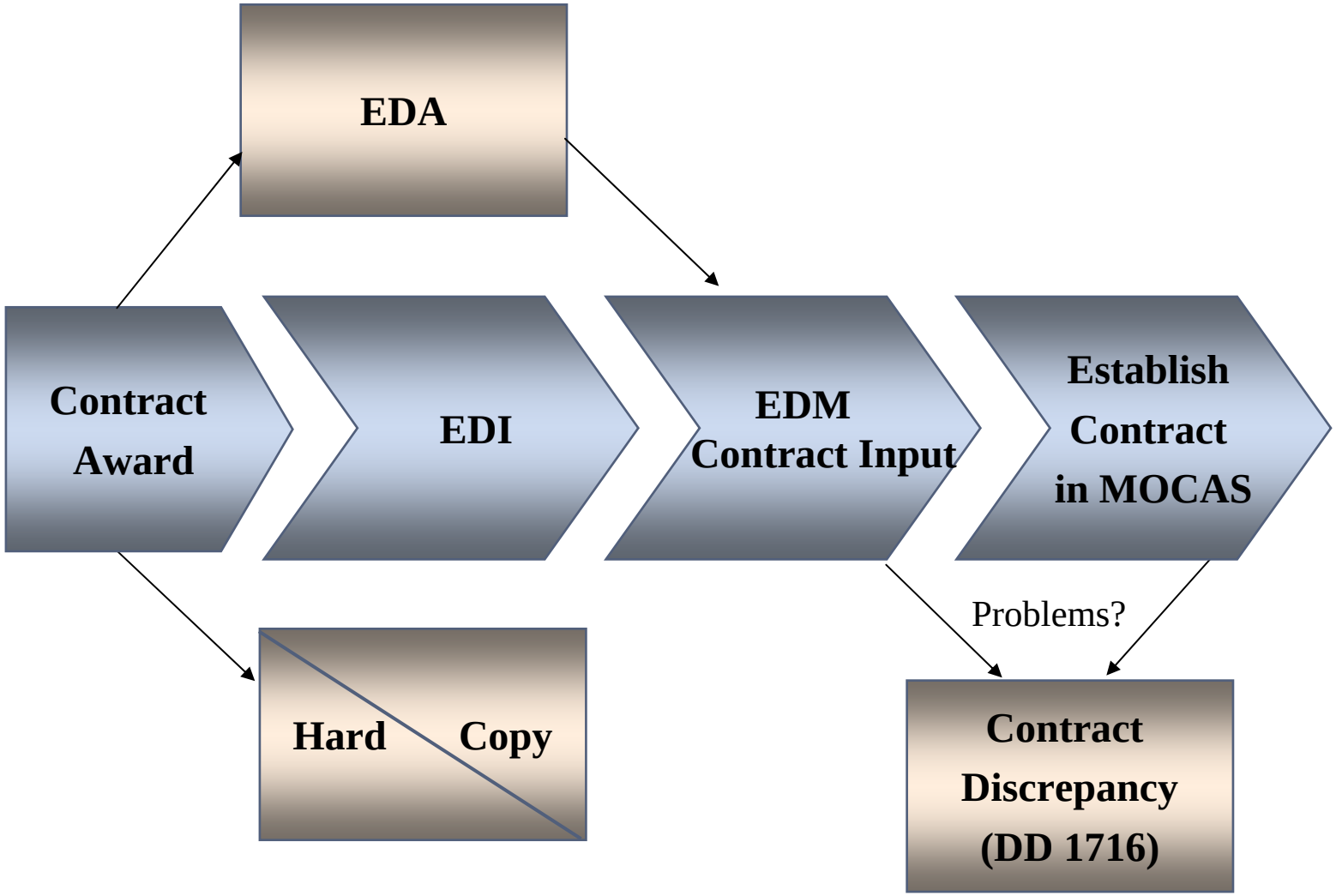
Overage Invoice Percentage



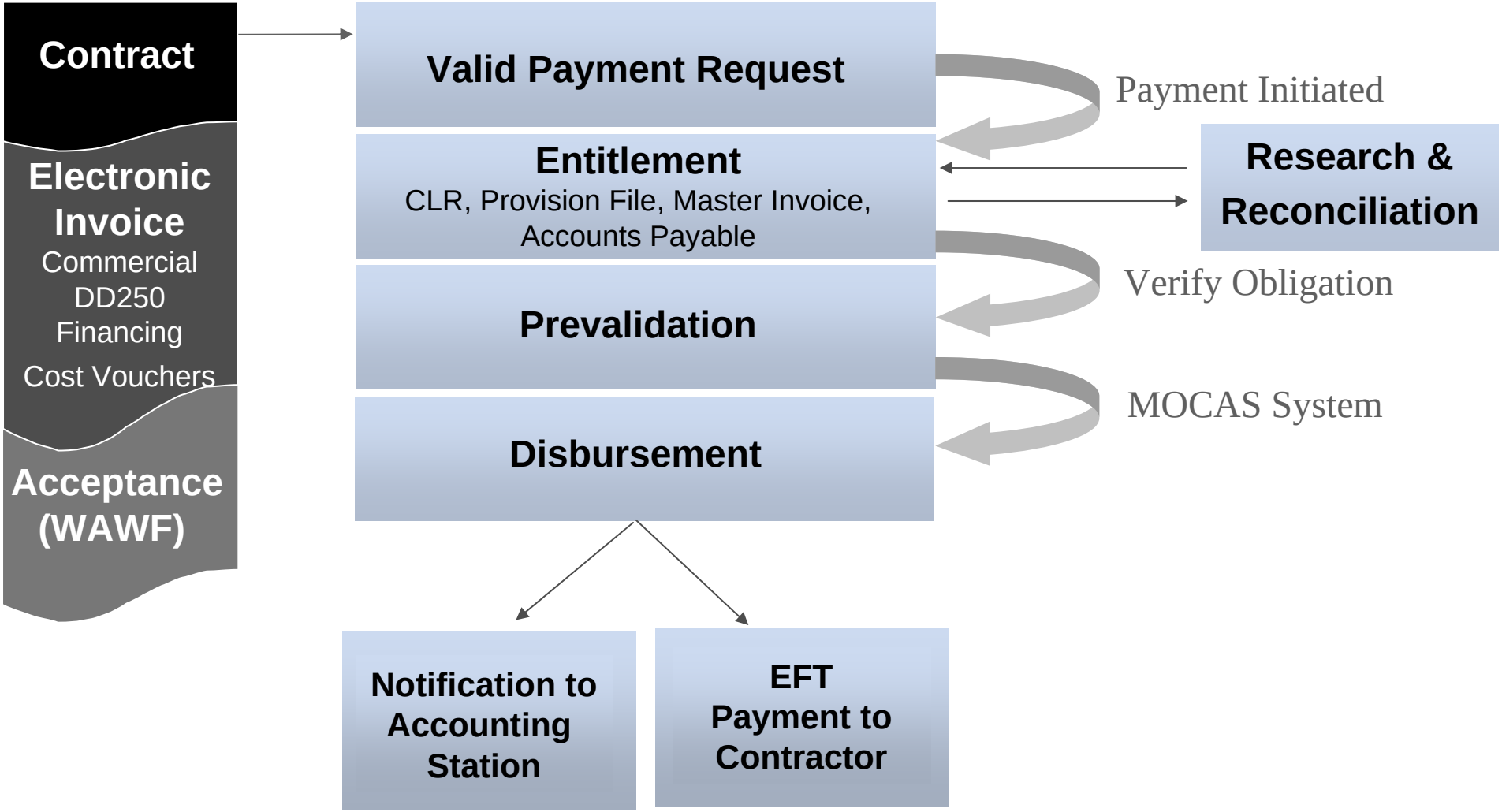
Accounts Payable Process - 3 Way Match



Payment Process: Contract Management

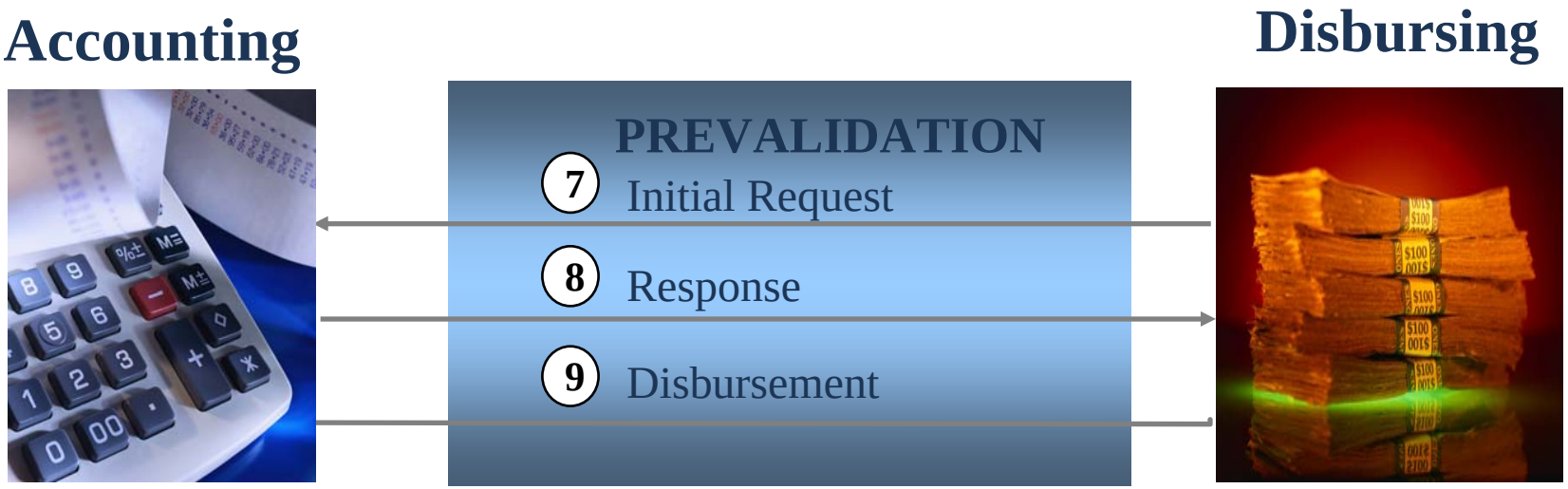


Payment Process: Invoice Entitlement

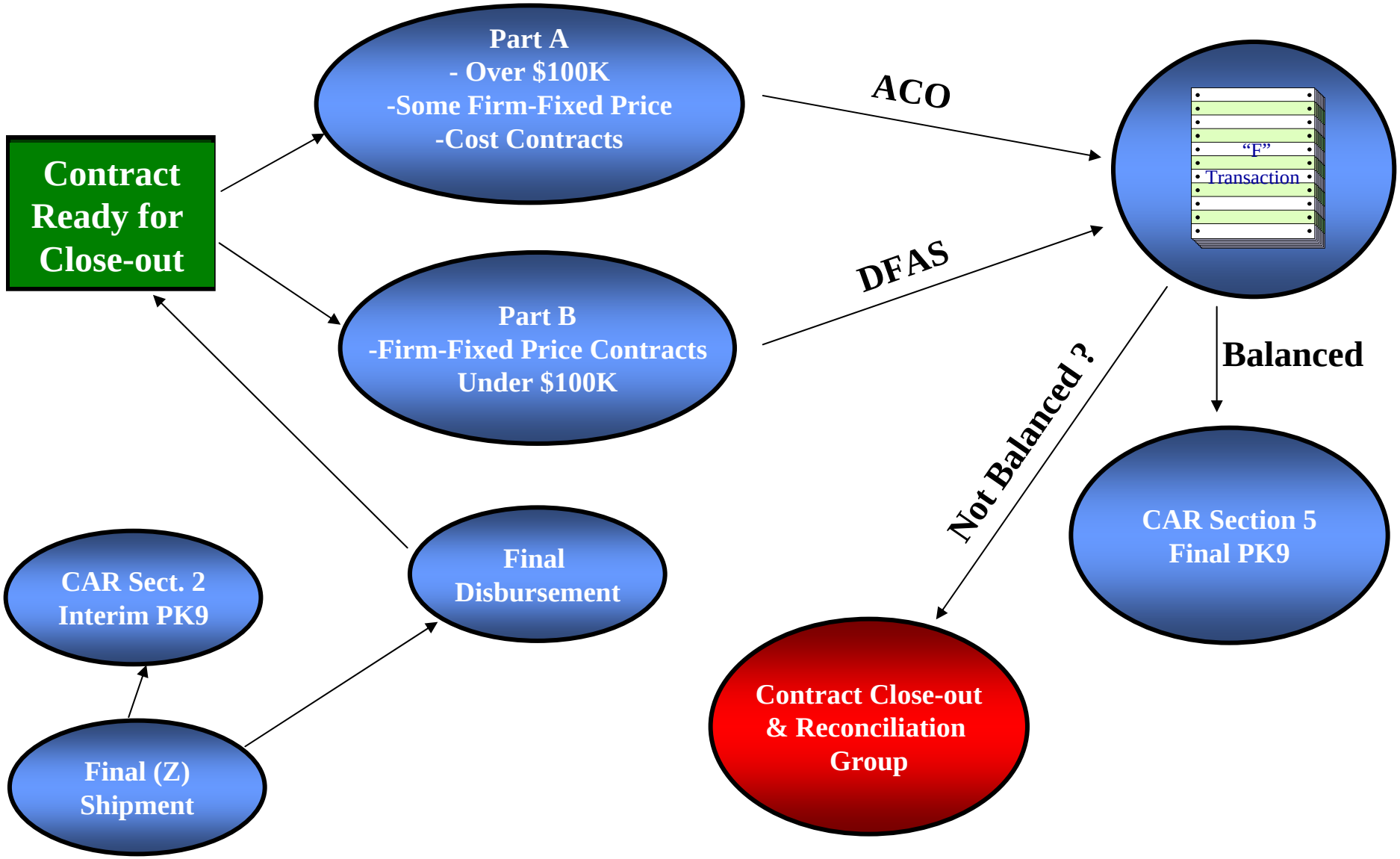


Payment Process:
Current Prevalidation Thresholds

- Thresholds
  - ✓ **Nov 1, 2006 reduced to $5000**
  - ✓ **Anticipated drop to $2500 in FY 09**
  - ✓ **FY05 and future contract disbursements $0**
  - ✓ **Vendor Pay is currently at $0**
- Five Calendar Day Standard

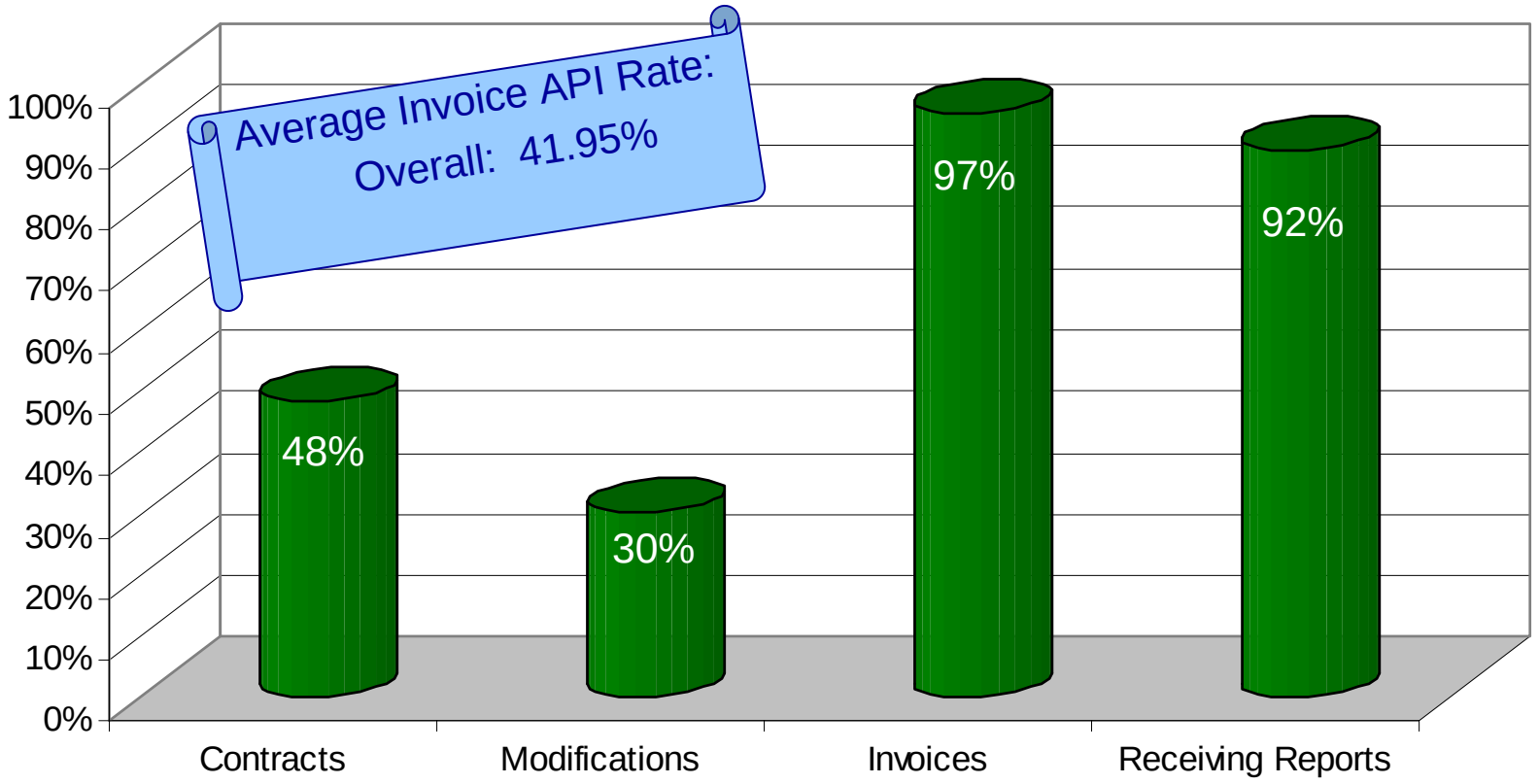


Contract Closeout



Electronic Document Receipt – MOCAS – As of March 09

Overall EC Receipts



	Contracts	Modifications	Invoices	Receiving Reports
Overall	48%	33%	98%	81%

Making Every Day Count





Land & Maritime Supply Chains Business Conference 2009

Payment

- Payment is made based on receipt of invoice and Government acceptance (unless fast payment procedures are authorized)
- Acceptance is based on:
  - Material
  - Quantity
  - Price
  - Receipt Location
  - Shipping, Packaging, Marking Requirements
  - Receiving Documents

Top 10 Reasons for Delayed Payment

#10 – Shipment does not meet packaging requirements

#9 – Incorrect Item received.

#8 – Non-conformance to heat treatment requirement for wood packing materials (including pallets). Since 2007, all wood packing material require a stamp certifying Heat treatment. (DLAD clause 52.247-9012)

Top Ten Reasons for Delayed Payment



#7 – Material not received in an acceptable condition – (damaged, non-compliant to shelf-life requirements, other quality issues)

#6 – Quantities on shipping documents or invoice are more or less than in the shipment.

#5 –Improper Markings – shipments must be compliant to Mil-Std-129P marking requirements.

Top Ten Reasons for Delayed Payment

#4 – No documentation received with the shipment
** MIL-Std-129P requires a copy of the receiving report be sent with the shipment unless otherwise noted in the contract.

#3 – Wrong Clin number on shipping documents or invoice

#2 - Incorrect data on invoice (Delivery order number omitted or incorrect, unit of issue incorrect, etc) Invoice must match contract data.

Top 10 Reasons for Delayed Payment

And the #1 Reason why Payments are delayed . . .

Materials shipped to the wrong location .. . All contract line items shipped to one location.

Resolution of Errors

- Contact your Contract Administrator
- Make sure your point-of-contact information is up-to-date in the Central Contractor Registry (CCR)
- Retain and make available Proof of Delivery (Carrier tracking) information

Additional Resources

- http://assist.daps.dla.mil/ - copies of Military Standards including MIL-STD-129P and MIL-STD-2073-1D
- www.dodrfid.org – information on DoD's Radio Frequency Identification marking requirements
- www.wawftraining.com – online training for Wide Area Workflow

Industrial Capability & Material Readiness

Jim Buchanan & Steve Roadfeldt
Industrial Capability & Warstopper Program

Ronnie Favors
Defense National Stockpile Center (DNSC)



Agenda

- **Industrial Capability Readiness**
  - The Surge and Sustainment (S&S) Process
  - Electronic Capability Assessment Plan
  - Warstopper Program
  - Execution – Warfighter Support
- **Strategic Material Readiness Initiatives**
  - Strategic Metal Buffer
  - Defense National Stockpile Center

INDUSTRIAL CAPABILITY

Surge and Sustainment

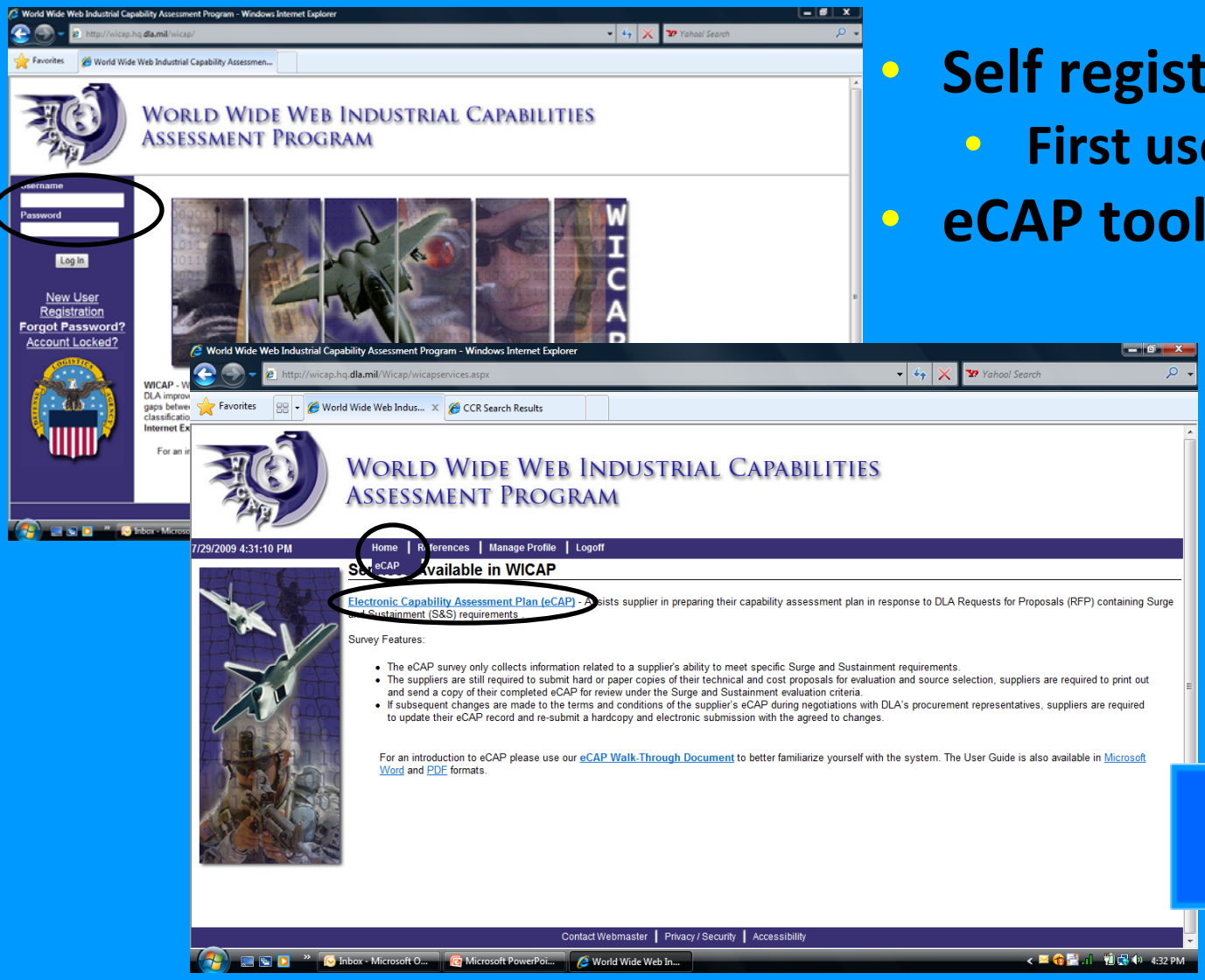


Electronic Capability Assessment Plan

eCAP

- System Login
- Select solicitation
- CAP data collection process – report:
  - Capability to deliver Services' go-to-war requirements
  - Production constraints preventing requirement delivery
  - Opportunities and costs to mitigate constraints
- Summarize data
  - Review
  - Print
  - Submit

eCAP - Login



- **Self register or Login**
  - **First user – Super User**
- **eCAP tool access**

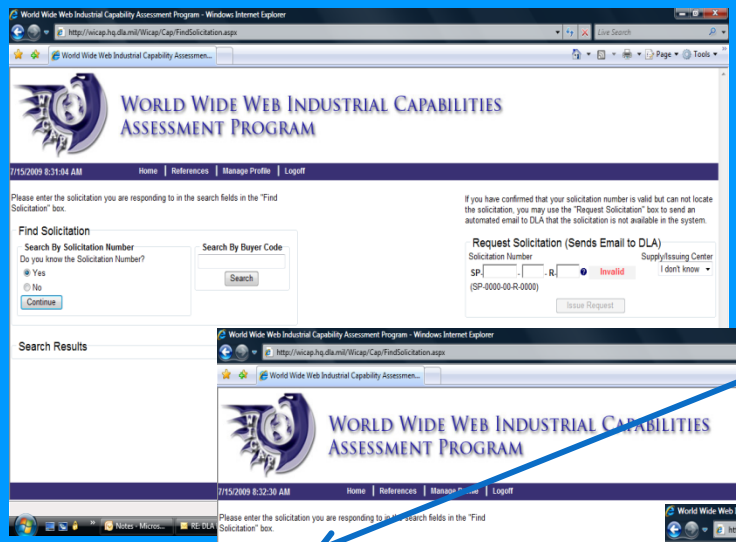
eCAP Tool

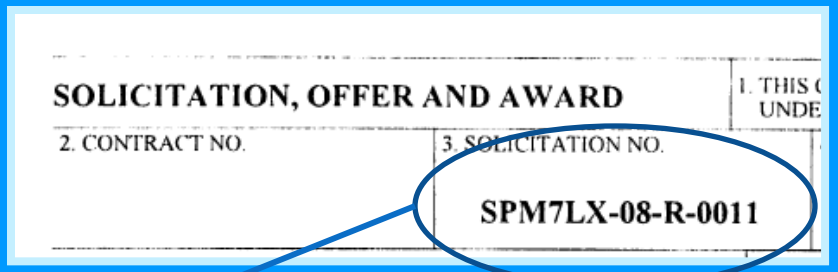
eCAP – Select Solicitation

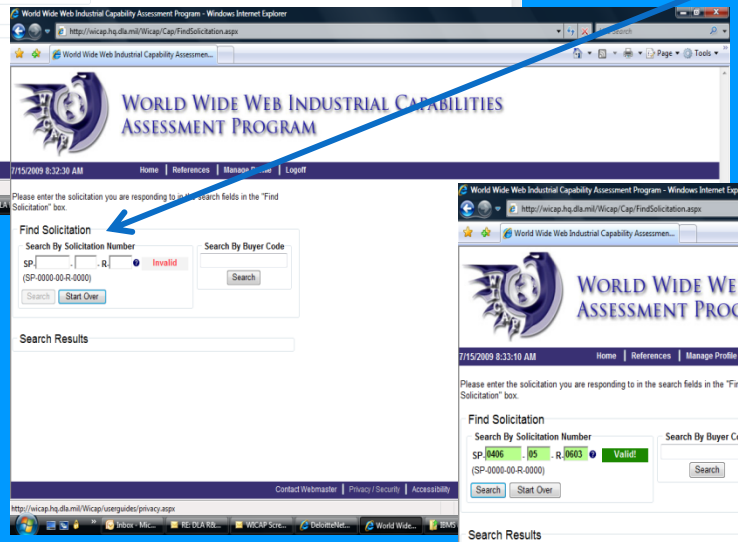
START CAP

1

Select Solicitation









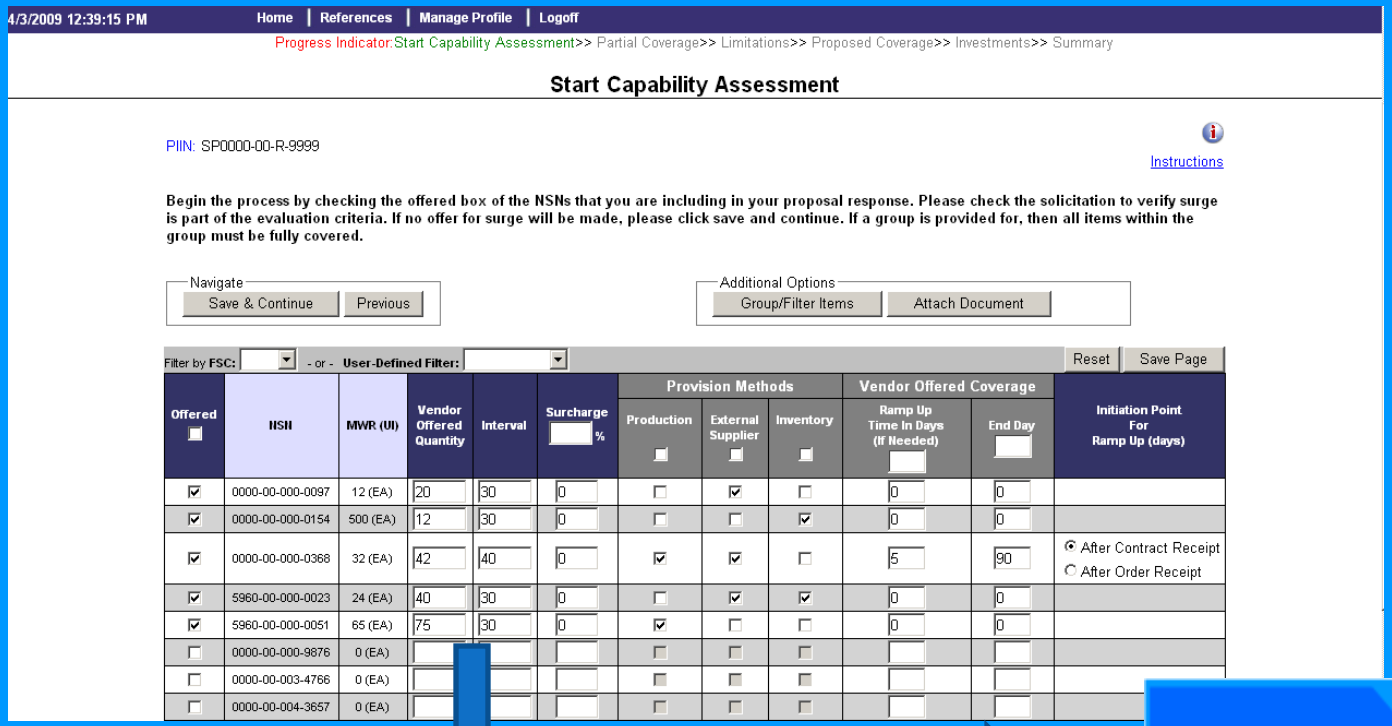
Prepare CAP

eCAP – Identify Capability

2

World Wide Web Industrial Capabilities Assessment Program

Start Capability Assessment



Offer Full Quantity

Yes

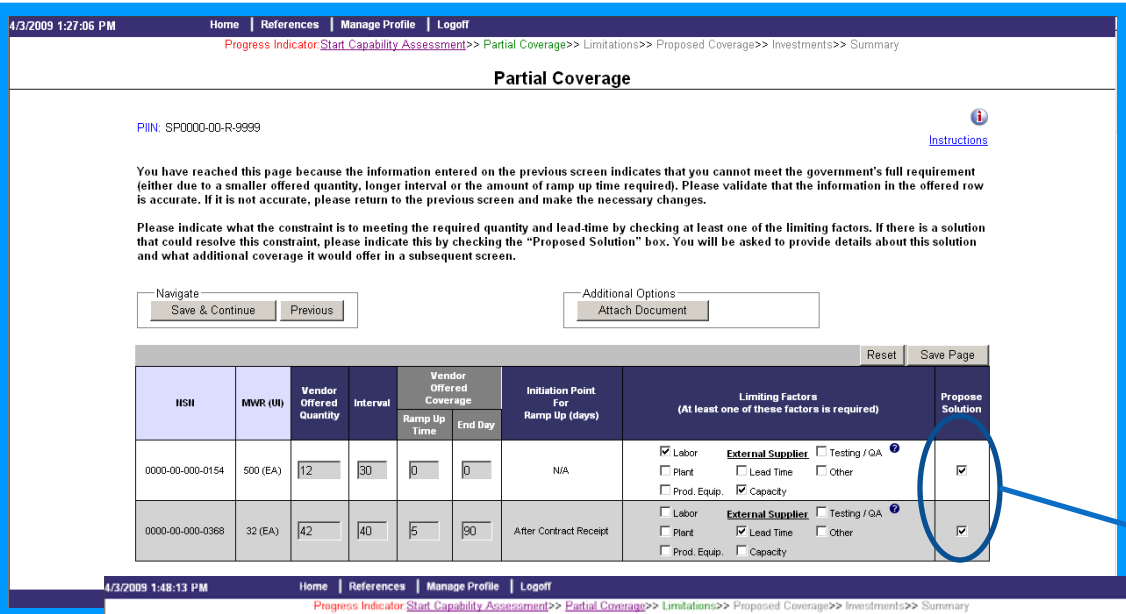
No

CAP Report 7

Constraints 3

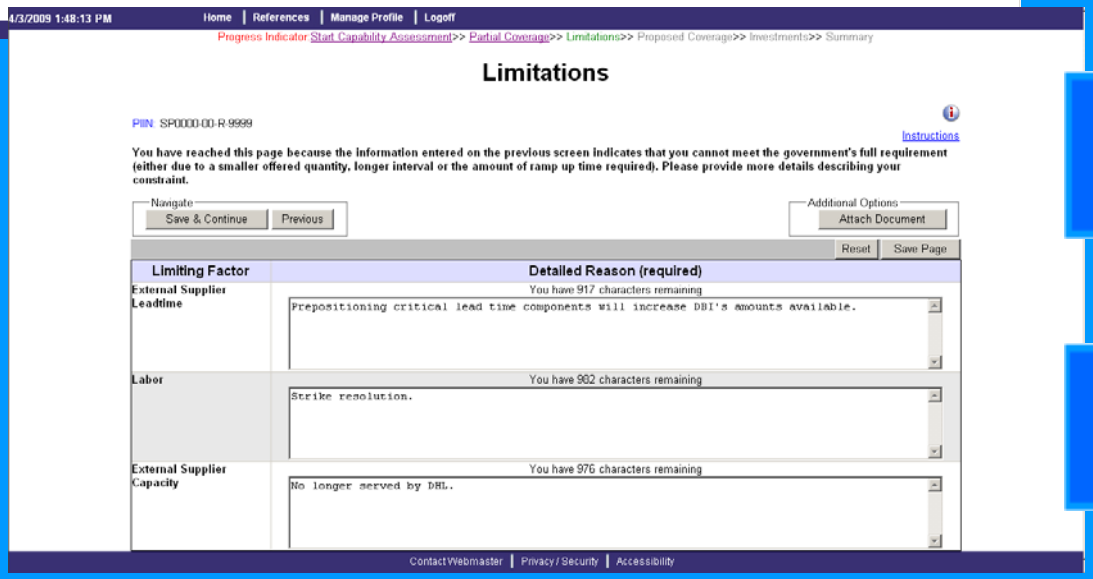
eCAP – Constraints

3



Solution Available

4



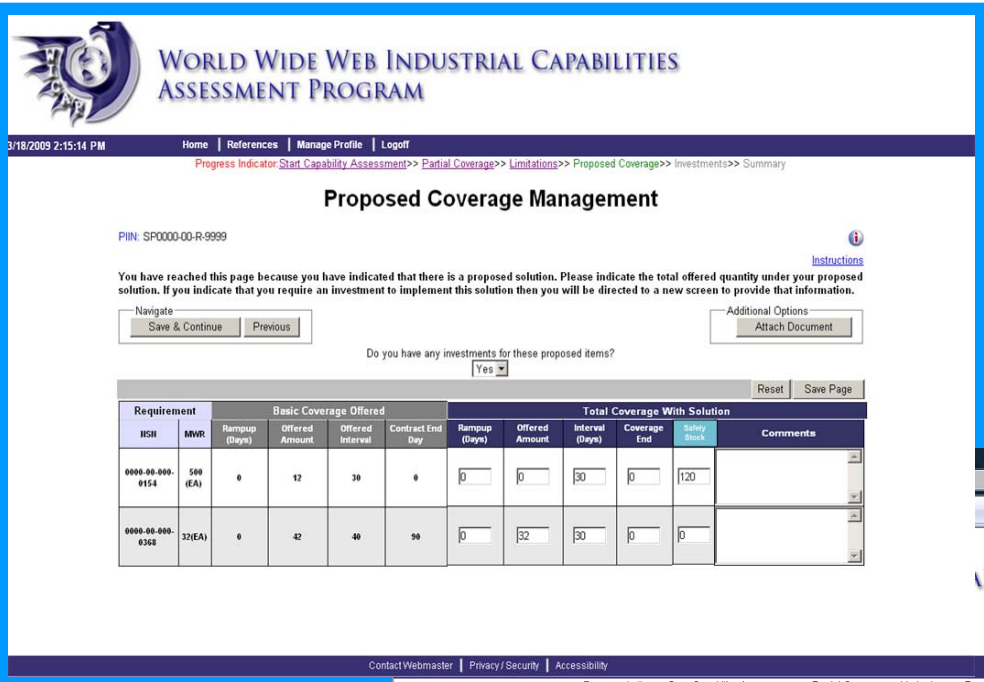
Proposed Solution 5

Or

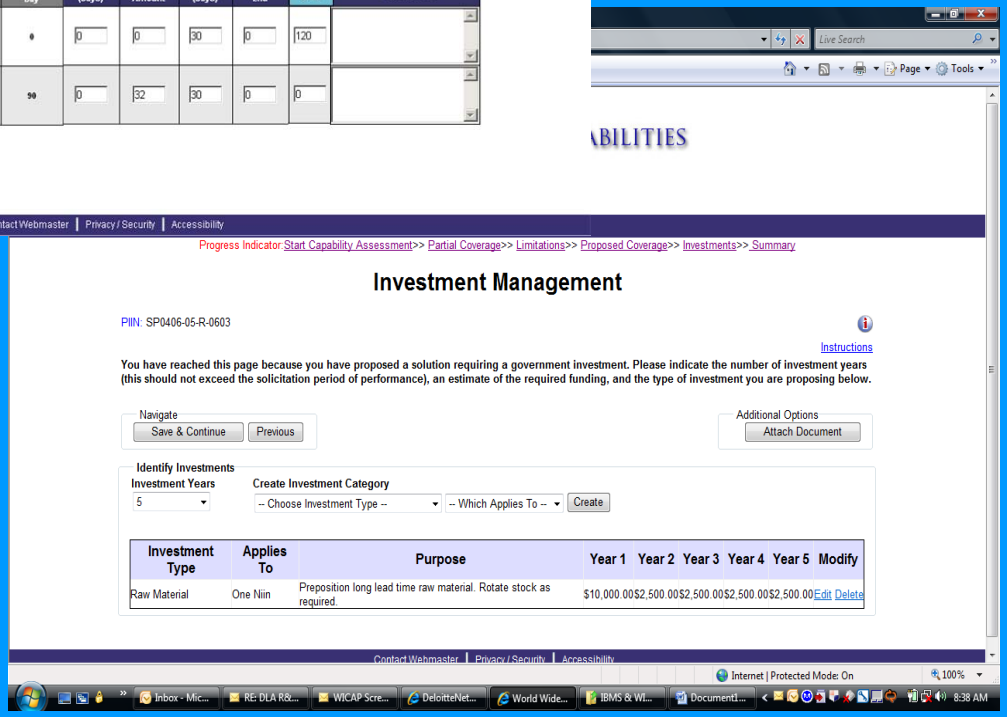
CAP Report 7

eCAP – Proposed Solution

5



6



CAP Report

eCAP - Summary

7

CAP Summary

Company Name: BearingPoint
CAGE: 54321
Date Completed: 3/18/2009
Completed by: Joe Vendor
Solicitation Number: SP000000R9999
(Formerly PIIN)

Part 1 - S&S Coverage Capability

Additional quantities of an item that must be shipped to DLA for each 30-day period, assuming you receive the order up to the full quantity at the beginning of each period.

NSN/GROUP	MWR	UI	Offered Amount	Offered Interval	Ramp Up Time In Days (If Needed)	End Days	Initiation Point For Ramp Up (days)	Surcharge	Provision Methods	Limitations
0000-00-000-0097	12	EA	20	30	0	0	N/A	0	External Supplier	
5960-00-000-0023	24	EA	40	30	0	0	N/A	0	External Supplier, Inventory	
5960-00-000-0051	65	EA	75	30	0	0	N/A	0	Production	
0000-00-000-0154	500	EA	12	30	0	0	N/A	0	Inventory	Labor, Capacity
0000-00-000-0368	32	EA	42	40	5	90	After Contract Receipt	0	Production, External Supplier	Leadtime

- **Review**
- **Edit**
- **Print**
- **Submit with Offer**

Part 2 - Description of Constraints

The Offeror certifies that the constraint is factual.

Catagory	Constraint Description
External Supplier Leadtime	Prepositioning critical lead time components will increase DBI's amounts available
Labor	Strike resolution.
External Supplier Capacity	No longer served by DHL

Part 3 - Proposed Solutions & Government Investments Required to Obtain S&S Coverage Capability

Part 3.1 - Coverage to be Gained

The Offeror certifies that they cannot deliver the stated quantities according to the surge delivery schedule without implementing the proposed solution. The Offeror also certifies that the solution offered is the most efficient method to resolve the S&S capability shortfall. If a government investment is required it is indicated in Section 3.2.

Numbers reflect data after the Proposed Solution is implemented.

NSN/GROUP	MWR	UI	Amount	Interval	Rampup Time	End Days	Safety Stock	Comments
0000-00-000-0154	500	EA	0	30	0	0	120	
0000-00-000-0368	32	EA	32	30	0	0	0	

Part 3.2 - Funding Requirement to Obtain S&S Coverage

Costs applicable to coverage gained on items in Part 3.1.

Investment Cost Details

Cost	Purpose	Applies To	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Long Lead-Time Components	asdfhjsykzg	One Niin	$500.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00

Part 4 - Group Items Detail

Here is a break down of which items are incorporated into the groups mentioned above.

Group Name	NIIN(s
group 1	

Part 5 - Uploaded Files

There are no Uploads for this Cap

Source Selection Information—See FAR 2.101 and 3.104.

Shortfall (Warstopper)

Warstopper Investment Examples

- Provide incentives for lean manufacturing initiatives
- Provide industrial equipment
- Stage raw material and subcomponents
- Industrial base maintenance contracts to maintain domestic industry
- Supplement vendor's inventory to guarantee access to commercial inventory



Class IX - Batteries



Medical Readiness



Operational Rations



Nerve Agent Antidote Auto Injector

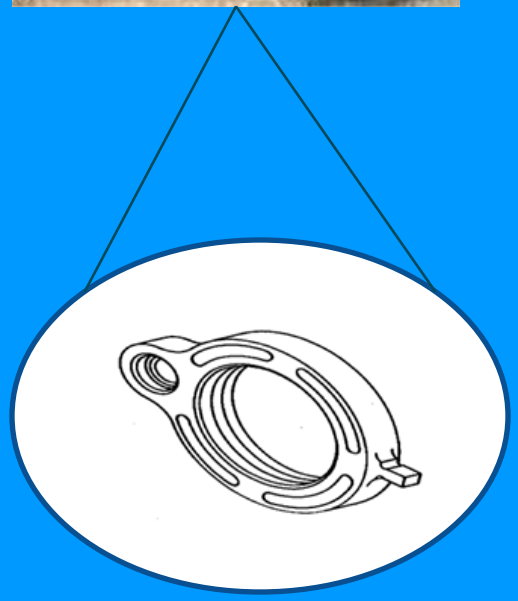


Class IX Cesium Lamp

Class IV Bastions

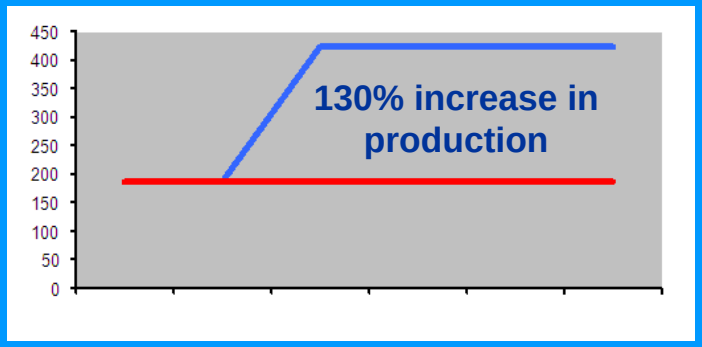
EXECUTION – WARFIGHTER SUPPORT





Hydraulic Motor Transmission Race

- **Critical transmission part for the Bradley Fighting Vehicle (BFVS) – requires special steel**
- **BFVS transmission cited as number 2 of top 5 Army readiness drivers**
- **Pre-positioned raw material and material rotation reduced the lead time for 571 to 77 days**
- **Reduced backorders**



Wartime Demand Surged 1300% above peacetime levels

EXECUTION – WARFIGHTER SUPPORT





Aircraft Hydraulic Tubing

- **84 different, low peacetime demand hydraulic tubes**
- **Tubes share similar components and manufacturing processes**
- **Contractor increased raw material safety stock at no cost**
- **Reduced Production Lead Time form 508 to 129 days and 75 days in Wartime**

Surged 1000% above peacetime levels

EXECUTION – WARFIGHTER SUPPORT





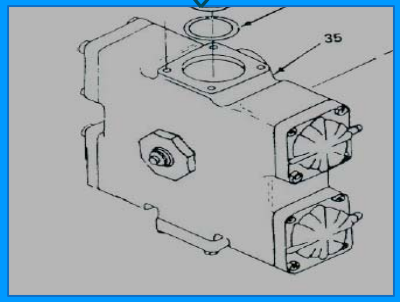
Cesium Lamp

- **Cesium lamp defeats Infrared (IR) missiles**
- **Low peacetime demand/High Wartime demand**
- **Staged raw materials & subassemblies at BAE**
- **Reduced Production Lead Time from 360 to 30 days** (*Sapphire crystal has 4-month lead time to "grow" in lab*

Reduced backorders in ½ over 6-months

EXECUTION – WARFIGHTER SUPPORT





Diaphragm Assembly

- **Critical valve system used on Reverse Osmosis Water Purification Unit (ROWPU)**
- **Sole source manufacturers' plant was destroyed by Hurricane Katrina – lost item production ~ 1 year**
- **Urgent request from Iraq for help with this part to keep systems running**
- **Surge & Sustainment coverage kept 24 ROWPUs operating**

Continuity in water supply for troops in theater

EXECUTION – WARFIGHTER SUPPORT



Reduced production lead time – 200 to 63 days



Nut, clip-on



Reduced delivery times by four months



Geotextile



Steel

Industrial Capability & Material Readiness

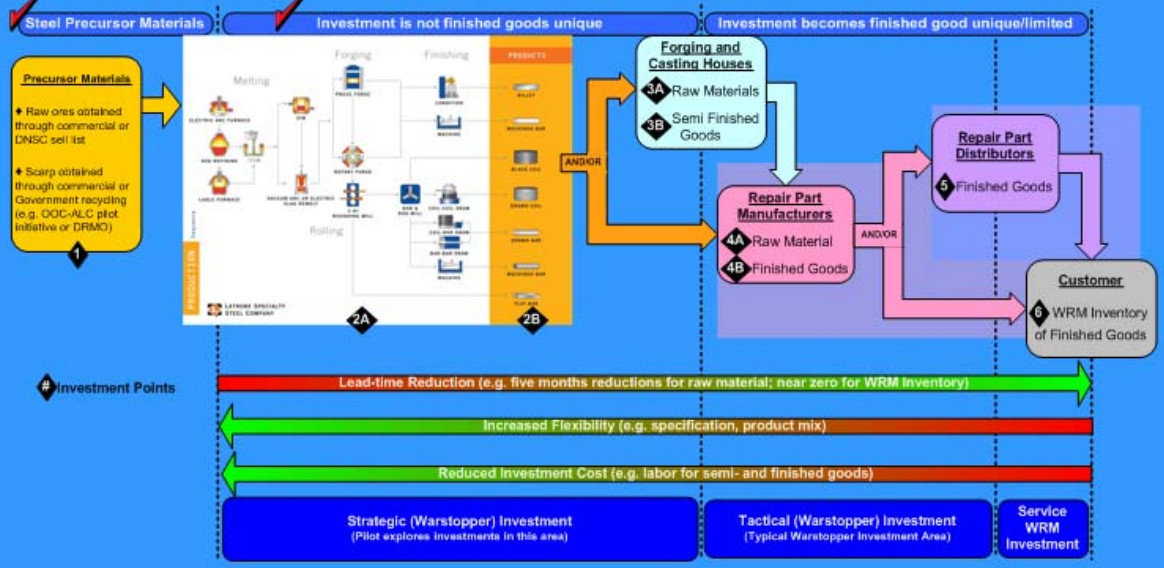
STRATEGIC MATERIAL READINESS INITIATIVES

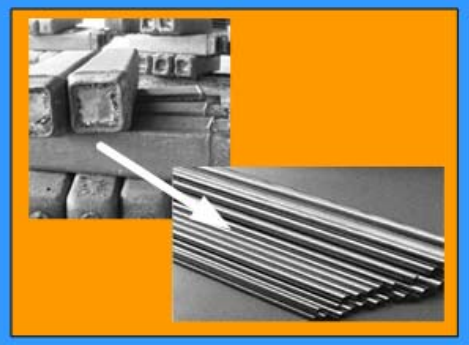
Strategic Material Readiness Initiatives

AREA	WARSTOPPER Strategic Material Project	DNSC Strategic Material Security Program
Focus	Wartime Surge & Sustainment	Peacetime & Wartime
Level	Sustainment	• Weapon System • Sustainment
Scope	DLA Procured Items	• DOD • Essential Civilian
Primary Method	Vendor-to-Vendor	• Vendor-to-vendor managed inventory • Right to recover • Government Furnished Property • Right to buy
Expertise	• Procurement • Finished product supply chains	• Procurement • Material Supply Chains

Strategic Material Project

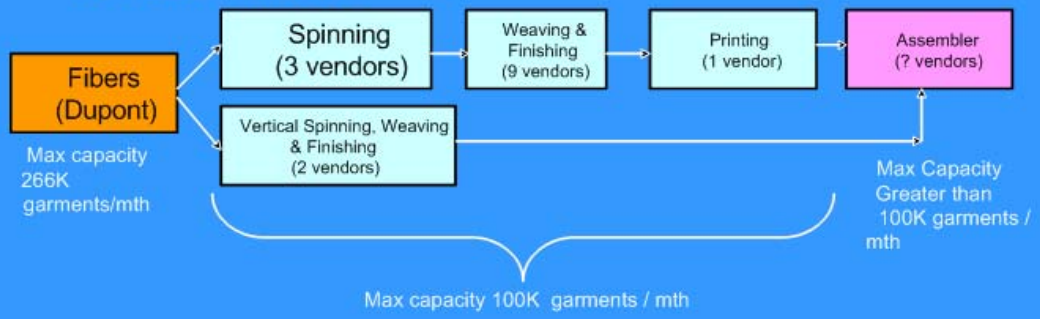
- **Strategic Metals (Steel Grade 300M & M50)**





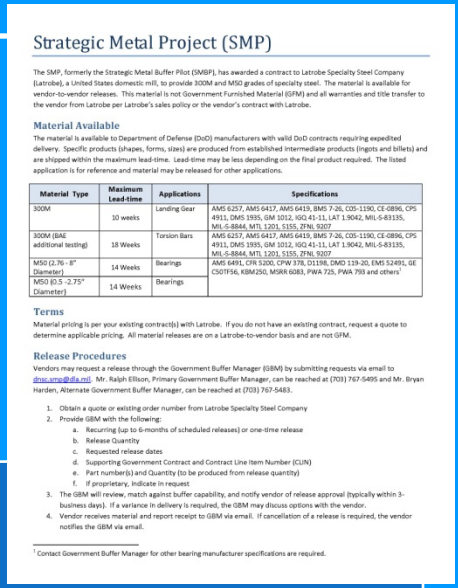
- **Reduced Lead-time**
- **Vendor-to-vendor**
- **Pedigree & Warranties**
- **Government Release**
- **Price**

- **NOMEX ® Fibers**



Strategic Material Project – Execution

- Interim procedures established –
- Material ready for GBM approved release as vendor-to-vendor sale
- Developing pilot execution test plan



Strategic Metal Project (SMP)

The SMP, formerly the Strategic Metal Buffer Pilot (SMBP), has awarded a contract to Latrobe Specialty Steel Company (Latrobe), a United States domestic mill, to provide 300M and M50 grades of specialty steel. The material is available for vendor-to-vendor releases. This material is not Government Furnished Material (GFM) and all warranties and title transfer to the vendor from Latrobe per Latrobe's sales policy or the vendor's contract with Latrobe.

Material Available

The material is available to Department of Defense (DoD) manufacturers with valid DoD contracts requiring expedited delivery. Specific products (shapes, forms, sizes) are produced from established intermediate products (ingots and billets) and are shipped within the maximum lead-time. Lead-time may be less depending on the final product required. The listed application is for reference and material may be released for other applications.

Material Type	Maximum Lead-time	Applications	Specifications
300M	10 weeks	Landing Gear	AMS 6257, AMS 6417, AMS 6419, BMS 7-26, C05-1190, CE-0896, CPS 4911, DMS 1935, GM 1012, IGQ 41-11, LAT 1.9042, MIL-S-83135, MIL-S-8844, MTL 1201, S155, ZFNL 9207
300M (BAE additional testing)	18 Weeks	Torsion Bars	AMS 6257, AMS 6417, AMS 6419, BMS 7-26, C05-1190, CE-0896, CPS 4911, DMS 1935, GM 1012, IGQ 41-11, LAT 1.9042, MIL-S-83135, MIL-S-8844, MTL 1201, S155, ZFNL 9207
M50 (2.76 - 8" Diameter)	14 Weeks	Bearings	AMS 6491, CFR 5200, CPW 378, D1198, DMD 119-20, EMS 52491, GE C50TF56, KBM250, MSRR 6083, PWA 725, PWA 793 and others[1]
M50 (0.5 -2.75" Diameter)	14 Weeks	Bearings	

Terms

Material pricing is per your existing contract(s) with Latrobe. If you do not have an existing contract, request a quote to determine applicable pricing. All material releases are on a Latrobe-to-vendor basis and are not GFM.

Release Procedures

Vendors may request a release through the Government Buffer Manager (GBM) by submitting requests via email to dnsc.smp@dla.mil. Mr. Ralph Ellison, Primary Government Buffer Manager, can be reached at (703) 767-5495 and Mr. Bryan Harden, Alternate Government Buffer Manager, can be reached at (703) 767-5483.

1. Obtain a quote or existing order number from Latrobe Specialty Steel Company
2. Provide GBM with the following:
   a. Recurring (up to 6-months of scheduled releases) or one-time release
   b. Release Quantity
   c. Requested release dates
   d. Supporting Government Contract and Contract Line Item Number (CLIN)
   e. Part number(s) and Quantity (to be produced from release quantity)
   f. If proprietary, indicate in request
3. The GBM will review, match against buffer capability, and notify vendor of release approval (typically within 3-business days). If a variance in delivery is required, the GBM may discuss options with the vendor.
4. Vendor receives material and report receipt to GBM via email. If cancellation of a release is required, the vendor notifies the GBM via email.

[1] Contact Government Buffer Manager for other bearing manufacturer specifications are required.

Material Type	Maximum Lead-time	Applications	Specifications
300M Billets	10 - weeks	Landing Gear	AMS 6257, AMS 6417, AMS 6419, BMS 7-26, C05-1190, CE-0896, CPS 4911, DMS 1935, GM 1012, IGQ 41-11, LAT 1.9042, MIL-S-83135, MIL-S-8844, MTL 1201, S155, ZFNL 9207
300M (Round bar – BAE added testing)	18 - weeks	Torsion Bars	
M50 (2.76 - 8" Diameter)	14 - weeks	Bearings	AMS 6491, CFR 5200, CPW 378, D1198, DMD 119-20, EMS 52491, GE C50TF56, KBM250, MSRR 6083, PWA 725, PWA 793 and others
M50 (0.5 -2.75" Diameter)			

National Defense Stockpile - History

- Shortages of WWI - War Industries Board recommends setting aside critical materials
- National Defense Stockpile (NDS) Program – 1939
- Executive Order 12626 – designated the Secretary of Defense as the "Stockpile Manager"
- Fiscal Year (FY) 1994,Congress authorized the sale of excess NDS inventory
  - Since 1994, commodity sales have totaled approx $7B
  - Market value of remaining NDS inventory is approx $1.6B
- 2006, concerns raised about DOD's ability to supply material for defense programs given current market conditions & increasing reliance on foreign sources of supply



National Defense Stockpile - ?

- In 2006, House Armed Services Committee (HASC) asked for review of DOD policy to dispose of NDS materials
- In 2007, Independent Study conducted by National Materials Advisory Board (National Academy of Sciences)
- In 2008, Senate Appropriations Committee (SAC) asked DoD to:
  - Describe materials critical to strategic defense interests
  - Describe domestic suppliers and their reliance on foreign sources of production
  - Describe foreign countries' efforts to stockpile critical material
  - Describe steps to ensure availability during protracted conflict
- In 2008, USD (AT&L) established a Working Group (WG) to review NAS report findings and address issued raised by Congress
- Conclusion: Establish Strategic Material Security Program (SMSP)

SMSP Status

- Report sent to Congress – April 2009
- Briefed House Arms Services Committee (HASC), subcommittee on Readiness
  - Received positive/favorable response



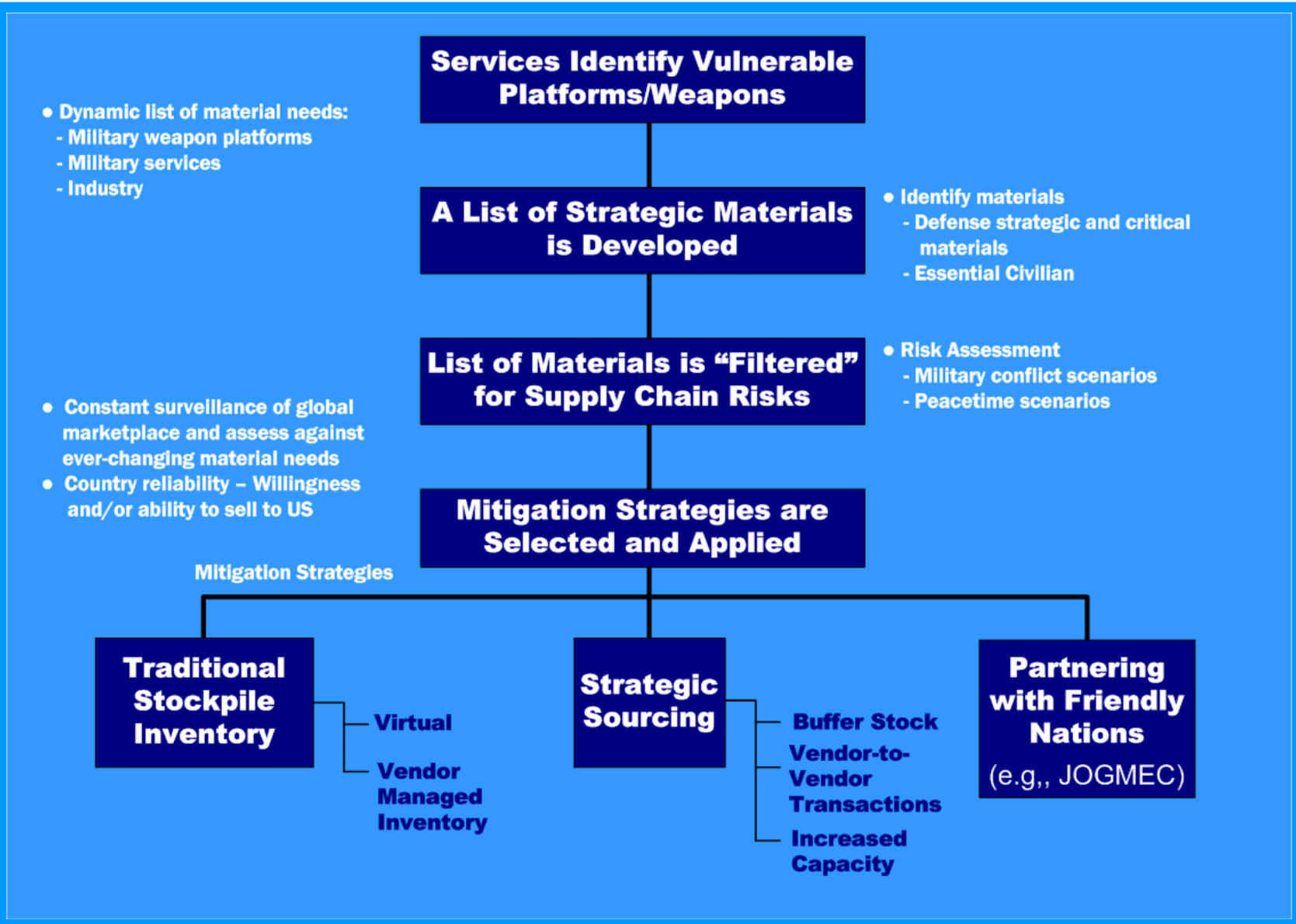



SMSP Program Concept



- Integrated, interagency approach to strategic materials management
- Military material needs in scenarios ranging from non conflict to full mobilization
- Essential civilian requirements
- Ability to quickly adapt to global market conditions to ensure material availability
  - Wide variety of risk mitigation strategies
  - Develop risk-based value propositions
  - Programmatic flexibility to efficiently and effectively acquire the right materials

SMSP Process



Risk Assessment Factors and Conditions

Factors:

- Changes in global market conditions
- Economic changes
- Geo-political issues
- Competition for scarce/limited resources
- Changes in U.S. industrial base
- Loss of access due to natural/man-made disasters

Conditions:

- National security emergency scenarios, and
- Peacetime supply disruptions scenarios

DNSC Services

- Material expertise and acquisition support
- Material risk assessments
- Provide/implement mitigation strategies
  - Ensure availability of materials
  - Lead-time reduction
  - Cost Reductions/Avoidance
- Buying agent; drawing on leveraging quantities to benefit DoD by consolidating requirements

DNSC Benefits to Military Services

- Recognized as ***material experts***
  - with global market understanding and ability to maneuver in markets without undue disruption
- Act as your ***buying agent***
  - can support military services by ensuring timely availability of materials needed to satisfy defense contracts
  - Predictable price
  - Provide "*Right-to-recover*" opportunities
- Perform role of logistics ***facilitator***
  - Ensuring the release of materials to DoD contractors, shielding the defense contracts from surging market prices and ensuring the integrity of the materials certifications

SMSP Execution

- DNSC issued solicitation to procure titanium:
  - Navy Requirement: 50,400 to 268,800 lbs over 4 years
  - Army Requirement: 10,000 to 100,000 lbs annually;
    provided 10,000 lbs of offal material as feedstock
- Solicitation incorporated:
  - Army receive a "credit" for the offal material provided as feedstock
  - "*Right to recover*" opportunity included
- Small scale procurement for Army resulted in approximately $1M cost avoidance
- Collaborating with Army to expand the procurement to a much larger scale



Readiness Initiatives - Next Steps

- Outreach to Military Services and industry to learn about material needs and issues
  - Attendance at DoD sponsored conferences (e.g., DMC)
- Establish a process to compile “live” data on materials used in weapon systems
- Phase 1 of Strategic Material Management System (S2SM) to support Strategic Material Project (SMP)

S2MS Phase 1

- Management tool for strategic materials
- Collect part to material mapping (requirements)
  - Defense material requirements
  - Identify material for risk assessment
  - Impacts of MERIT & REACH
- Catalog of available materials (risk mitigation strategies)
- Coordinate material release requests (execution)

Material Availability Summary:

Company:
CAGE/DUNS: MAN9X
Completed By: Evgeni Malkin
Inquiry Reference: 577650678

Material Available

Part Number	Part Name	Material Grade	Specification	Form	Available	Source	Request Release	Request Assistance
200	Torsion Bar Left	300M	BMS 7-26	Bar, Round	Yes	Smith Steel	☑	☐
201	Torsion Bar Right	M50	PWA 725	Bar, Round	Yes	Davey Jones Locker	☐	☐

BRAC 2005
Supply and Storage Decisions



Land & Maritime Supply Chains
Business Conference & Exhibition
August 2009



BRAC 2005 – Why?

Why BRAC 2005?

BRAC 2005 allowed DOD the opportunity to asses its installation infrastructure to ensure it is best sized and positioned to support emerging mission requirements for our national security needs.

Strategic Principles

- ✓ Maximize warfighting capability efficiently
- ✓ Realign our infrastructure to meet the future defense strategy
- ✓ Capitalize on opportunities for joint activity
- ✓ Eliminate excess capacity to maximize operational capability



BRAC 2005 – What?

What is BRAC 2005?

The Office of the Secretary of Defense (OSD) outlined three Supply and Storage decisions as part of BRAC 2005:

- Commodity Management Privatization
- Depot-Level Reparable (DLR) Procurement Management Consolidation, including Consumable Item Transfer (CIT)
- Supply, Storage, and Distribution (SS&D) Management Reconfiguration

BRAC is Law

BRAC legislation…

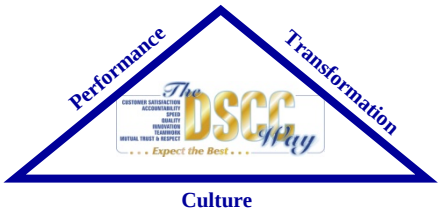
DLR

- Transfers the procurement management of all new military service DLRs to DLA

SS&D

- Consolidates the supply, storage, and distribution functions and associated inventories at the current DLA Defense Distribution Depots with the military services' maintenance activities to support operations, maintenance, and production
- Creates four CONUS support regions, each having one Strategic Distribution Platform (SDP) and one or more Forward Distribution Points (FDP)

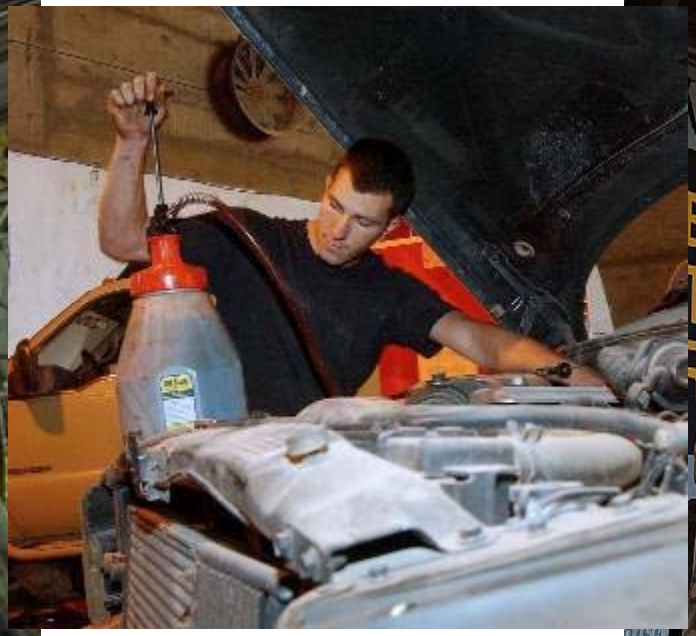


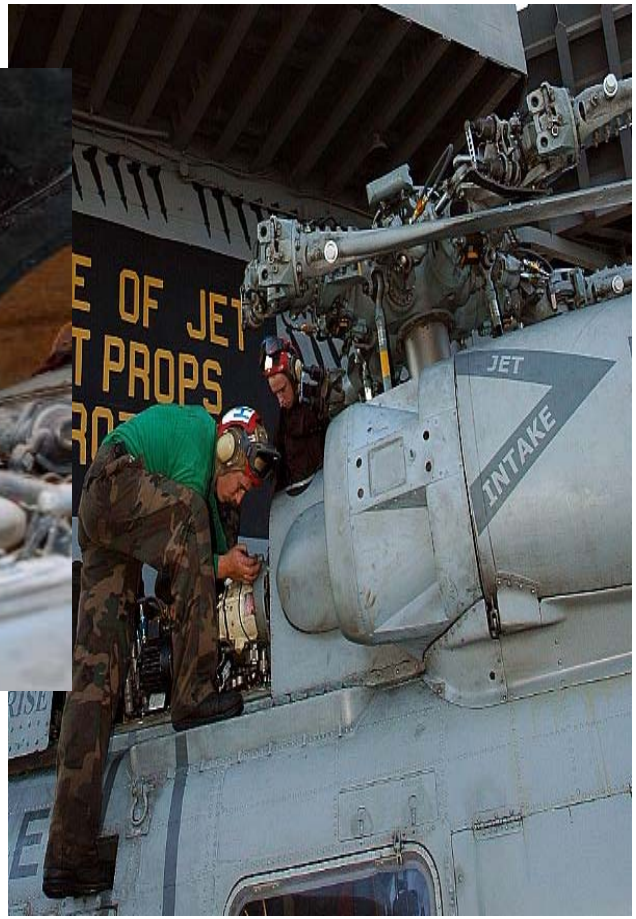


Depot-Level Reparable (DLR) Procurement Management Consolidation

What is...a DLR?







Depot-Level Reparable
The Decision

…realigns or relocates the procurement management and related support functions for the procurement of depot-level reparables (DLR) to the Defense Logistics Agency....

Saves DOD $ by leveraging all procurement buys and managing them within a single agency!

Depot-Level Reparable Post-BRAC Business Model

A single, integrated new DLR procurement management provider supporting all Service requirements by FY 11:

- A single face to industry for all new DLR procurement
- DoD fully leveraging its DLR buying power
- Reduced inventory
- Commercial partners maintaining a single procurement management strategic partnership
- Four military Service Inventory Control Points close

DLA Strategic Partners & Top MILSVC Suppliers

Synergy Across Military Services – Opportunities to Leverage DoD Buying Power

Military Service Top Vendors (2003-2005)				
DLA Strategic Partners	**Air Force**	**Army**	**Navy**	**Marine Corps**
General Electric	General Electric	Goodyear	General Electric	Canadian Commercial Corp
Boeing	United Technologies	AM General	Bell Boeing Joint Project Office	Raytheon
Textron	Dynamic Gunver Technologies	Boeing	Boeing	Ronal Industries
Oshkosh	GKN Aerospace	Lockheed Martin	Sikorsky	Rodelco Electronics
Honeywell	Rolls Royce	Oshkosh	All Tools Inc	Mantech Systems Engineering
Rolls Royce	Parker Hannifin	Purdy Corp	Raytheon	Lockheed Martin
AM General	Kaiser Electronics	Honeywell	Lockheed Martin	L-3 Communications
Goodrich Corp	Northrop Grumman	General Electric	Bell Helicopter/Textron	Northrop Grumman
Parker Hannifin	Raytheon	Bell Helicopter/Textron	Hamilton Sundstrand	Centron Industries
Sikorsky	Goodrich Corp	DRS Optronics	Rolls Royce	Wendon Company
Hamilton Sundstrand	Hamilton Sundstrand	General Dynamics	Canadian Commercial Corp.	Carleton Life Support Systems
Dresser Rand	CFM International	Raytheon	Northrop Grumman	Harris Corp
Eaton Corp	BAE Systems	Pacific Harness and Cable	BAE Systems	Detroit Diesel
Canadian Commercial Corp	Honeywell	Sikorsky	United Technologies	Oshkosh
Pratt & Whitney	Boeing	CE Niehoff & Co	L-3 Communications	Aegis Power Systems
Northrop Grumman	AAR Parts Trading Inc	Fenn Manufacturing		Communications & Power Industries
Lockheed Martin	EFW Inc	Hutchinson Industries		Sensis Corp
General Dynamics		GTA Containers		System Technical Support Corp
BAE Systems		Cummins Inc		General Dynamics
Smiths Aerospace				
Raytheon				
Moog				
United Defense LP/BAE				
Alcoa Global Fasteners				
Aircraft Braking Systems				
Warren Pumps				
Avibank				
York				

DLA
Air Force
Army
Navy
Marine Corps

DLA Strategic Partners & Top MILSVC Suppliers

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DLA Strategic Partners	**Air Force**	**Army**	**Navy**	**Marine Corps**
General Electric	***General Electric***	***Goodyear***	***General Electric***	***Canadian Commercial Corp***
Boeing	***United Technologies***	***AM General***	Bell Boeing Joint Project Office	***Raytheon***
Textron	Dynamic Gunver Technologies	***Boeing***	***Boeing***	Ronal Industries
Oshkosh	GKN Aerospace	***Lockheed Martin***	***Sikorsky***	Rodelco Electronics
Honeywell	***Rolls Royce***	***Oshkosh***	All Tools Inc	Mantech Systems Engineering
Rolls Royce	***Parker Hannifin***	Purdy Corp	***Raytheon***	***Lockheed Martin***
AM General	Kaiser Electronics	***Honeywell***	***Lockheed Martin***	L-3 Communications
Goodrich Corp	***Northrop Grumman***	***General Electric***	***Bell Helicopter/Textron***	***Northrop Grumman***
Parker Hannifin	***Raytheon***	***Bell Helicopter/Textron***	***Hamilton Sundstrand***	Centron Industries
Sikorsky	***Goodrich Corp***	DRS Optronics	***Rolls Royce***	Wendon Company
Hamilton Sundstrand	***Hamilton Sundstrand***	***General Dynamics***	***Canadian Commercial Corp.***	Carleton Life Support Systems
Dresser Rand	CFM International	***Raytheon***	***Northrop Grumman***	Harris Corp
Eaton Corp	***BAE Systems***	Pacific Harness and Cable	***BAE Systems***	Detroit Diesel
Canadian Commercial Corp	***Honeywell***	***Sikorsky***	United Technologies	***Oshkosh***
Pratt & Whitney	***Boeing***	CE Niehoff & Co	L-3 Communications	Aegis Power Systems
Northrop Grumman	AAR Parts Trading Inc	Fenn Manufacturing		Communications & Power Industries
Lockheed Martin	EFW Inc	Hutchinson Industries		Sensis Corp
General Dynamics		GTA Containe		System Technical Support Corp
BAE Systems		C mins In		***General Dynamics***
Smiths Aerospace				
Raytheon				
Moog				
United Defense LP/BAE				
Alcoa Global Fasteners				
Aircraft Braking Systems				
Warren Pumps				
Avibank				
York				

Significant Overlap in Top Suppliers

DLA Unique
Air Force Unique
Army Unique
Navy Unique
Marine Corps Unique
DLA/Military Service Common Supplier

BRAC 2005



Implementation

Columbus BRAC Team

Don Schulze, Chief of Columbus BRAC Office

Responsible for the successful implementation of all BRAC 2005 Decisions.

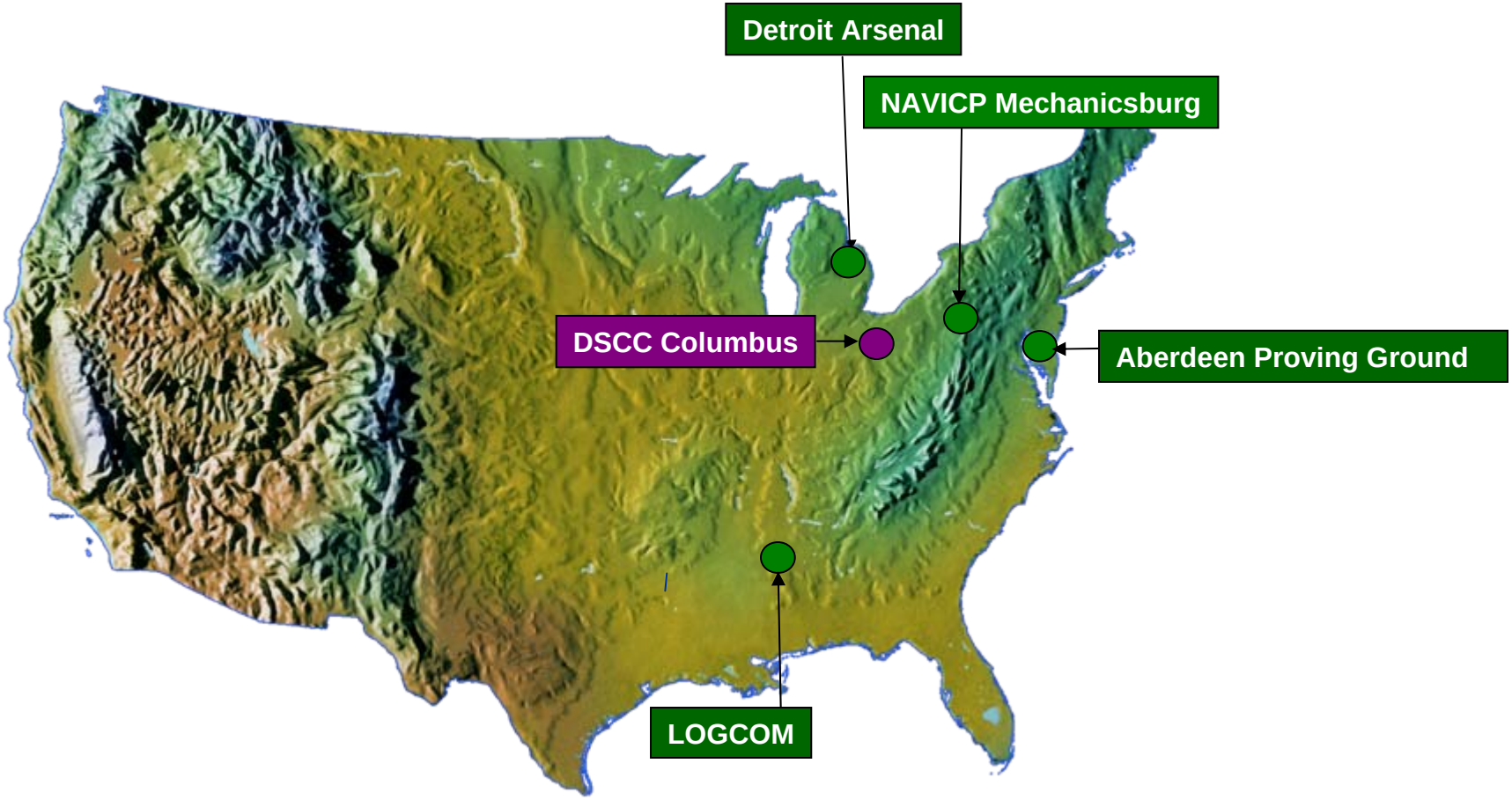
Natalie Alter, DLR Lead

Responsible for project management of LOGCOM, Rock Island and CECOM.

Joel Peck, Transformation Manager

Responsible for working closely with each DLR Chief of Contracting Officer and each SS&D Site Commander to ensure the transition from the services to DLA is smooth.

DSCC's DLR BRAC Locations



● DLR Sites

Chief of Contracting Officers
DSCC Detachments



Mr. Doug Nevins
DLA Mechanicsburg



Ms. Ellen Dennis
DLA Warren

DLA Mechanicsburg
An Overview



Presented at the
DSCC Business Conference
18/19 August 2009

DLA Mechanicsburg

Topics We'll Cover

- Our Organization
- Our Customer
- Our Supplier Partners
- Business Opportunities







DLA Mechanicsburg…

Our Organization

We contract for Navy Depot Level Reparables



Director
Doug Nevins

Spend ~ $250M per year
Award ~ 8000 Contracts



HM&E Department
Jim Komaromy



Communications & Surv. Dept
Jim Hartman



Combat Systems Department
Tony Abate

DLA Mechanicsburg…
Our Organization

Customer-centric + Supplier Overlay

41 FTE + 1 SB/CA + 1 Legal

Chief of Contracting
Director: Doug Nevins
Secretary: Denise Palmer

ZIA – HM&E
Jim Komaromy – x2854

- Robert Petrie, ZIA1 – x7308
- Jeff Taylor, ZIA2 - x3093
- Becky Lohr, ZIA3 – x6159
- Tonya Nearhood, ZIA4 - x6042
- Deb Paules, ZIA5 - x2719
- Jan Seitz, ZIA6 – x6475
- Karen Stoyanoff, ZIA7 x2299
- Caroline Marconi, ZIA8 – x4324
- Emily Bear, ZIA9 – x5885
- Randy Keebaugh, ZIA10x7301
- James Stuart, ZIA11 - x6472

ZIB – Comm./Surv.
Jim Hartman – x4253

- Rick Callahan, ZIB1 - x6081
- Amy Puchalsky, ZIB2 - x6436
- Sandy Jones, ZIB4 - x6166
- David E. Snyder, ZIB3 – x2367
- Melanie Pepperman, ZIB9 -x3056
- Bernadette Varner, ZIB10 - x3934
- Mark Mahey, ZIB5 - x6352
- Craig Hertzog, ZIB8 - x3459
- Scott Lesh, (ZIB6 – x7316
- Lori Brulo, Metrics Analyst, ZIBPM – x4238
- Joanne Miller, Resource Mgt, ZIBPA - x1303
- Jody Hair, Proc Support, ZIBPT – x3355

ZIC – Combat Systems
Tony Abate – x2016

- Tammy Adams, ZIC1 - x5909
- Jennifer Bell, ZIC2 - x1551
- Doug Messner, ZIC3 - x5856
- Trent Roach, ZIC4 - x3674
- Rick Zmuda, ZIC5 - x1703
- Mike Decker, ZIC7 - x4264
- Jim Diehl, ZIC8 - x7310
- Larry Eichelberger, ZIC9 -x6449
- Art Machamer, ZIC10 - x4077
- Sue Middleton, ZIC11 - x2802
- Craig Nye, ZIC12 - x2713
- Kevin Smith, ZIC13 - x1435
- Michael Allerdyce, ZIC6 – x4436

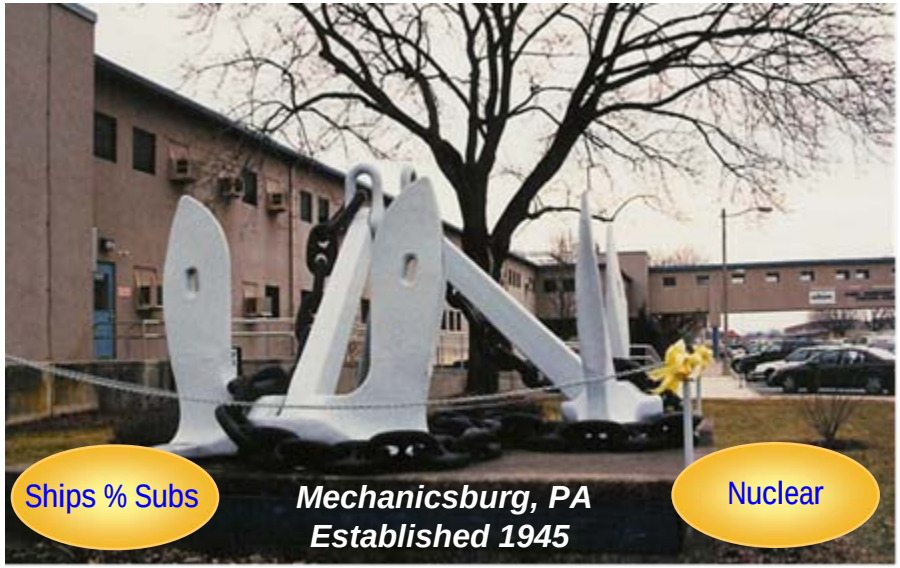
NSPS (5)
Trainee (3)
Staff (3)

All Volunteers

All have Warrants
(except Trainees)

DLA Mechanicsburg…

Our Customer - NAVICP





Since 1995 … One Command Two Sites



110 mi on PA Turnpike

NAVICP-M

NAVICP-P



DLA Mechanicsburg…
Who we Support for NAVICP

AFLOAT


Carrier Aircraft


Marine Corps Aviation


Surface Ships


Helo Detachments


Submarines

2,425 Aircraft
10,161 Aircraft Engines
14 Air Launched Missile Types

11 Carriers
70 Submarines
205 Surface Ships
104 Nuclear Reactor Plants

ASHORE


Naval Air Stations


Marine Corps Air Stations

Other Services and Gov't Agencies
Coast Guard

NAVAIR NAVSEA NAVY SPAWAR
Program Managers

FOREIGN MILITARY SALES



Over 80 Countries,
2,249 Aircraft
652 Ships

MAINTENANCE

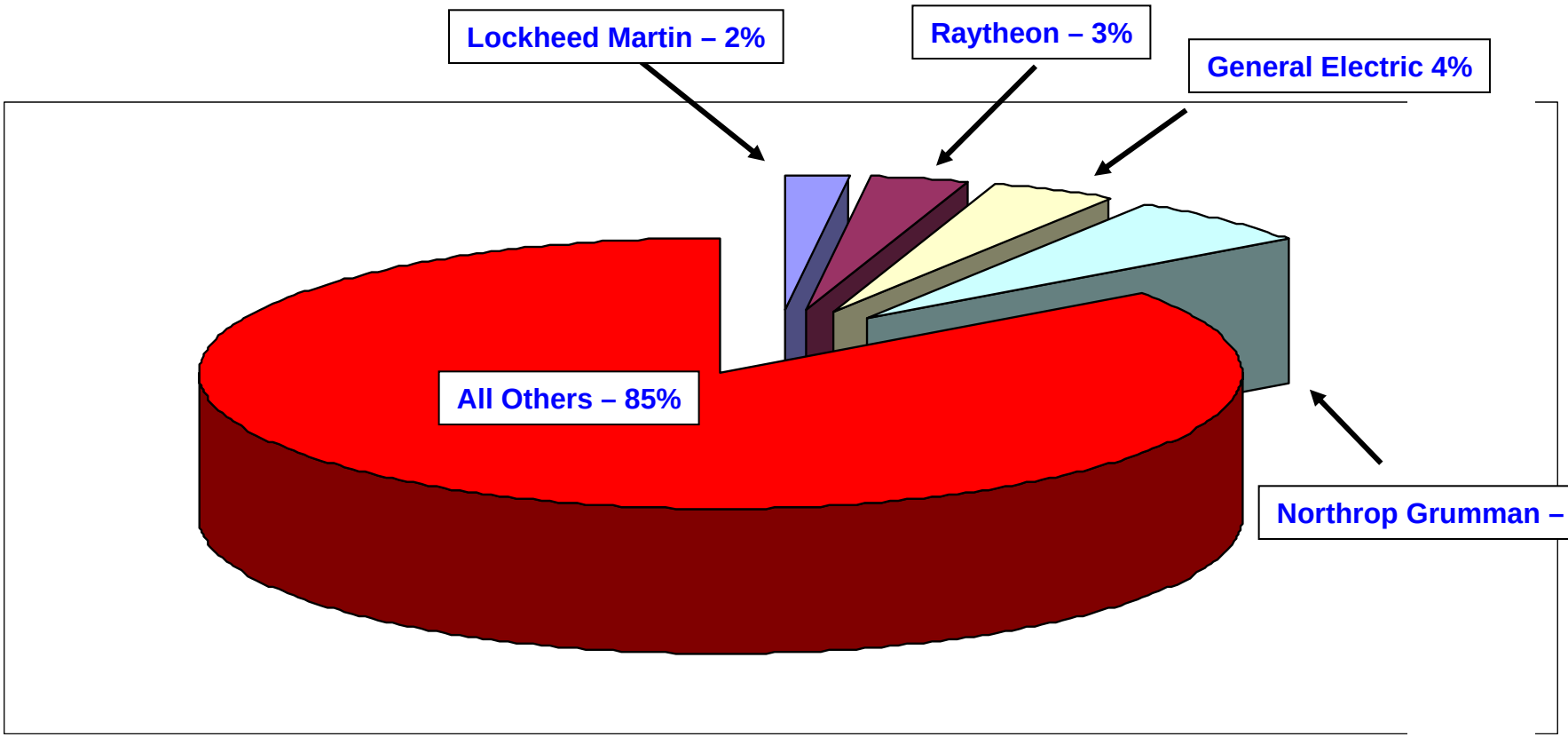

Navy Depots

Other Service Depots


Contractor Depots

DLA Mechanicsburg…

Our Supplier Partners



FY08 Spend $245M to 1,284 Vendors – "Dispersed Spend"
50 CAGES over $1M – 363 CAGES over $100K

DLA Mechanicsburg…

Business Opportunities



- Navy Web-Site **(used by DLA Mechanicsburg)**
- Synopses & open solicitations are posted for public viewing
- Vendors view/download solicitations with link to order or view drawings for a solicitation
- Vendors may submit “quotes” electronically
- Vendors may register for automatic notice of Navy business opportunities by Navy Activity (SPRMM1) by Federal Supply Class
- Vendors may register for automatic email notice of Award – Contact PCO

DLA-Warren

Overview and Opportunities



18-19 August 2009

Presented by: Ellen Dennis

DLA Warren

What is DLA-Warren?

BRAC 2005 Decision:

- Class IX items (DLR parts) transfer from Services to DLA
- “As is / Where is” Philosophy
- 9 Detachments planned throughout U.S.
- DLA Warren reports to DSCC
- Virtually no difference except Solicitation and Award numbers changed from “W56HZV” to “SPRDL1”

DLA Warren

DEPOT LEVEL REPARABLES

Weapon Systems:

- MRAP
- HEMTT
- HMMWV
- ABRAMS
- BRADLEY
- CRANES
- LOADERS
- TRUCKS
- PALADIN/FAASV
- TRAILERS
- M113 FOV

Support Items:

Transmissions
Engines
Pistons
Crankshafts
Valves
Wiring Harnesses
Pumps
Cylinder Assemblies
Track
Winches
Radiators
Hydraulics
Containers
Compressors
Tool Kits
Tool Sets
Generators
Axle Assemblies
Road wheels
Nozzles
Fuel Tank
Wheel & Tire Assemblies
Bodies
Brake Parts

Customers:

- TACOM LCMC ILSC
- MRAP PM

DLA Warren

WEAPON SYSTEMS WE SUPPORT



ABRAMS TANK



IHMEE LOADER



JLG CRANE



M113 FOV



M915 HEAVY TRUCK



M1095 5 TON TRAILER

DLA Warren

WEAPON SYSTEMS WE SUPPORT



BRADLEY FIGHTING VEHICLE



MRAP



OSHKOSH HEMTT



PALADIN

DLA Warren

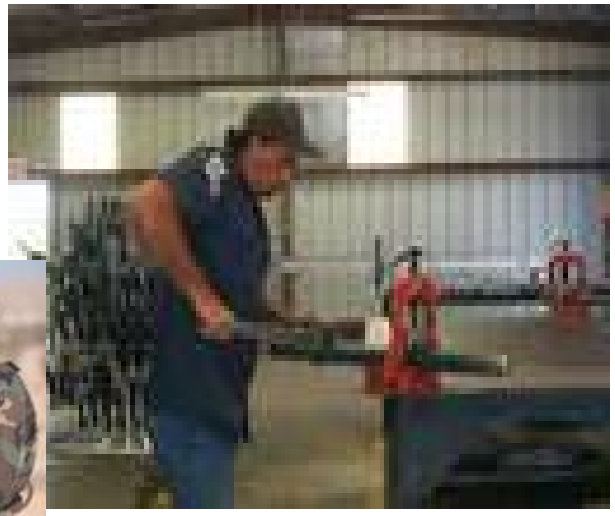
DLA's Land and Maritime Supply & Demand Chain Manager

Industry Supporting the Soldier















DLA Warren

What are the types of parts we buy? Here is a sample…

…Accelerometer, Armor, Bearings, Brackets, Cables, Cylinders , Display, Drive Unit, Electronic Assembly, Engine, Feeder, Fixture, Gage, Gearbox, Harness, Hose, Illuminator, Indicator, Keyboard, Kit, Laser, Launcher, Manifold, Microcircuit, Navigation, Neck assy, Optics, Panels, Plates, Range Finder, Regulator, Semiconductor, Sensor, Thermal Imaging, Tool Kit, Utility Box, Valve, Window, Wiring Harness, Yoke…

DLA Warren

We are still part of the TACOM Community!

DLA WRN uses TACOM PROCNET to post opportunities:

http://contracting.tacom.army.mil

Again, no difference to vendors when bidding on TACOM or DLA-WRN solicitations

TACOM Procurement Network - ProcNet - Microsoft Internet Explorer

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Address http://contracting.tacom.army.mil/default.asp Go Links

| TACOM-Anniston | TACOM-Picatinny | TACOM-Red River | TACOM-Rock Island | TACOM-Sierra | TACOM-Warren | TACOM-Watervliet

skip to Text Navigation

PROCNET

TACOM Procurement Network

Finding Opportunities Across Gov't. Agencies

TACOM Links

- Our Vision & Mission
- TACOM APBI Est. Future Buys
- Comp Advocate's Shopping List
- TACOM Small Bus Office
- TACOM Home Page



Other Opportunities

- FedBizOpps
- Army Single Face to Industry

Superior Contracting Supporting Our Warfighters

Home - Federal Business Opportunities: Home - Windows Internet Explorer

https://www.fbo.gov/index?cck=1&au=&ck=

Live Search

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Page

★ FedBizOpps.gov

Federal Business Opportunities

IAE E-GOV USA.gov

Home | General Info | News | Opportunities | Agencies | Privacy



Welcome to FBO.gov, the U.S Government's one-stop virtual marketplace. Through this single point-of-entry, commercial vendors and government buyers are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.

Find Opportunities

NO REGISTRATION REQUIRED

Advanced Search ▸ View By Agency ▸

Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

Login

- View Opportunities
  No login is required to view opportunities.
- Register Now
- Password Reminder
- Recovery FAQs

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

Login

- Find Opportunities
  No login is required to view opportunities.
- Register Now
- Password Reminder
- Recovery FAQs

QUICK SEARCH

Go

Advanced Search

RECOVERY

FBO now contains Recovery and Reinvestment Act actions.

SEARCH RECOVERY OPPORTUNITIES

SEARCH RECOVERY AWARDS

DEMONSTRATION VIDEOS

Training videos are now avalable to familiarize users with the features and functionality of the new FBO.

Watch the Videos ▸

FBO BID MODULE LAUNCHED

This new feature allows for the electronic submission and review of vendor responses to a notice. For more details, please review the updated user guides below.

Acquisition Business Web Site - Windows Internet Explorer
https://acquisition.army.mil/asfi/
Live Search
Acquisition Business Web Site
Page

Army Single Face to Industry (ASFI)
Acquisition Business Web Site

"Serving the U.S. Army Acquisition Community"

The ASFI web site will be down for maintenance
Friday, April 10 at 1700 (Central) until Sunday, April 12.
Thank you, The ASFI Team

Effective immediately, the ASFI support email address has changed to ASFI@conus.army.mil.

Please visit the What's New (.doc) section at ASFI to see recent additions to our website.

Privacy & Security Notice (E) | Accessibility Information Notice (E) | Freedom of Information Act (FOIA) Notice (E)

ASFI Business Opportunities

- Contracting Opportunities Search
- Combined Synopsis/Solicitation Search
- ASFI Frequently Asked Questions
- ASFI for Government Personnel

Acquisition Tool Set

- Web Browser Plugins/Certificates
- ASFI Users Guide (.doc)

ASFI for Industry

- Vendor Notification Service
- Vendor Bid History
- Procurement Notifications
- Online Representations and Certifications Application (ORCA) (E)

pprovals (J&A) Search New

Select a site from the list below and press GO!
AMC Home Page (E)
AMC Major Subordinate Commands (MSC) and Activities (E)
Government Industry Data Exchange Program (GIDEP) (E)
Federal Business Opportunities (E)
Navy Electronic Commerce On-Line (NECO) (E)
OSA(ALT) Online (E)

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Address http://contracting.tacom.army.mil/default.asp Go Links

| TACOM-Anniston | TACOM-Picatinny | TACOM-Red River | TACOM-Rock Island | TACOM-Sierra | TACOM-Warren | TACOM-Watervliet

skip to Text Navigation

PROCNET

TACOM Procurement Network

Click on TACOM Warren MI



TACOM Links

- Our Vision & Mission
- TACOM APBI Est. Future Buys
- Comp Advocate's Shopping List
- TACOM Small Bus Office
- TACOM Home Page

Other Opportunities

- FedBizOpps
- Army Single Face to Industry

Superior Contracting Supporting Our Warfighters

TACOM-Warren Electronic Contracting - ProcNet - Microsoft Internet Explorer

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Address http://contracting.tacom.army.mil/opportunity.htm Go Links

Home | Business Opportunities | Contracts

ProcNet Warren

TACOM LCMC Procurement News

Business Opportunities

Top - quick links to Acquisition Information.

Scroll down - to see Business Opportunity links.



PROCNET User's Guide | Acquisition Info | Quick Reference Guide | Vendor Registration | Site Index | Tech Data Help | Questions

Web Based Bid Submission using Army Single Face to Industry (ASFI) Bid Response System (BRS) is now available.

Search for Solicitations through FedBizOpps or ASFI Search Engines.

Open Solicitations:

- Open & On-the-Street Solicitations
- Major Systems
- Commercial Vehicles & Items
- Service Contracting & Acquisition Support
- Research & Development

Drafts & Other Notices:

Draft Solicitations

Market Surveys & Sources Sought Notices

Broad Agency & Research Announcements

Future & Potential Buys

LEAN Thinking

Contracts, Mods, & Other Info

Awarded Contracts, Orders & Modifications

Instructions for TACOM Technical Data

TACOM QSL (Qualified Supplier Lists)

Federal Business Opportunities (FedBizOpps)

TACOM-Warren Electronic Contracting - ProcNet - Microsoft Internet Explorer

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Address http://contracting.tacom.army.mil/opportunity.htm Go

Major areas where business Opportunities are found

Search for Solicitations through FedBizOpps or ASF1 Search Engines.

Open Solicitations:

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BPA for BRAC Services

Closed Solicitations

Contracts, Mods, & Other Info

Awarded Contracts, Orders & Modifications

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TACOM QSL (Qualified Supplier Lists)

Federal Business Opportunities (FedBizOpps)



Contractor Forms

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Superior Contracting Supporting Our Warfighters

Business Opportunities - Solicitations | Other Official Documents | Acquisition Information for Contractors

TACOM-Warren Electronic Contracting - ProcNet - Microsoft Internet Explorer

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Address http://contracting.tacom.army.mil/opportunity.htm Go

Click here to view current solicitations

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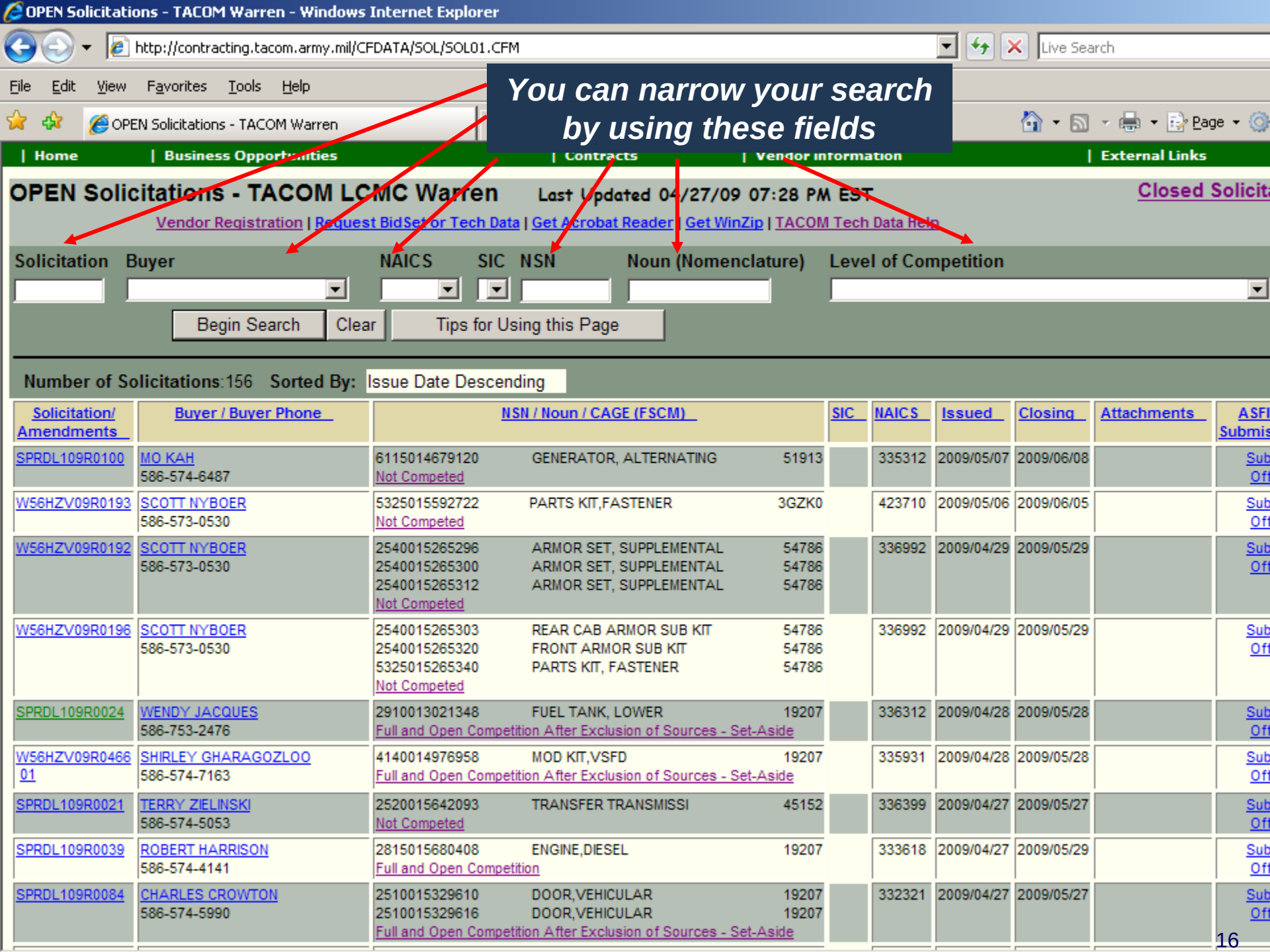


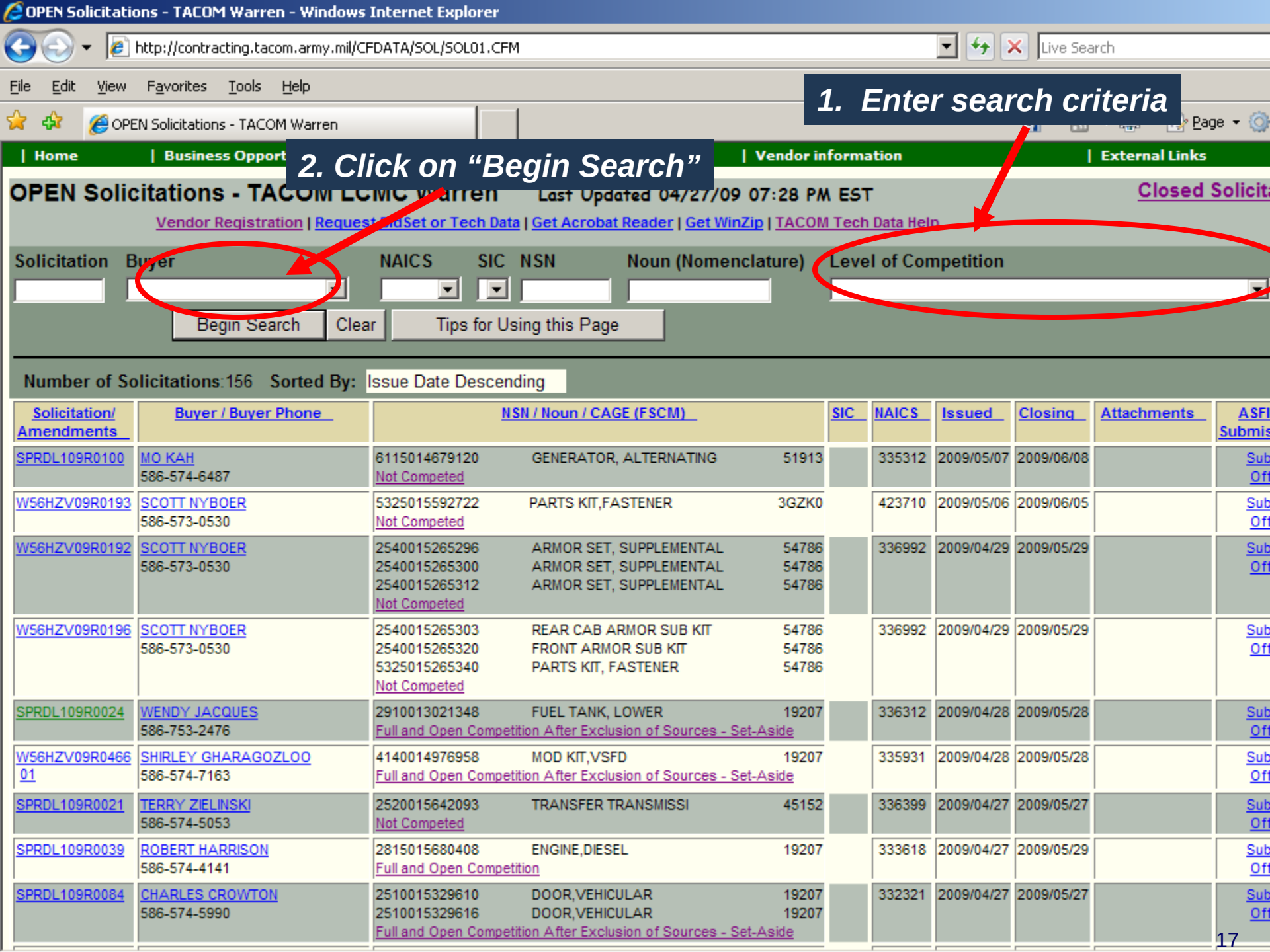
Contractor Forms

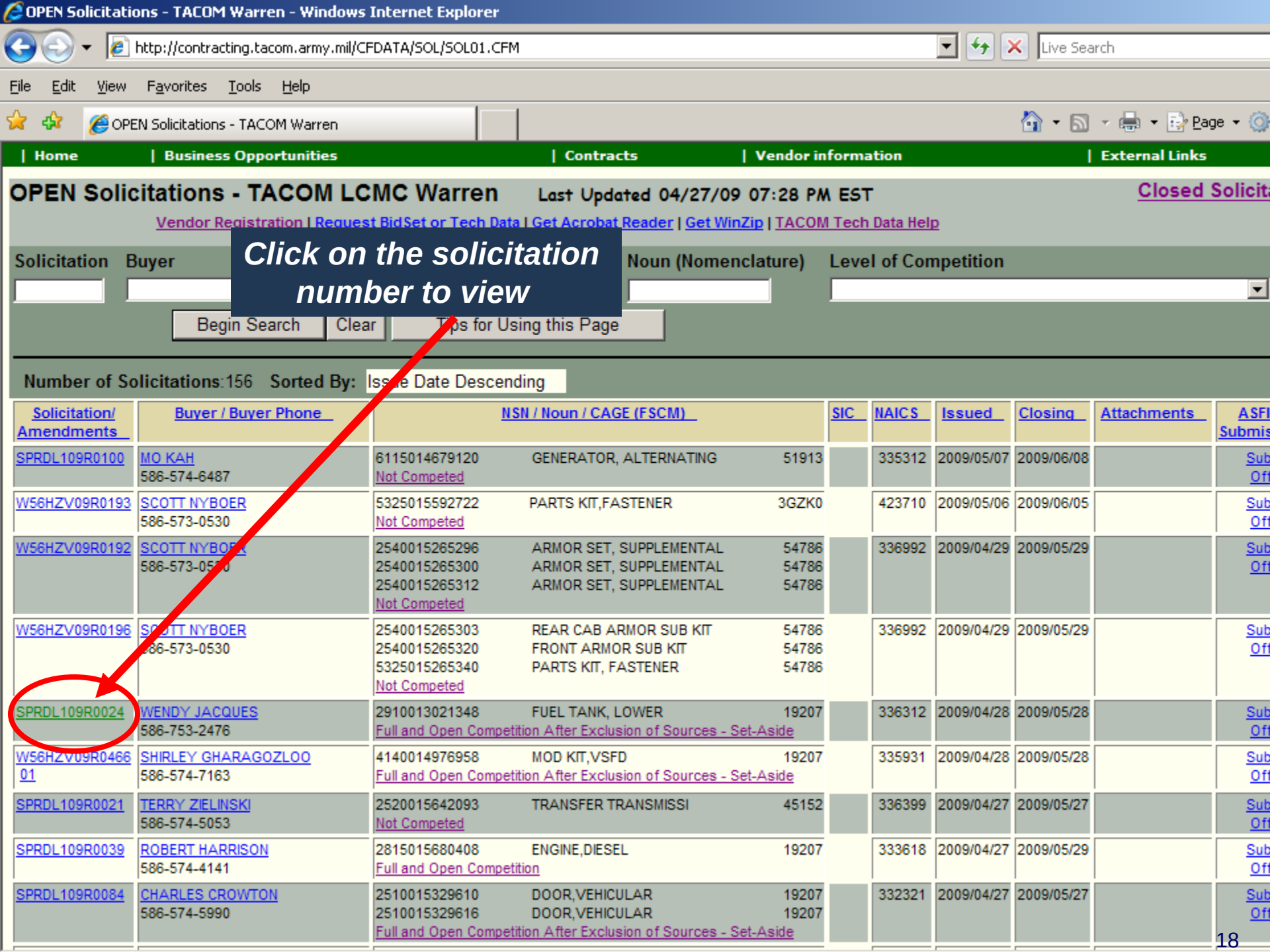
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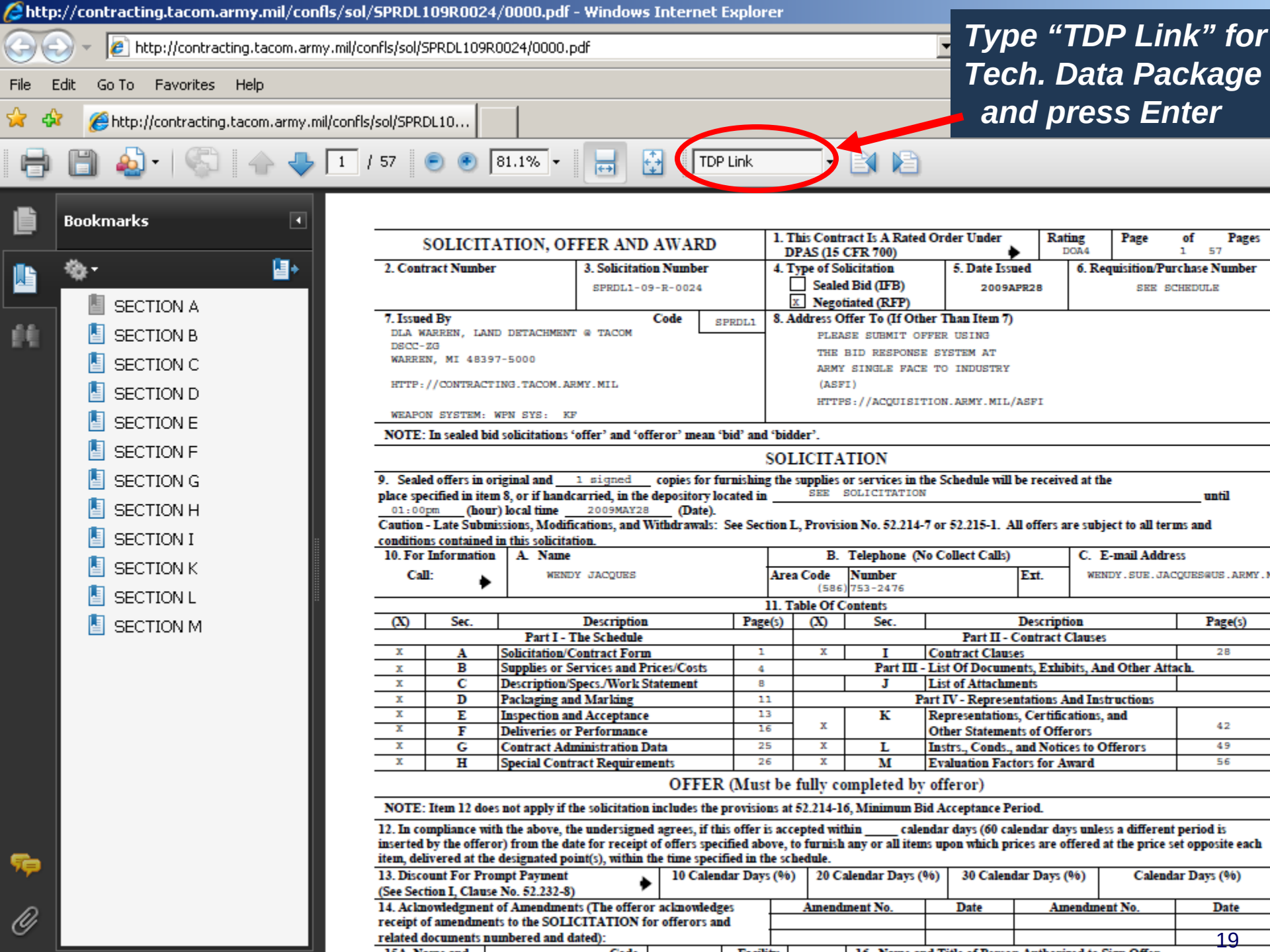
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Solicitation
Buyer
NAICS
SIC
NSN
Noun (Nomenclature)
Level of Competition
Begin Search
Clear
Tips for Using this Page
Number of Solicitations: 156
Sorted By: Issue Date Descending
Solicitation/ Amendments
Buyer / Buyer Phone
NSN / Noun / CAGE (FSCM)
SIC
NAICS
Issued
Closing
Attachments
ASFI Submis
SPRDL109R0100
MO KAH
586-574-6487
6115014679120 GENERATOR, ALTERNATING 51913
Not Competed
335312
2009/05/07
2009/06/08
W56HZV09R0193
SCOTT NYBOER
586-573-0530
5325015592722 PARTS KIT,FASTENER 3GZK0
Not Competed
423710
2009/05/06
2009/06/05
W56HZV09R0192
SCOTT NYBOER
586-573-0530
2540015265296 ARMOR SET, SUPPLEMENTAL 54786
2540015265300 ARMOR SET, SUPPLEMENTAL 54786
2540015265312 ARMOR SET, SUPPLEMENTAL 54786
Not Competed
336992
2009/04/29
2009/05/29
W56HZV09R0196
SCOTT NYBOER
586-573-0530
2540015265303 REAR CAB ARMOR SUB KIT 54786
2540015265320 FRONT ARMOR SUB KIT 54786
5325015265340 PARTS KIT, FASTENER 54786
Not Competed
336992
2009/04/29
2009/05/29
SPRDL109R0024
WENDY JACQUES
586-753-2476
2910013021348 FUEL TANK, LOWER 19207
Full and Open Competition After Exclusion of Sources - Set-Aside
336312
2009/04/28
2009/05/28
W56HZV09R046601
SHIRLEY GHARAGOZLOO
586-574-7163
4140014976958 MOD KIT,VSFD 19207
Full and Open Competition After Exclusion of Sources - Set-Aside
335931
2009/04/28
2009/05/28
SPRDL109R0021
TERRY ZIELINSKI
586-574-5053
2520015642093 TRANSFER TRANSMISSI 45152
Not Competed
336399
2009/04/27
2009/05/27
SPRDL109R0039
ROBERT HARRISON
586-574-4141
2815015680408 ENGINE,DIESEL 19207
Full and Open Competition
333618
2009/04/27
2009/05/29
SPRDL109R0084
CHARLES CROWTON
586-574-5990
2510015329610 DOOR,VEHICULAR 19207
2510015329616 DOOR,VEHICULAR 19207
Full and Open Competition After Exclusion of Sources - Set-Aside
332321
2009/04/27
2009/05/27


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2. Click on "Begin Search"
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Closed Solicit
Vendor Registration | Request TechSet or Tech Data | Get Acrobat Reader | Get WinZip | TACOM Tech Data Help
Solicitation
Buyer
NAICS
SIC
NSN
Noun (Nomenclature)
Level of Competition
Begin Search
Clear
Tips for Using this Page
Number of Solicitations: 156
Sorted By: Issue Date Descending
Solicitation/ Amendments
Buyer / Buyer Phone
NSN / Noun / CAGE (FSCM)
SIC
NAICS
Issued
Closing
Attachments
ASFI Submis
SPRDL109R0100
MO KAH
586-574-6487
6115014679120 GENERATOR, ALTERNATING 51913
Not Competed
335312
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2540015265300 ARMOR SET, SUPPLEMENTAL 54786
2540015265312 ARMOR SET, SUPPLEMENTAL 54786
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2009/04/29
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2540015265303 REAR CAB ARMOR SUB KIT 54786
2540015265320 FRONT ARMOR SUB KIT 54786
5325015265340 PARTS KIT, FASTENER 54786
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2009/05/27
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2815015680408 ENGINE,DIESEL 19207
Full and Open Competition
333618
2009/04/27
2009/05/29
SPRDL109R0084
CHARLES CROWTON
586-574-5990
2510015329610 DOOR,VEHICULAR 19207
2510015329616 DOOR,VEHICULAR 19207
Full and Open Competition After Exclusion of Sources - Set-Aside
332321
2009/04/27
2009/05/27


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NSN / Noun / CAGE (FSCM)
SIC
NAICS
Issued
Closing
Attachments
ASFI Submis
SPRDL109R0100
MO KAH
586-574-6487
6115014679120 GENERATOR, ALTERNATING 51913
Not Competed
335312
2009/05/07
2009/06/08
W56HZV09R0193
SCOTT NYBOER
586-573-0530
5325015592722 PARTS KIT,FASTENER 3GZK0
Not Competed
423710
2009/05/06
2009/06/05
W56HZV09R0192
SCOTT NYBOER
586-573-0530
2540015265296 ARMOR SET, SUPPLEMENTAL 54786
2540015265300 ARMOR SET, SUPPLEMENTAL 54786
2540015265312 ARMOR SET, SUPPLEMENTAL 54786
Not Competed
336992
2009/04/29
2009/05/29
W56HZV09R0196
SCOTT NYBOER
586-573-0530
2540015265303 REAR CAB ARMOR SUB KIT 54786
2540015265320 FRONT ARMOR SUB KIT 54786
5325015265340 PARTS KIT, FASTENER 54786
Not Competed
336992
2009/04/29
2009/05/29
SPRDL109R0024
WENDY JACQUES
586-753-2476
2910013021348 FUEL TANK, LOWER 19207
Full and Open Competition After Exclusion of Sources - Set-Aside
336312
2009/04/28
2009/05/28
W56HZV09R046601
SHIRLEY GHARAGOZLOO
586-574-7163
4140014976958 MOD KIT,VSFD 19207
Full and Open Competition After Exclusion of Sources - Set-Aside
335931
2009/04/28
2009/05/28
SPRDL109R0021
TERRY ZIELINSKI
586-574-5053
2520015642093 TRANSFER TRANSMISSI 45152
Not Competed
336399
2009/04/27
2009/05/27
SPRDL109R0039
ROBERT HARRISON
586-574-4141
2815015680408 ENGINE,DIESEL 19207
Full and Open Competition
333618
2009/04/27
2009/05/29
SPRDL109R0084
CHARLES CROWTON
586-574-5990
2510015329610 DOOR,VEHICULAR 19207
2510015329616 DOOR,VEHICULAR 19207
Full and Open Competition After Exclusion of Sources - Set-Aside
332321
2009/04/27
2009/05/27



SOLICITATION, OFFER AND AWARD

1. This Contract Is A Rated Order Under DPAS (15 CFR 700)	Rating	Page	of	Pages
	DOA4	1		57

2. Contract Number	3. Solicitation Number	4. Type of Solicitation	5. Date Issued	6. Requisition/Purchase Number
	SPRDL1-09-R-0024	☐ Sealed Bid (IFB) ☒ Negotiated (RFP)	2009APR28	SEE SCHEDULE

7. Issued By	Code	8. Address Offer To (If Other Than Item 7)
DLA WARREN, LAND DETACHMENT @ TACOM DSCC-ZG WARREN, MI 48397-5000 HTTP://CONTRACTING.TACOM.ARMY.MIL WEAPON SYSTEM: WPN SYS: KF	SPRDL1	PLEASE SUBMIT OFFER USING THE BID RESPONSE SYSTEM AT ARMY SINGLE FACE TO INDUSTRY (ASFI) HTTPS://ACQUISITION.ARMY.MIL/ASFI

NOTE: In sealed bid solicitations 'offer' and 'offeror' mean 'bid' and 'bidder'.

SOLICITATION

9. Sealed offers in original and 1 signed copies for furnishing the supplies or services in the Schedule will be received at the place specified in item 8, or if handcarried, in the depository located in SEE SOLICITATION until 01:00pm (hour) local time 2009MAY28 (Date).

Caution - Late Submissions, Modifications, and Withdrawals: See Section L, Provision No. 52.214-7 or 52.215-1. All offers are subject to all terms and conditions contained in this solicitation.

10. For Information Call:	A. Name	B. Telephone (No Collect Calls) Area Code	Number	Ext.	C. E-mail Address
	WENDY JACQUES	(586)	753-2476		WENDY.SUE.JACQUES@US.ARMY.M

11. Table Of Contents

(X)	Sec.	Description	Page(s)	(X)	Sec.	Description	Page(s)
		Part I - The Schedule				Part II - Contract Clauses	
X	A	Solicitation/Contract Form	1	X	I	Contract Clauses	28
X	B	Supplies or Services and Prices/Costs	4			Part III - List Of Documents, Exhibits, And Other Attach.	
X	C	Description/Specs./Work Statement	8		J	List of Attachments	
X	D	Packaging and Marking	11			Part IV - Representations And Instructions	
X	E	Inspection and Acceptance	13	X	K	Representations, Certifications, and Other Statements of Offerors	42
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X	G	Contract Administration Data	25	X	L	Instrs., Conds., and Notices to Offerors	49
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OFFER (Must be fully completed by offeror)

NOTE: Item 12 does not apply if the solicitation includes the provisions at 52.214-16, Minimum Bid Acceptance Period.

12. In compliance with the above, the undersigned agrees, if this offer is accepted within ____ calendar days (60 calendar days unless a different period is inserted by the offeror) from the date for receipt of offers specified above, to furnish any or all items upon which prices are offered at the price set opposite each item, delivered at the designated point(s), within the time specified in the schedule.

13. Discount For Prompt Payment (See Section I, Clause No. 52.232-8)	10 Calendar Days (%)	20 Calendar Days (%)	30 Calendar Days (%)	Calendar Days (%)

14. Acknowledgment of Amendments (The offeror acknowledges receipt of amendments to the SOLICITATION for offerors and related documents numbered and dated):	Amendment No.	Date	Amendment No.	Date

http://contracting.tacom.army.mil/confls/sol/SPRDL109R0024/0000.pdf - Windows Internet Explorer
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tdp link

Click on the link to access the TDP

CONTINUATION SHEET	Reference No. of Document Being	57
	PIIN/SIIN SPRDL1-09-R-0024	

Name of Offeror or Contractor:

Note: To copy a link from a .pdf file, click on the "Text Select Tool," then highlight the URL, copy and paste it into your browser, hit the enter key.

CLIN: 0001AA, 0001AB [illegible] 0002AA

TDP Link (URL) https://contracting.tacom.army.mil/TARDEC_TDPS/2910/013021348/EH9V0012EH/main.htm

[End of Clause]

If link does not work, copy and paste URL to your browser.

C-3 52.211-4008 DRAWING LIMITATIONS
(TACOM)

(a) The drawings supplied with this contract are not shop or process drawings. They ar adequate to permit manufacture, and:

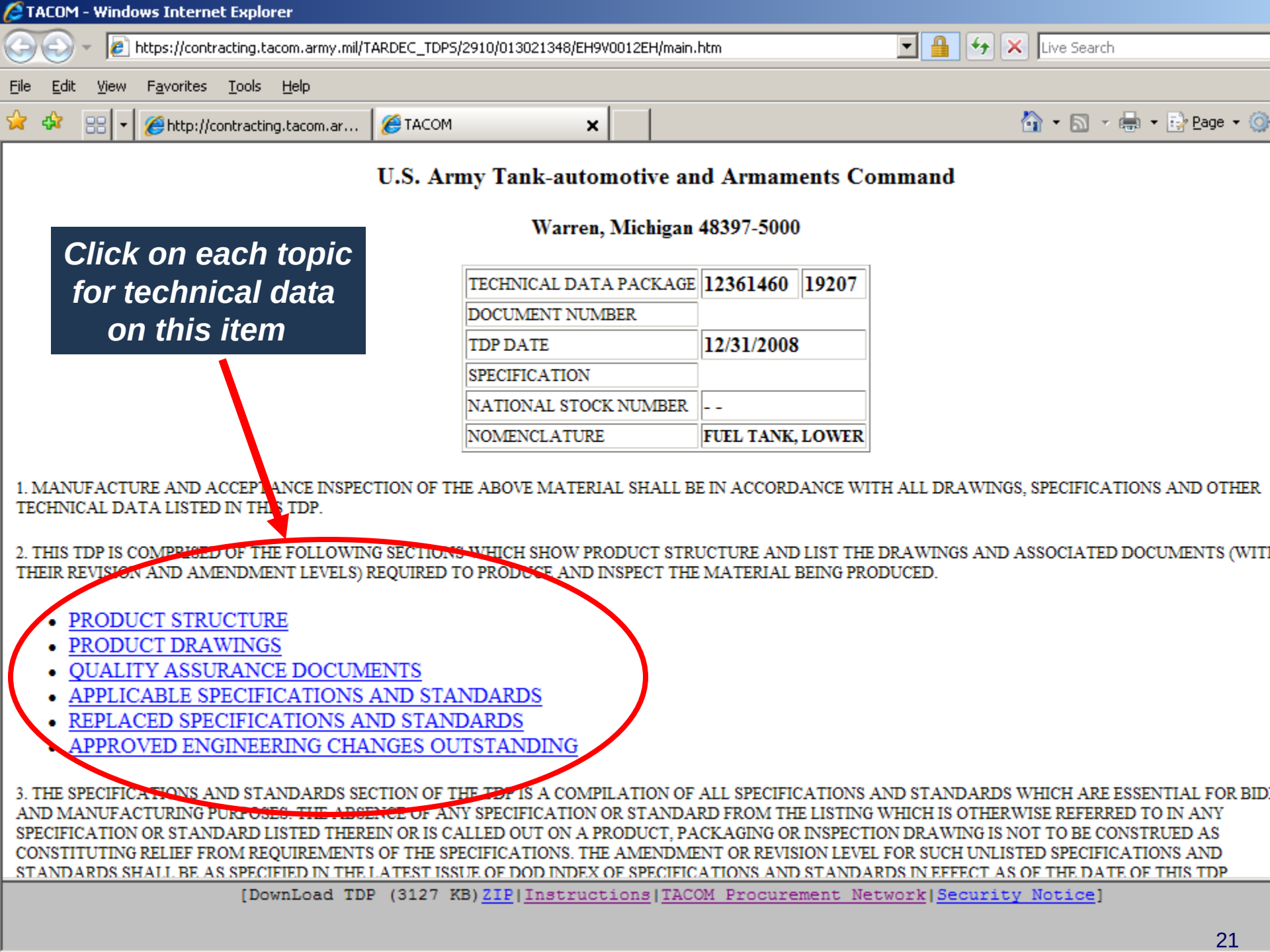
(1) depict the completed (item(s), and

(2) serve as the basis for inspection of the completed item(s).

(b) These drawings DON'T cover intermediate drawings/specifications or steps in the manufacturing process. As a result, even you meet all the dimensions and tolerances specified in the engineering design drawing for each individual part, a cumulative unacceptable fit for the contract item could result.

(c) YOU ARE RESPONSIBLE for producing the shop or process drawings needed to cover intermediate steps in the manufacturing process.

(d) You, the contractor, are responsible for obtaining all specifications and drawings necessary to manufacture the items bei


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TACOM
Page
Click on each topic for technical data on this item
U.S. Army Tank-automotive and Armaments Command
Warren, Michigan 48397-5000
TECHNICAL DATA PACKAGE 12361460 19207
DOCUMENT NUMBER
TDP DATE 12/31/2008
SPECIFICATION
NATIONAL STOCK NUMBER - -
NOMENCLATURE FUEL TANK, LOWER
1. MANUFACTURE AND ACCEPTANCE INSPECTION OF THE ABOVE MATERIAL SHALL BE IN ACCORDANCE WITH ALL DRAWINGS, SPECIFICATIONS AND OTHER TECHNICAL DATA LISTED IN THIS TDP.
2. THIS TDP IS COMPRISED OF THE FOLLOWING SECTIONS WHICH SHOW PRODUCT STRUCTURE AND LIST THE DRAWINGS AND ASSOCIATED DOCUMENTS (WITH THEIR REVISION AND AMENDMENT LEVELS) REQUIRED TO PRODUCE AND INSPECT THE MATERIAL BEING PRODUCED.
PRODUCT STRUCTURE
PRODUCT DRAWINGS
QUALITY ASSURANCE DOCUMENTS
APPLICABLE SPECIFICATIONS AND STANDARDS
REPLACED SPECIFICATIONS AND STANDARDS
APPROVED ENGINEERING CHANGES OUTSTANDING
3. THE SPECIFICATIONS AND STANDARDS SECTION OF THE TDP IS A COMPILATION OF ALL SPECIFICATIONS AND STANDARDS WHICH ARE ESSENTIAL FOR BID AND MANUFACTURING PURPOSES. THE ABSENCE OF ANY SPECIFICATION OR STANDARD FROM THE LISTING WHICH IS OTHERWISE REFERRED TO IN ANY SPECIFICATION OR STANDARD LISTED THEREIN OR IS CALLED OUT ON A PRODUCT, PACKAGING OR INSPECTION DRAWING IS NOT TO BE CONSTRUED AS CONSTITUTING RELIEF FROM REQUIREMENTS OF THE SPECIFICATIONS. THE AMENDMENT OR REVISION LEVEL FOR SUCH UNLISTED SPECIFICATIONS AND STANDARDS SHALL BE AS SPECIFIED IN THE LATEST ISSUE OF DOD INDEX OF SPECIFICATIONS AND STANDARDS IN EFFECT AS OF THE DATE OF THIS TDP
[DownLoad TDP (3127 KB) ZIP | Instructions | TACOM Procurement Network | Security Notice]

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Address http://contracting.tacom.army.mil/opportunity.htm Go Links

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ProcNet Warren
TACOM LCMC Procurement Network

Click here for new on-line bid submission.

Business Opportunities



PROCNET User's Guide | Acquisition Info | Quick Reference Guide | Vendor Registration | Site Index | Tech Data Help | Questions

Web Based Bid Submission using Army Single Face to Industry (ASFI) Bid Response System (BRS) is now available.

Search for Solicitations through FedBizOpps or ASFI Search Engines.

Open Solicitations:

- Open & On-the-Street Solicitations
- Major Systems
- Commercial Vehicles & Items
- Service Contracting & Acquisition Support
- Research & Development

Drafts & Other Notices:

Draft Solicitations

Market Surveys & Sources Sought Notices

Broad Agency & Research Announcements

Future & Potential Buys

LEAN Thinking

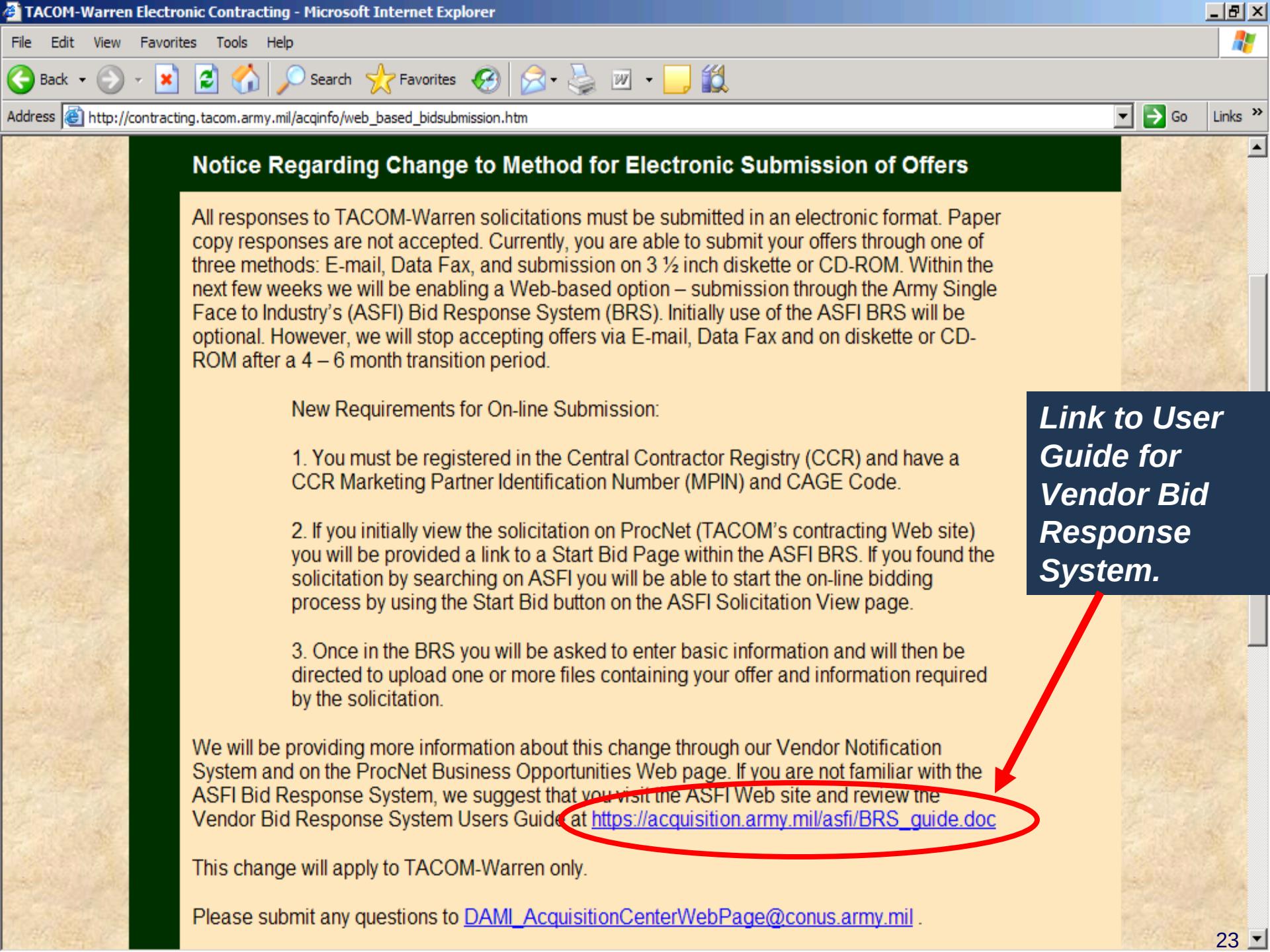
Contracts, Mods, & Other Info

Awarded Contracts, Orders & Modifications

Instructions for TACOM Technical Data

TACOM QSL (Qualified Supplier Lists)

Federal Business Opportunities (FedBizOpps)


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Address http://contracting.tacom.army.mil/acqinfo/web_based_bidsubmission.htm
Go Links
Notice Regarding Change to Method for Electronic Submission of Offers
All responses to TACOM-Warren solicitations must be submitted in an electronic format. Paper copy responses are not accepted. Currently, you are able to submit your offers through one of three methods: E-mail, Data Fax, and submission on 3 ½ inch diskette or CD-ROM. Within the next few weeks we will be enabling a Web-based option – submission through the Army Single Face to Industry's (ASFI) Bid Response System (BRS). Initially use of the ASFI BRS will be optional. However, we will stop accepting offers via E-mail, Data Fax and on diskette or CD-ROM after a 4 – 6 month transition period.
New Requirements for On-line Submission:
1. You must be registered in the Central Contractor Registry (CCR) and have a CCR Marketing Partner Identification Number (MPIN) and CAGE Code.
2. If you initially view the solicitation on ProcNet (TACOM's contracting Web site) you will be provided a link to a Start Bid Page within the ASFI BRS. If you found the solicitation by searching on ASFI you will be able to start the on-line bidding process by using the Start Bid button on the ASFI Solicitation View page.
3. Once in the BRS you will be asked to enter basic information and will then be directed to upload one or more files containing your offer and information required by the solicitation.
We will be providing more information about this change through our Vendor Notification System and on the ProcNet Business Opportunities Web page. If you are not familiar with the ASFI Bid Response System, we suggest that you visit the ASFI Web site and review the Vendor Bid Response System Users Guide at https://acquisition.army.mil/asfi/BRS_guide.doc
This change will apply to TACOM-Warren only.
Please submit any questions to DAMI_AcquisitionCenterWebPage@conus.army.mil .
Link to User Guide for Vendor Bid Response System.

Procurement Technical Assistance Centers (PTACs)

What are PTACs???

Government funded local resources available across the country providing assistance in marketing your products and services to Federal, state and local governments

PTAC Goals:

- Help small businesses be competitive
- Explain the complexities of Government procurement
- Encourage economic development through job retention and creation
- Build strong contractors through targeted training and one-on-one assistance

www.aptac-us.org

DLA Warren

CONTACT INFO FOR DLA-WARREN:

Mary Lou McCullough

Chief, Acquisition Division

PH: 586.574.7653

mary.l.mccullough@us.army.mil

Scott Rybicki

DLA-Warren Small Business Specialist

PH: 586.753.2794

scott.rybicki@dla.mil

Maritime Federal Supply Class Supply Chain Partnership (FSC-SCP) Initiative

2009 Land & Maritime Supply Chains Business Conference and Exhibition
Maritime FSC-SCP Breakout Session

Kreston Harris
Matthew Woolstenhulme

Agenda

- Highlights of the FSC-SCP Solicitation
  - Section A, General Information
  - Section B, Schedule of Supplies
  - Section C, Performance Work Statement
  - Section F, Deliveries or Performance
  - Section I, Contract Clause Continuations
  - Section L, Instructions to Offerors
  - Section M, Evaluation – Commercial Items
- Questions, Comments, Feedback

General Information

- FAR Part 12
- Primarily Customer Direct (CD) with TDD
  - Allows for DLA Direct (stock) orders
  - All shipments will be to CONUS locations
  - FOB Destination
- 16 FSC Groupings of NSNs
  - 8 Total Small Business Set-Asides
  - 8 Unrestricted
- Contractor functions will include forecasting, owning/managing inventory, warehousing, and distributing supplies
- Fixed Price with EPA and Incentives
- 3-year base period with two 1-year options

General Information

- Market Basket Approach
  - Core NSNs priced prior to award
  - Non-core NSNs priced after award
- Pricing
  - CLIN 1: Material, packaging, and inbound freight for CD orders
  - CLIN 2: % for supply chain management cost by NSN
  - CLIN 3: % adjustment for stock orders
- Four Phases
  - Four FSC Groupings in each phase
  - Pricing for Core NSNs due per the schedule
  - A Technical Proposal must be submitted 30 days after solicitation issued if offering on any phase. Updates can be made at later phases.
- Other than Cost and Pricing data may be required

Schedule of Supplies

- Awards All or None per FSC Grouping
  - 16 Separate contracts
- Section B Spreadsheet
  - Must be completed and burned to a CD
  - Input sheet for offeror pricing
  - Input sheets for QPL proposed and FAT
  - PIDs, Packaging, and NSN specific data
  - Listing of the Non-core NSNs
- Surge Plan Required for NSNs with “MWR” quantities

Performance Work Statement

- Participation in an Supply Chain Alliance required
- Implementation Phase
  - Customer Direct orders (by NSN)
    - Based on PLT
    - DLA will draw down existing stock before orders issue
    - Data sharing
  - Stock orders
    - Contractors shall be ready to support stock order 45 days after the effective date
- Performance Metrics
  - On Time Delivery tracked by ELLIS via EDI transactions
- Performance Review Meetings
- Customer Support 24 / 7 / 365
- Small Business Goals for Unrestricted FSC Groupings

Performance Work Statement

- 100% Conforming material required
- QSLD or Traceability for 5961 and 5962
- Fast Pay authorized when applicable
- Contractor database and accessibility
  - Includes delivery performance, quality compliance, inventory levels, PLT, backorder data
- 21N Requirements
- Transition Year
  - Required inventory levels
  - Contractor must perform until required inventory levels depleted
  - Residual inventory buy back
    - Required inventory levels minus orders issued

Deliveries or Performance

- TDD for Customer Direct Orders
  - 4, 7, or 14 calendar days
  - Allowances for Federal holidays
- PLT for DLA Direct Orders
- On Time Delivery (OTD) Metric Measured monthly
- Incentives/Disincentives
  - Based on the OTD performance
  - Varies per FSC Groupings
  - Applied to the following contract year
  - 21N
    - Calculated separately
    - Higher performance requirements

Sections I, L, & M

- Contract Clause Continuations
  - PPI indexes applied to CLIN 1
  - Good faith effort for parts that become obsolete
  - Clause Applicability Table
- Instructions to Offerors
  - Proposal Format
  - Information to Include in the Technical Proposal
- Evaluation – Commercial Items
  - Best Value Trade-off details
    - Non-price factors when combined are significantly more important than price
    - Price is single most important factor

QUESTIONS
COMMENTS
FEEDBACK

EMAIL: DSCC.Maritime.FSC@dla.mil

INTERNET: http://www.dscc.dla.mil/programs/FSCInitiatives/index.html

Procurement Opportunities for Small Businesses

Rebecca Parks
614.692.3541
rebecca.parks@dla.mil

Agenda

- DLA Supply Chains
- DSCC Small Business Goals
- Small Business 101
- Socio-Economic Programs
  - Criteria for Certification
  - Requirements for Set-Asides
- Set-Aside Opportunities
- Help and POC's

How do we do it?

Performance · Transformation · The DSCC Way · . . . Expect the Best . . . · Culture

Organized into 8 Demand/Supply Chains

Aviation	Land	Maritime	C&T	Medical	Subsistence	C&E	Energy
Richmond	*Columbus*		*Philadelphia*				*Ft. Belvoir*
• Aviation Original Equipment Manufacturer (OEM) Items • Engines & Airframes • Aviation Supply Chain Commodities	• Wheeled Vehicles • Tracked Vehicles	• Valves/Hardware • Fluid Handling • Active Devices • Passive Devices • Electrical Devices • Electronic Devices	• Recruit Clothing • Organizational Clothing Equipment	• Pharmaceutical • Medical/Surgical Equipment	• Institutional Feeding • Operations Rations • Produce	• Construction • Equipment	

















FY09 Land and Maritime Goals

	LAND	MARITIME
Small	40.0%	65.0%
HUBZone	4.3%	2.9%
Small Disadvantaged (SDB)	2.3%	3.0%
Woman Owned	8.0%	12.1%
Service Disabled	3.0%	3.0%
8(a)	0.14%	.07%

Approximately 55% of DSCC dollars are awarded to Small Businesses

Small Business 101

Review for Determining Small Business Set-Asides

- Under $3K – Micro-purchase

No Set-Aside

- $3K - $25K – Reasonable expectation of offers from at least 2 small businesses offering the product of different large or small domestic manufacturers (multiple manufacturing sources large or small)

Yes – Set-Aside **No – Dissolve Set-Aside**

- $25K - $100K – Reasonable expectation of offers from at least 2 small businesses offering the product of the same or different small domestic manufacturers (multiple manufacturing sources - must have 1 small)

Yes – Set-Aside **No – Dissolve Set-Aside**

- $100K+ - Reasonable expectation of offers from at least 2 small business concerns offering the product of different small domestic manufacturers (multiple manufacturing sources - must have 2 small)

Yes – Set-Aside **No – Dissolve Set-Aside**

Socio-Economic Programs

Definition: Small Business Concern

FAR 19.001

A business entity organized for profit, including its affiliates, that is independently owned and operated, not dominant in the field in which it is bidding on government contracts, and qualified as a small business under the criteria and size standards in 13 CFR Part 121

(ref. FAR 19.102 & 19.303)

Small Business Status

What determines whether a business is a Small Business Entity?

- Size standards (numerical definition): http://www.sba.gov/idc/groups/public/documents/sba_homepage/serv_sstd_tablepdf.pdf
- North American Industry Classification System (NAICS) codes: http://www.census.gov/epcd/www/naics.html
- Offeror's representation (now contained in ORCA)

Visit Business Partner Network: http://www.bpn.gov

Small Business Act Policy and Purpose

- Promote small businesses: provide contract, financial, technical, & management assistance
- Provide “Maximum practicable opportunities” for:
  - Small business
  - Veteran-owned small business
  - Service-disabled veteran-owned small business
  - HUBZone small business
  - Small disadvantaged business
  - Women-owned small business

The Purpose and Policy for Small Business Set-Aides

FAR 19.201 (a) and 19.501 (a):

To award certain acquisitions exclusively to small business concerns to meet the goal and policy of Government "to provide maximum practicable opportunities in federal acquisitions to small business."

Small Business Set-Asides

- Total Set-aside
  - "Rule of Two" (reasonable expectation that offers will be obtained from at least two responsible small business concerns that are competitive in terms of market prices, quality and delivery)
  - Automatic Small Business reservation between $3K and $100K
- Partial Set-asides (severable into two or more lots and a reasonable expectation of offers from at least one responsible small business concern at a fair market price)

Small Business Set-Asides
Non-manufacturer Rule

- Non-manufacturer rule - a contractor under a small business or 8(a) set-aside shall provide its own product or that of a domestic small manufacturer
  - Exception - Large business product
    - Does not exceed $25,000
    - When using SAP
    - Manufactured in US
  - Waiver - Small, large or foreign product
    - Exceeds $25,000
    - SBA determines no small businesses are available for the specific product or class of products
    - View list at: http://www.sba.gov/aboutsba/sbaprograms/gc/programs/gc_waivers_nonmanufacturer.html

Recap of the Non-manufacturers Rule

Exception: Small Business Set-aside acquisitions between $3,000 and $25,000

- Non-manufacturers may supply any domestically manufactured large or small business product

Waiver: SBA has determined there are no small business manufacturers participating in the Federal marketplace

- Non-manufacturer may supply any product





8(a) Business Development Set-asides

8(a) Program
Set Aside Requirements

- Company must be a current 8(a) program participant (only one-9 year term)
- Capabilities must match the requirement
- Award price cannot exceed Government's established "fair market price"
- SBA must accept the requirement for the 8(a) program (over $100,000 for DoD actions)

8(a) Set Aside Performance Requirements

- The 8(a) contractor must perform certain percentages of work with its own employees
- These percentages and the requirements relating to them are the same as those established for small business set-aside prime contractors (including non-manufacturers)

HUBZone Set-aside Program

HUBZone Program Participation Requirements

- Must be a qualified HUBZone small business concern
  - To become certified by the SBA as a HUBZone small business concern:
    - Principle place of business must be located in a HUBZone
    - 35% of the employees must reside in a HUBZone

HUBZone Set-aside Performance Requirements

- Same as those for small business set asides with the following exceptions
  - The agreement to perform the required percentages of work may be met solely by the qualified HUBZone small business concern or in combination with one or more other qualified HUBZone small business concerns.
  - A qualified HUBZone nonmanufacturer must furnish only end items manufactured or produced by HUBZone small business manufacturers

HUBZone Program

- Special Exceptions & Waivers to the Non-manufacturers Rule:
  - for HUBZone set aside contract actions between $3,000 and $25,000, a qualified HUBZone small business concern may supply the end item of any domestic manufacturer, including a large business
  - There is no provision for a waiver to the non-manufacturers rule for HUBZone Set-asides





Service Disabled Veteran Owned Small Business Set-aside Program

SDVOSB Program Participation Requirements

- Must be a domestic small business concern
- Must be owned by a service disabled veteran
  - At least 51% of the business must be owned and controlled by one or more service disabled veterans

SDVOSB Set Aside Performance Requirements

- Same as those for small business set asides with the following exceptions:
  - The agreement to perform the required percentages of work may be met solely by the SDVOSB or in combination with one or more other service disabled veteran owned small business concerns

SDVOSB: Non-manufacturers Rule Exceptions & Waivers

- Exception: SDVOSB Set-aside acquisitions between $3,000 and $25,000
  - Non-manufacturers may supply the product of any domestic large or small business
- Waiver: SBA has determined there are no SB Manufacturers participating in the Federal marketplace
  - On a SDVOSB set-aside acquisition a non-manufacturer may supply any product

Opportunities

- Small Business Set-Asides
- Partial Set-Asides
- Subcontracting with Primes
- Partnering Agreements
- Unique Opportunities on New Initiatives
  - Examples
    - FASI-G
    - IPV
    - FSC SCP





Where Do I Go For More Help and Information on Doing Business with DLA?

DSCC Small Business Team
800-262-3272 or 614-692-3541

Eleanor Holland eleanor.holland@dla.mil	**Director, DSCC Small Business Office**	**614-692-3735**
Will Chavez william.chavez@dla.mil	**Small Disadvantaged Business and 8(a)**	**614-692-1288**
Vikki Hawthorne vikki.hawthorne@dla.mil	**Outreach and Woman Owned Program**	**614-692-4864**
Rebecca Parks rebecca.parks@dla.mil	**HUBZone Program**	**614-692-3510**
Tom Pfenning thomas.pfenning@dla.mil	**AbilityOne Workshops**	**614-692-1494**
Dwight deWeaver dwight.deweaver@dla.mil	**Service Disabled Veteran Owned Program**	**614-692-7935**
Charles Miller charles.miller@dla.mil	**Opportunity Specialist**	**614-692-7624**
Kevin Scoles kevin.scoles@dla.mil	**Opportunity Specialist**	**614-692-3377**
Scott Rybicki scott.rybicki@dla.mil	**DLA-Warren Small Business Specialist (TACOM)**	**586-753-2794**
Tim Danowski timothy.danowski@dla.mil	**DLA-Mechanicsburg Small Business Specialist (NAVICP)**	**717-605-2989**

DSCP Small Business Team
800-831-1110

www.dscp.dla.mil

NAME email address	FOCUS	PHONE
Michael McCall michael.mccall@dla.mil	**Director, DSCP Small Business Office**	**215-737-2321**
Genevieve Venturo genevieve.venturo@dla.mil	**Subsistence**	**215-737-5911**
Joann Gatica joann.gatica@dla.mil	**Clothing & Textiles**	**215-737-5910**
Paul Rooney paul.rooney@dla.mil	**Medical**	**215-737-4648**
Arlene Ruble arlene.ruble@dla.mil	**Construction & Equipment**	**215-737-5819**
Robert Baldino robert.baldino@dla.mil	**Special Programs**	**215-737-5821**

DSCR Small Business Team
800-227-3603 or 804-279-XXXX

Performance Transformation Culture

www.dscr.dla.mil

John Henley	Associate Director of Small Business	x6330
Crystal Ober	Deputy Director of Small Business & AbilityOne	x3639
Harriett Reddrick	8A Program Manager	x4132
Christopher Pierce	Service Disabled Veteran Program Manager	x2984
Connie McNeill	HUBZone Program Manager	x5290
Debra Williams	Management Analyst	x3287
Leticia Evans	Information Assistant - Web site, DIBBS, CCR	x4302
Jan Strickland	SARs, Post Award Ombudsman	x3557
Judy Sayers	SBA Procurement Center Representative	x3690

Procurement Technical Assistance Centers (PTACs)

What are PTACs???

Government funded local resources available across the country providing assistance in marketing your products and services to Federal, state and local governments

PTAC Goals:

- Help small businesses be competitive
- Explain the complexities of Government procurement
- Encourage economic development through job retention and creation
- Build strong contractors through targeted training and one-on-one assistance

http://www.dla.mil/db/procurem.htm

Free Vendor Training

Defense Supply Center Columbus

Performance Transformation Culture

The DSCC Way . . . Expect the Best . . .

Training

Knowledge

Opportunities

Free Seminars



2009 Schedule:

September 15-16

October 20-21

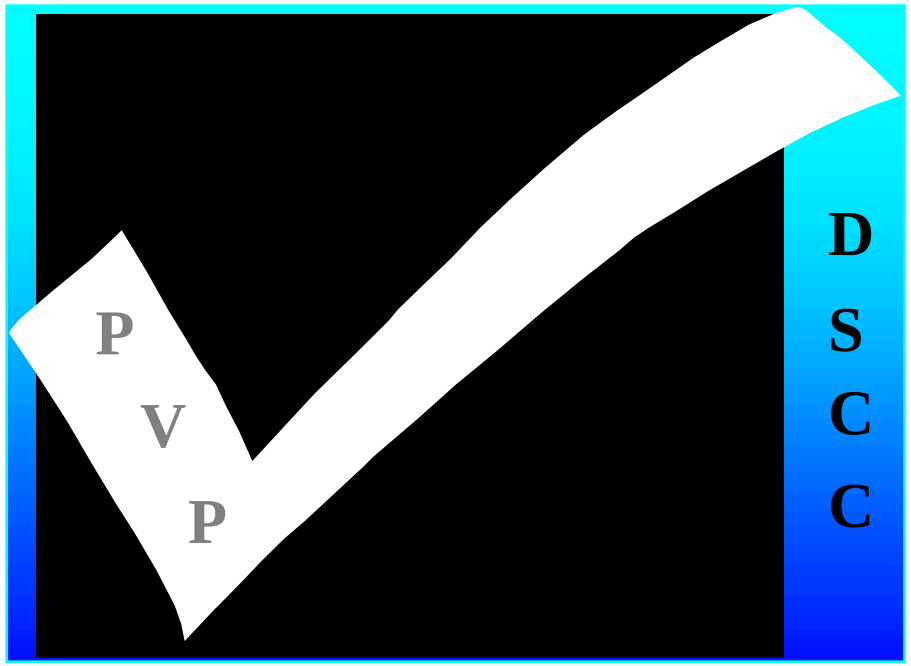
Doing Business with the Defense Logistics Agency:

- Getting Started: Selling to DLA
- Assistance in your area (PTACs)
- Small Business Programs
- Finding opportunities & quoting (DIBBS)
- Radio Frequency Identification (RFID)
- Alternate Offers – how to get approved
- Understanding quality requirements
- Packaging – what the government wants
- How to get Drawings and Specifications
- Payment Processing (Wide Area Workflow)
- And much more!

Seating is limited – make reservation at:

http://www.dscc.dla.mil/News/events/tko/

Product Verification Program



ASSURING QUALITY OF OUR STOCK

Doug Fosnaught
Chief, Product Verification Division
614-692-1719

PVP Mission Objectives

The PVP office supports the Land/Maritime Supply Chains by:

- Ensuring the "Right Items" are provided to the War fighter
  - The PVP office identifies product discrepancies through use of multiple test programs, material audits, and fraud investigations
- Supporting the reduction of Administrative /Production Lead Times (ALT/PLT)
  - The PVP office identifies problematic materials and contractors which results in a reduction in ALT/PLT
- Reducing material management cost
  - The data provided by the PVP office assists the Supply Chains in taking corrective actions associated with field failures, unnecessary procurements, depot screenings, and Quality Notifications
- Increasing product reliability
  - The data provided by the PVP office to the Supply Chains prevents reoccurrences of identified quality problems

PVP Test Programs

DLA HQ

Critical Safety Item (CSI)	•DLA HQ mandated program • Measures level of product compliance •Confirms technical data accuracy on depot stocked materials
Targeted Sampling Model (TSM)	•Candidates are selected from Depot stock •Targets NSNs based on impact and risk associated with past product failures

DSCC PVP

Special Investigations	•Monitor fraudulent contractor activity •Support Defense Criminal Investigative Services & DSCC Legal investigations •Provide justification for the recoupment of funds & contractor debarment
Vendor Test Program (VTP)	•Targeted selection based upon vendor & contract data •Focuses on new cages codes against material requirements

PVP Test Programs

Customer (Supply Chain)

Directed Test Program (DIRE)	•Assist the Supply Chains in investigating Quality Notifications •Use of Product Verification Testing (PVT) Clause •Special Project Requests
Customer Returns & Improvement Initiative (CRII)	•The CRII program properly classifies customer returns •Materials are added and removed based on quality history, material group, or special requests as directed by the Supply Chain • Database includes 7430 materials

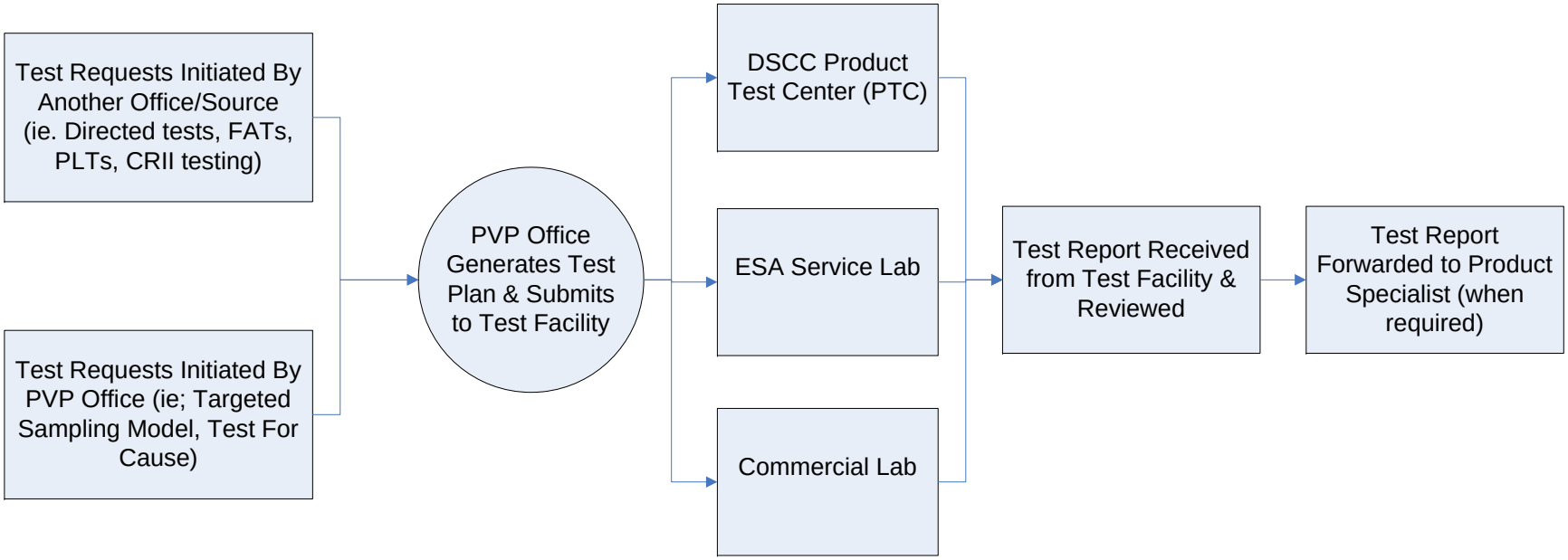
Contract

Government First Article Testing (GFAT)	•Monitors Government preproduction testing •Verifies contractor ability to manufacture “right item” •Coordinates funding allocations
Production Lot Testing (PLT)	•Contract driven, in-production, pre-acceptance •Verifies standardized manufacturing process •Ensures material conformance and unit consistency

PVP Customer Interfaces

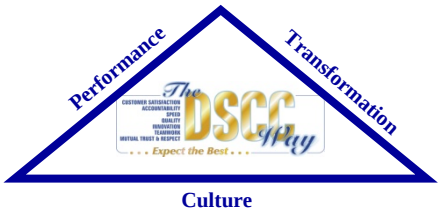
Internal Customers	*External Customers*
Product Specialists	Commercial Labs
Product Test Centers	Engineering Service Activity Labs
Resolution Specialists	DCIS Agents
DSCC Legal Office	DLA Depots
Contracting Officers	PVP Offices at the other profit centers
Sourcing & Qualifications Office (VQ)	DLA Headquarters
Budget Analysts	U.S. Judicial System
Base Contracting	Defense Contract Management Agency
Customer Account Specialists	Manufacturers/Contractors

PVP Workflow Process



PVP Lab Affiliations





DLA

- PTC, Mechanical East (Columbus)
- PTC, Mechanical West (French Camp)
- PTC, Electrical (Columbus)
- PTC, Analytical (Philadelphia)

Navy

- Fleet Readiness Center Southeast
- Seal Beach Naval Weapons Station
- Naval Surface Warfare Center, Crane
- Naval Air Warfare Center Aircraft Division, Lakehurst
- Naval Air Depot, Jacksonville
- Naval Air Depot, Cherry Point
- Naval Undersea Warfare Center, Keyport

Army

- Redstone Arsenal
- Rock Island Arsenal
- Letterkenny Army Depot
- Picatinny Arsenal

Air Force

- Hill Air Force Base
- Tinker Air Force Base
- Robins Air Force Base

Commercial

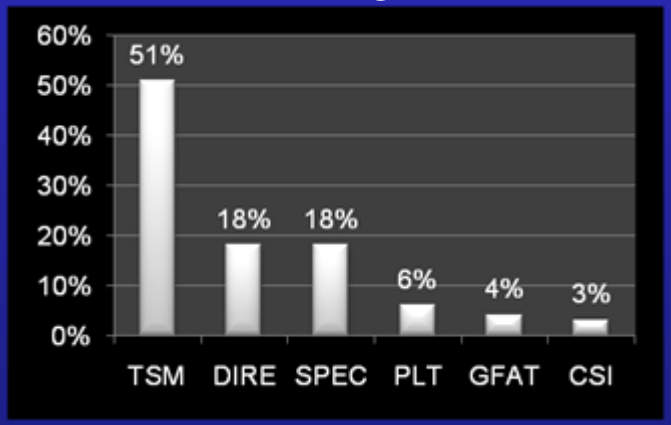
- Dayton T. Brown

PVP Test Methodology

Selection Factors	Test Focus
Quality History	Visual (workmanship)
Criticality of Use	Fit & Function
Demand History	Dimensional
Complexity	Packaging
Cost	Marking
Physical Characteristics	Plating/Coating
Stocked Population	Material Composition
Storage Requirements	Environmental
Past Performance	Chemical
Allegations	Electrical

PVP Test Metrics

Test Programs



Top Ten Weapons Systems

21N NUCLEAR Reactors Program
VUN Aircraft, Hornet F/A-18 (E/F)
Z9N Aircraft, FA-18, A-D, E/F, G (Growler)
EZN Ticonderoga Class CG (47)
04F Aircraft, Stratofortress B-52
02N Strategic Weapon Systems (Poseidon & Trident)
19F Aircraft, Eagle F-15
06F Aircraft, Hercules C-130
05F Aircraft, Stratolifter C/KC-135
75F Helicopter, HH-60

Top Ten Stock Classes

5935 Connectors, Electrical
5961 Semiconductor Devices
1005 Guns, thru 30 mm
5962 Microcircuits, Electronic
3040 Miscellaneous Power Trans Equipment
4730 Fittings and Specialties; Hose, Pipe and Tube
5930 Switches
5945 Relays, Solenoids
5910 Capacitors
5905 Resistors

Top five Failure Types

1. Packaging
2. Dimensional
3. Electrical
4. Material Analysis
5. Functional/Operational

PVP Summary

- Objective – Right Item, Reduce ALT/PLT, Reduce Cost, Increase Reliability
- Programs – Identify and document testing results based on selective criteria
- Interfaces – Communicating with Government and Industry
- Processes – Streamlined for efficiency and effectiveness
- Affiliations – Test Capability, Product Specialization, Knowledge Sharing
- Methodology – Match best value candidates with appropriate test conditions
- Metric – Statistical analysis/Cost vs. Benefit

Quality is never an accident; it is always the result of high intention, sincere effort, intelligent direction and skillful execution; it represents the wise choice of many alternatives.

WILLIAM A. FOSTER, quoted in Igniting the Spirit at Work: Daily Reflections

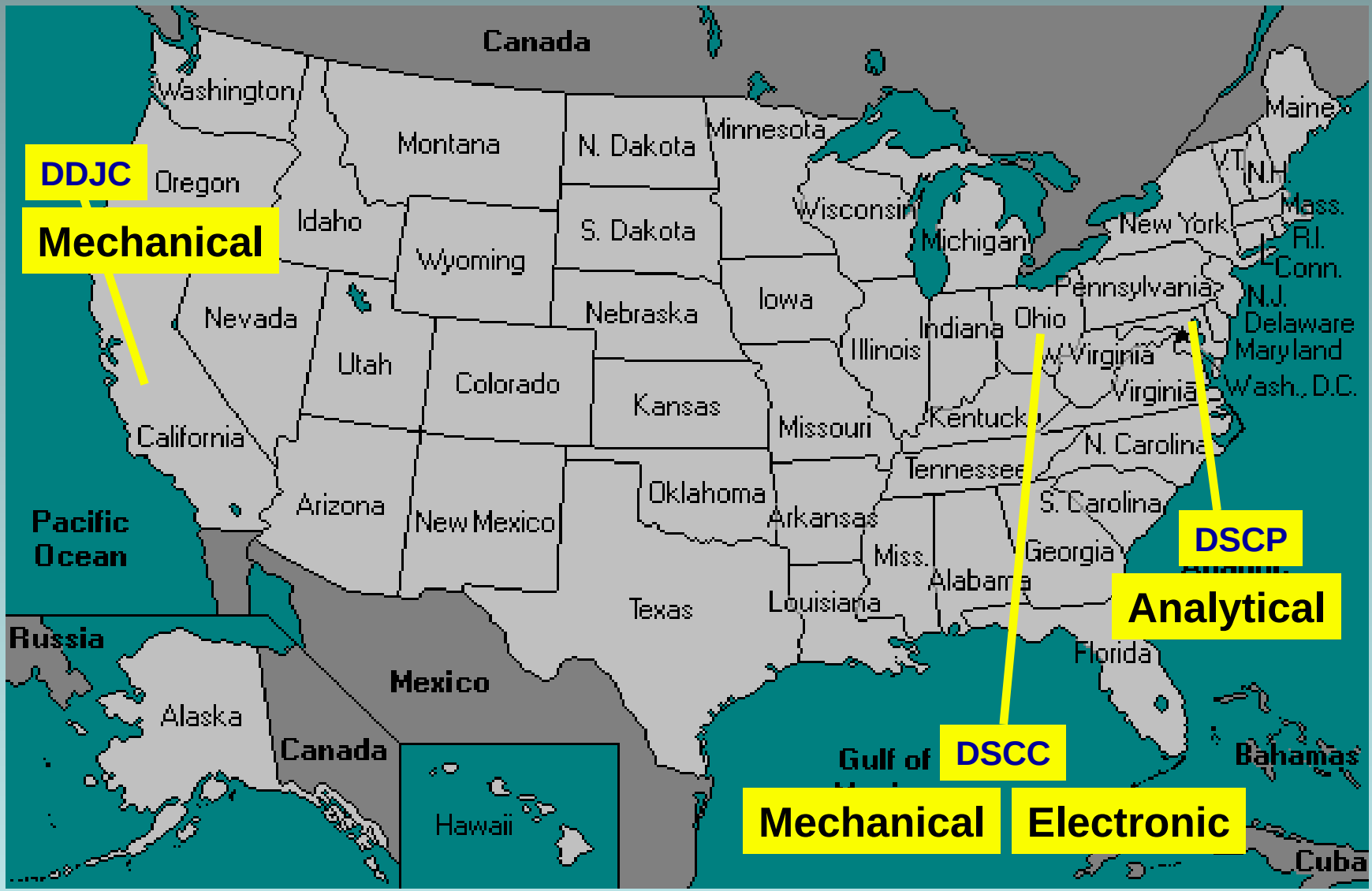




DLA
Product Test Centers
(PTC)

2009 Land and Maritime Supplier's Conference

DLA Product Testing Center Locations



Why Use DLA's PTC

- **Capable:** All sites are registered to ISO 9001
- **Timely:** 96% on time rate. Project time frames negotiated upfront
- **Responsive:** Customized test plans to meet war-fighter requirements
- **Economically Priced:** Competitive rates targeted to cover costs
  No change to hourly rates for FY10.
- **Technical Support:** Provided before, during, and after testing

Why Our Customers Typically Request Testing

- Identify unapproved sources and product substitutions
- Ensure product conformance through pre-acceptance tests (e.g., first article tests, product verification tests)
- Targeted stock sampling, customer complaints
- Other directed tests, such as shelf life evaluations, critical safety items, and customer returns

Analytical / Chemical Philadelphia

Capabilities

- Chemical Analysis (Wide Variety of Materials)
- Physical Testing of Textile Items
- Color Shading
- Ballistics
- Environmental
- Dimensional



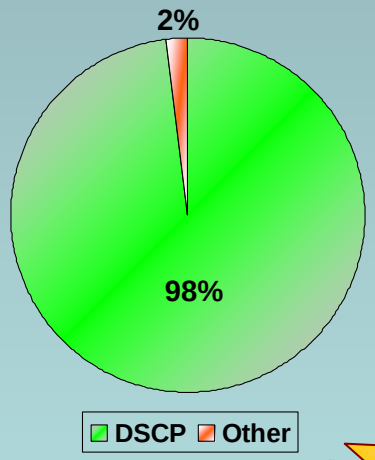
Helmet strap retention test



Flame testing of camouflage 3D netting used to cover vehicles and heavy armament

Customers

- DSCP: 98% of workload
- Naval Air Lakehurst; Naval Air Warfare Center; PEO Soldier Rapid Fielding Initiative; Commercial labs; DSCC, DSCR: 2% of workload



Staff: 22 Associates

FY09 & FY10 Hourly Rate: $78.00

Average FY08 Test Cycle Times: Color shading 2 days; Other tests 6 days

- FY08 Projects completed: 9923

Electronics Columbus

Performance Transformation The DSCC Way . . . Expect the Best . . . Culture

Capabilities

- Electrical/Electronic Testing
- Materials Analysis
- Destructive Physical Analysis
- Environmental Simulation Testing (Shock, Vibration, Salt Spray)
- Failure Analysis
- Reliability Testing

Customers

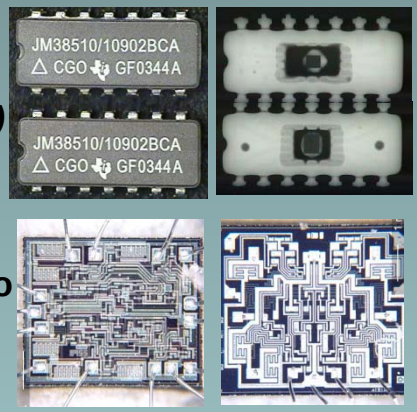
- DSCC, DSCR: 98% of workload
- DCIS, NAVAIR, Wright Patterson AFB, JEDIC, DoD Soldering Technology Working Group, and Private sector: 2% of workload

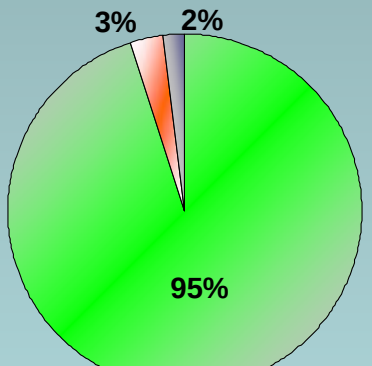
Staff: 24 Associates

FY09 & FY10 Hourly Rate: $95.86

Average FY08 Test Cycle Times: 17 Days

(x-ray/deliding reveals identical looking items containing different dies) **Capability to test and evaluate micro-circuit & semiconductor devices enhances DLA's ability to detect fraudulent and non-conforming items**







Salt Spray M2 Gun Parts

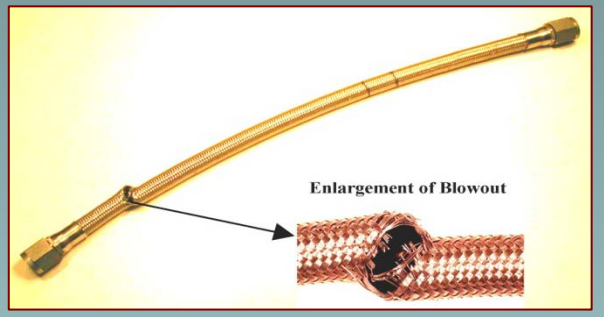
- FY08 projects completed: 1765

Mechanical Columbus

Performance Transformation Culture

Capabilities

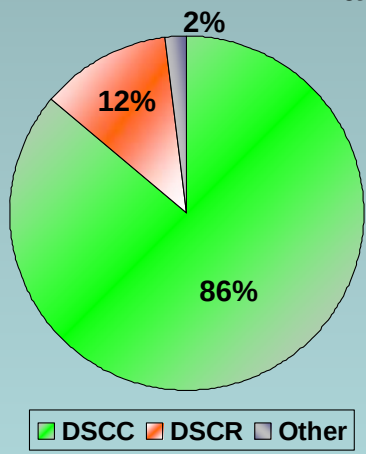
- Close Tolerance Dimensional Inspection
- Tensile Testing
- Pressure Test (hoses / fittings)
- Plating Thickness
- Direct Design of Drawings
- Non Destructive Testing (Mag Particle & Liquid Penetrant)
- Hardness Testing
- Calibration



Hose Assembly
Failed Burst Testing

Customers

- DSCC, DSCR: 98% of workload
- FAA, Dept. of Commerce, Ft. Polk, Anniston, DCIS, Edgewood Chemical and Biological Center, TACOM, ARDEC: 2% of workload



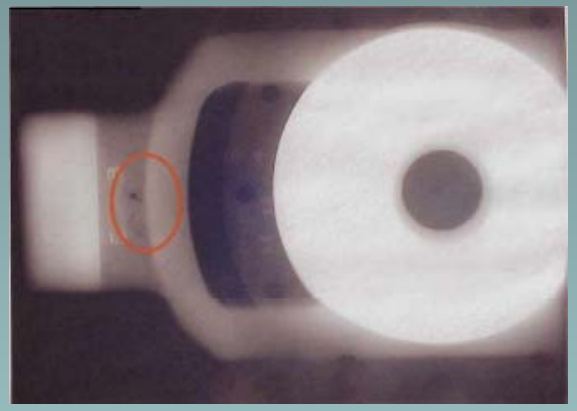
Staff: 12 Associates
FY09 & FY10 Hourly Rate: $102.70
Average FY08 Test Cycle Times: 16 days

• FY08 Projects completed: 1025

Mechanical DDJC

Capabilities

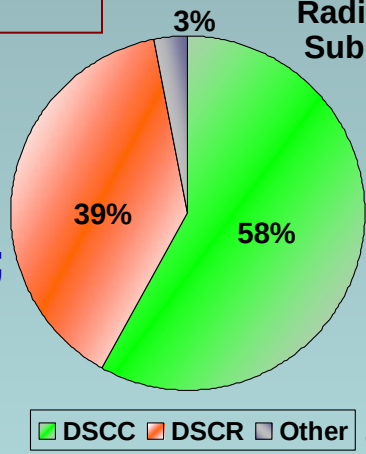
- Close Tolerance Dimensional Inspection
- Tensile Testing
- Plating Thickness
- Non Destructive Testing & Training (all types)
- Radiography of large components
- Hardness Testing



Radiography Showing Flaws– Submarine Main Ballast Vent Valve

Customers

- DSCC, DSCR: 97% of workload
- Brooks AFB; McAlester Army Ammunition Plant; Pine Bluff Arsenal; TACOM; NAVAIR; NAVSEA; Tinker AFB: 3% of workload



Staff: 9 Associates

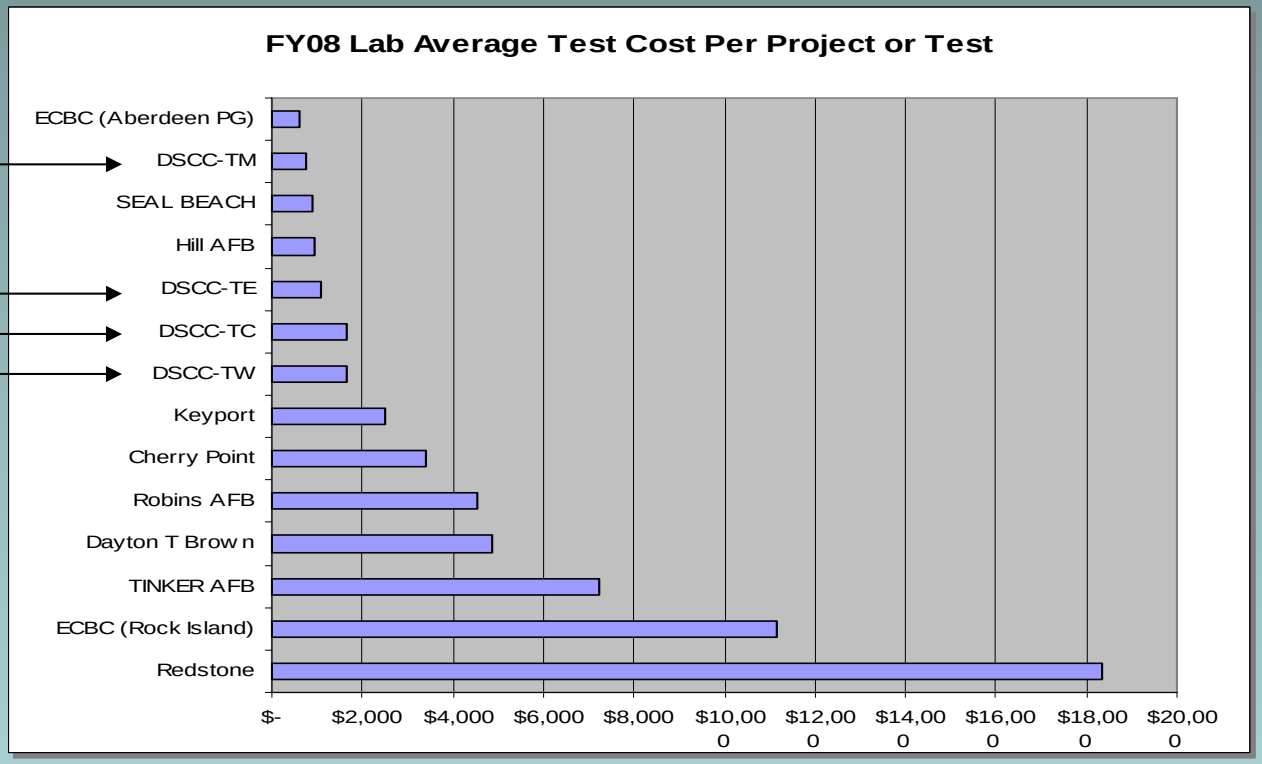
FY09 & FY10 Hourly Rate: $102.70

Average FY08 Test Cycle Times: 40 days

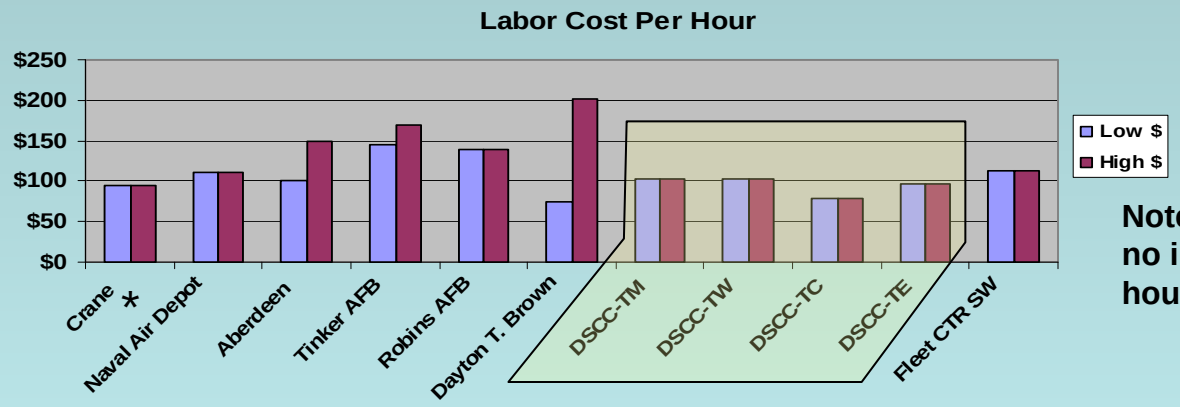
Note that this is impacted by long term Radiography projects and NDT training performed by the lab.

• FY08 Projects completed: 438

FY08 Average Lab Test Cost



Data source: DSCC Product Verification Program Office



*Crane: does not reflect a low and high rate.....$95 reflects hourly rate for battery testing only.

Note: There will be no increase to PTC hourly rates for FY10.

DLA PTC Commitment

DLA Product Testing Center: Committed to continuously improving our support to America's warfighters through cost effective, responsive, and quality test support.

PTC Website: http://www.dscc.dla.mil/offices/testcenter

DLA PTC Points of Contact

Director (DSCC-T)	Keith Robinette	DSN 850-3589
Analytical/Chemical (DSCC-TC)	Paul Conrad	DSN 444-3240
Electronic (DSCC-TE)	John Elavsky	DSN 850-9857
Mechanical Columbus (DSCC-TM)	Stephen Finney	DSN 850-2354
Mechanical DDJC (DSCC-TW)	Lee Utegg	DSN 462-3701

Adequate Proposal Packages & TINA Requirements

Ray York
Chief, Pricing Division
Procurement Process Support Directorate

Adequate Proposal Packages & TINA Requirements

- TINA Requirements – Ray York, Chief, Pricing Branch, DLA Land and Maritime Supply Chain

- Adequate Proposal Packages - Chic Lurch, Defense Contract Audit Agency (DCAA), Financial Liaison Advisor (FLA)

Adequate Proposal Packages & TINA Requirements

TINA Requirements

- Certified Cost or Pricing Data shall be required if the sum of the maximum quantity dollar value for the base year **and** all options **and** Surge exceeds $650,000

- ***Note:*** The dollar value of all NSNs, in a multi-NSN procurement, must be **considered together – not separately**

Cost Data Requirements

- **Contracting Officer (KO) must determine if the submitted Cost or Pricing Data is adequate:**
  - **Data must be:**
    - **Factual**
    - **Verifiable**
  - **Data must include, at a minimum:**
    - **The contractor's explanations regarding each element of their cost breakdown, and**
    - **All supporting data**

Certificate Requirements

- Contractor must provide the certificate after the final, negotiated price is obtained
- Certificate must be dated on the date the final price was negotiated
- Contractor must certify that the data is accurate, complete, and current as of that date
- The Certificate should not be included as a part of the contractor's original offer

Exceptions

- **Certified Cost or Pricing Data is <u>not</u> required if any of the following exceptions apply:**

  - **Commercial Item is being acquired**
  - **Adequate price competition exists**
  - **Prices are set by law or regulation**
  - **Waiver has been granted**

Proposals/Offers Exempt from Cost or Pricing Data (i.e., Commercial items)

- A copy of the item listed in a published Catalog or Price list
  - Cover page, and
  - Page item is listed on
- Some determination or sense that the item is reasonably expected to be purchased by the general or industrial public at the offered price

Proposals/Offers Exempt from Cost or Pricing Data (i.e., Commercial items)

- Description of the items' use in the commercial or industrial sector and the specific users
- Description of the exact differences between the item and it's commercial equivalence

Proposals/Offers Exempt from Cost or Pricing Data (i.e., Commercial items)(cont'd)

- **Invoices from commercial sales of the same or similar item**
  - **Quantities,**
  - **Dates, and**
  - **Prices**
- **Any discounts from the price list (i.e., most preferred customer information)**

Adequate Proposal Packages & TINA Requirements



Questions?

PREPARING PROPOSALS

August 18, 2009



TOPICS

- Vital Elements of A Proposal
- Common Proposal Deficiencies
- Proposal Examples, including
  - G&A Rate Calculation
  - Overhead Rate Calculation
  - Unallowable Costs
- Preparing for An Audit

ELEMENTS OF A PROPOSAL

- **Summary of Total Cost by Element**
- **Consolidated Priced Bill of Materials**
  - **Types, Quantities, Cost**
  - **FAR 15.408, Table 15-2 II.A.**
- **Breakdown of Labor (FAR 15.408, Table 15-2 II.B.)**
  - **Hours**
  - **Rates, and Costs by Appropriate Category**

VITAL ELEMENTS OF A PROPOSAL

- **Details Supporting Indirect Rates:**

  - ✓**How Indirect Rates Are Computed**

  - ✓**How Indirect Rates Are Applied,**

  - ✓**Cost Breakdowns, Trends, and Budgetary Data (FAR 15.408, Table 15-2 II.C.)**

- **Identification of All Other Costs by Category and Basis for Pricing (FAR 15.408, Table 15-2 II.C.)**

- **Rationale for Proposed Profit**

COMMON DEFICIENCIES

- **Lack of A Consolidated Bill of Materials**
- **Lack of Data to Evaluate Indirect Rates**
- **Failure to:**
  - ✓ **Conform to the Specifications-Buying Activity**
  - ✓ **Identify Places or Periods of Performance**
  - ✓ **Disclose Basis for Pricing Other Direct Costs (ODC)**

COMMON DEFICIENCIES

(Con't)

- **Failure to:**

  - ✓ **Provide the Basis for Proposed Material, Labor and Indirect Costs**

  - ✓ **Comply with the Requirements Set Forth in FAR 15. 408, Table 15-2**

Advanced Services Technologies
Washington, DC

Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Element of Cost	Amount	Reference
Engineering Labor	$452,151	Schedule 1
Manufacturing Labor	26,412	Schedule 1
Direct Labor Overhead @ 56.7%	271,345	Schedule 2
Material	113,175	Schedule 3
Material Handling Overhead @ 5.0%	5,659	Schedule 4
Subtotal	$868,742	
G&A @ 8.0%	69,499	Schedule 5
Estimated Cost	$938,241	
Profit @ 10.0%	93,824*	
Total Price	**$1,032,065**	
	========	

*Contractors can negotiate profit with the contracting officer. Typically, contracting officers use criteria in FAR 15.404-4 for establishing a profit objective. DoD contracting officers may use the weighted guidelines policy described in DFARS 215.404-4.

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Advanced Services Technologies
Washington, DC

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Schedule 1

Engineering Labor Cost

Labor Category	2009	2010	2011	Total
Program Manager	$23,174	$27,079	$18,967	$69,220
Senior Engineer	31,668	24,939	20,370	76,977
Junior Engineer	39,816	34,845	21,951	96,612
Engineering Aide	26,100	8,377	800	35,277
Technical Writer -	-	15,876	15,876	
Metallurgist	35,815	23,748	14,546	74,109
Draftsman	41,690	29,850	12,540	84,080
Total D/L – Eng	**$198,263**	**$148,838**	**$105,050**	**$452,151**
	(Sched 1A)	(Sched 1B)	(Sched 1C)	

Manufacturing Labor Cost

Labor Category	2009	2010	2011	Total
Fabrication	$4,340	$6,834	$7,176	$18,350
Assembly	-	1,942	6,120	8,062
Total D/L – Mfg	**$4,340**	**$8,776**	**$13,296**	**$26,412**
	(Sched 1A)	(Sched 1B)	(Sched 1C)	
Total Direct Labor	$202,603	$157,614	$118,340	$478,563

Advanced Services Technologies
Washington, DC

Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Schedule 1A

2009 Engineering Labor Cost

Labor Category	Rate/Hr	Hours	Total
Program Manager	$33.93	683	$23,174
Senior Engineer	26.39	1,200	31,668
Junior Engineer	22.12	1,800	39,816
Engineering Aide	14.50	1,800	26,100
Technical Writer	16.00	-	-
Metallurgist	18.85	1,900	35,815
Draftsman	18.95	2,200	41,690
Total D/L – Eng		**9,583**	**$198,263**

2009 Manufacturing Labor Cost

Labor Category	Rate/Hr	Hours	Total
Fabrication	$10.85	400	$4,340
Assembly	9.25	-	-
Total D/Labor – Mfg		**400**	**$4,340**
Total Direct Labor			$202,603

All hours proposed are based on historical costs, reference contract DAAH01-04-C-0001, account 9271.

The supporting data showing the historical hours and the development of the proposed hours are in file "DAAH01-09-R-0001, Hours" and is available immediately upon request.

The direct labor rates are based on actual average rates as of 31 October 2008. The supporting data and rate calculation are located in file "DAAH01-09-R-0001, Direct Labor Rates" and is available immediately upon request.

Advanced Services Technologies
Washington, DC

Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Schedule 1B

2010 Engineering Labor Cost

Labor Category	Rate/Hr	Hours	Total .
Program Manager	$35.63	760	$27,079
Senior Engineer	27.71	900	24,939
Junior Engineer	23.23	1,500	34,845
Engineering Aide	15.23	550	8,377
Technical Writer	16.80	-	-
Metallurgist	19.79	1,200	23,748
Draftsman	19.90	1,500	29,850
Total D/L – Eng		**6,410**	**$148,838**

2010 Manufacturing Labor Cost

Labor Category	Rate/Hr	Hours	Total .
Fabrication	$11.39	600	$6,834
Assembly	9.71	200	1,942
Total D/Labor – Mfg		**800**	**$8,776**
Total Direct Labor			$157,614

All hours proposed are based on historical costs, reference contract DAAH01-04-C-0001, account 9271.

The supporting data showing the historical hours and the development of the proposed hours are in file "DAAH01-09-R-0001, Hours" and is available immediately upon request.

The direct labor rates are based on actual average rates as of 31 October 2008 and escalated 5 percent each year. The supporting data and rate calculation are located in file "DAAH01-09-R-0001, Direct Labor Rates" and is available immediately upon request.

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Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Schedule 1C

2011 Engineering Labor Cost

Labor Category	Rate/Hr	Hours	Total
Program Manager	$37.41	507	$18,967
Senior Engineer	29.10	700	20,370
Junior Engineer	24.39	900	21,951
Engineering Aide	15.99	50	800
Technical Writer	17.64	900	15,876
Metallurgist	20.78	700	14,546
Draftsman	20.90	600	12,540
Total D/L – Eng		**4,357**	**$105,050**

2011 Manufacturing Labor Cost

Labor Category	Rate/Hr	Hours	Total
Fabrication	$11.96	600	$7,176
Assembly	10.20	600	6,120
Total D/Labor – Mfg	**1,200**	**$13,296**	
Total Direct Labor			$118,346

All hours proposed are based on historical costs, reference contract DAAH01-04-C-0001, account 9271.

The supporting data showing the historical hours and the development of the proposed hours are in file "DAAH01-09-R-0001, Hours" and is available immediately upon request.

The direct labor rates are based on actual average rates as of 31 October 2008 and escalated 5 percent each year. The supporting data and rate calculation are located in file "DAAH01-09-R-0001, Direct Labor Rates" and is available immediately upon request.

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Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Element of Cost	Amount	Reference
Engineering Labor	$452,151	Schedule 1
Manufacturing Labor	26,412	Schedule 1
Direct Labor Overhead @ 56.7%	**271,345**	**Schedule 2**
Material	113,175	Schedule 3
Material Handling Overhead @ 5.0%	5,659	Schedule 4
Subtotal	$868,742	
G&A @ 8.0%	69,499	Schedule 5
Estimated Cost	$938,241	
Profit @ 10.0%	93,824*	
Total Price	**$1,032,065**	

*****Contractors can negotiate profit with the contracting officer. Typically, contracting officers use criteria in FAR 15.404-4 for establishing a profit objective. DoD contracting officers may use the weighted guidelines policy described in DFARS 215.404-4.

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Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Schedule 2

Cost Element	2002	2003	2004	Total .
D/L – Engineering	$198,263	$148,838	$105,050	$452,151
D/L – Manufacturing	4,340	8,776	13,296	26,412
Total Direct Labor	$202,603	$157,614	$118,340	$478,563
	(Sched 1A)	(Sched 1B)	(Sched 1C)	
D/L Overhead Rate (Schedule 2A)	**56.7%**	**56.7%**	**56.7%**	**56.7%**
Direct Labor O/H	**$114,876**	**$89,367**	**$67,102**	**$271,345**

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Schedule 2A

Budget for FY 2009 Labor Overhead
Actual Overhead Expenses for FY 2006 - 2008

(Note 2)	Budget	Actual Expenses (Note 1) .		
Overhead Expenses	**2002**	**2001**	**2000**	**1999**
Indirect Payroll	$260,000	255,120	280,450	225,320
Payroll Taxes	228,000	223,615	245,538	197,308
Vacation	120,000	117,692	129,231	130,846
Holiday	110,000	107,885	118,462	95,192
Sick Leave	50,000	49,038	47,832	43,269
Pensions	171,000	167,712	184,154	147,981
Employee Morale	5,000	4,530	5,960	4,210
Entertainment	50,000	45,820	57,352	39,820
Office Equipment	7,000	3,251	4,525	6,320
Depreciation	5,000	5,125	5,075	4,925
Subscriptions	1,500	1,485	1,450	1,475
Travel	22,000	25,352	18,085	21,025
Miscellaneous	2,000	2,421	2,310	1,824
Stationery	6,000	5,421	7,921	5,105
Reproduction	17,000	16,891	18,451	14,555
Maintenance	5,000	4,871	5,431	4,322
Rent	202,000	200,000	200,000	196,000
Telephone	11,000	10,545	11,752	9,850
Insurance	102,000	98,500	96,000	92,000
Total Pool	$1,374,500	$1,1345,274	$1,439,979	$1,214,347
Less Unallowable Costs				
Entertainment	50,000	45,820	57,352	39,820
Net Allowable Expenses	**$1,324,500**	**$1,299,454**	**$1,382,627**	**$1,174,527**

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Schedule 2A

Budget for FY 2009 Labor Overhead
Actual Overhead Expenses for FY 2006 - 2008

(Note 2)	Budget	Actual Expenses (Note 1)		
Overhead Expenses	**2009**	**2008**	**2007**	**2006**
Net Allowable Expenses	**$1,324,500**	**$1,299,454**	**$1,382,627**	**$1,174,527**
Allocation Base				
Direct Labor	**$2,336,000** (Note 3)	**$2,221,289**	**$ 2,613,662**	**$2,147,216**
Rate	**56.7%** (Note 4)	**58.5%**	**52.9%**	**54.7%**

Explanatory Notes

(1) Provide the prior three years' actual overhead expense and allocation base in the same format as the budget for 2009. For the year 2008, actuals to date are provided.

(2) The projected overhead expenses are based on the company's operating budget for 2009. The operating budget supporting data is located in file "DAAH01-09-R-0001, Overhead Operating Budget" and is immediately available upon request.

(3) Includes Bid and Proposal Labor of $5,000

(4) The same rate is estimated for fiscal years 2010 and 2011. We anticipate minimal inflation and a stable business base. The data and analysis supporting this assertion is located in file "DAAH01-09-R-0001, Overhead Forecast" and is immediately available upon request.

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Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Element of Cost	Amount	Reference
Engineering Labor	$452,151	Schedule 1
Manufacturing Labor	26,412	Schedule 1
Direct Labor Overhead @ 56.7%	271,345	Schedule 2
Material	**113,175**	**Schedule 3**
Material Handling Overhead @ 5.0%	5,659	Schedule 4
Subtotal	$868,742	
G&A @ 8.0%	69,499	Schedule 5
Estimated Cost	$938,241	
Profit @ 10.0%	93,824*	
Total Price	$1,032,065	

*Contractors can negotiate profit with the contracting officer. Typically, contracting officers use criteria in FAR 15.404-4 for establishing a profit objective. DoD contracting officers may use the weighted guidelines policy described in DFARS 215.404-4.

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Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Schedule 3

Shock Absorber Bill of Material

(Note 3) Support	**Qty**	**Unit Price**	**Total**	**Notes**
Sheet Metal	1,600 sq. yd	$25.00	$40,000	**(1)**
Casings	750 pcs.	8.50	6,375	**(2)**
Plastic	7,500 pcs.	5.75	43,125	**(1)**
Springs	1,700 pcs.	4.00	6,800	**(2)**
Bolts	7,500 pcs.	2.25	16,875	**(2)**
Total Material			**$113,175**	

Explanatory Notes

(1) These prices are supported by multiple vendor quotes. The proposed prices are those provided by the low bidder who was the ACME Corporation in their quotation dated October 21, 2008. The quotations are included in file "DAAH01-09-R-0001, Vendor Quotations" that are available immediately upon request.

(2) These prices are supported by the Halloween edition of the Springs R Us Catalog. This catalog is available for audit in the pricing office.

(3) The proposed quantities are from the engineering drawings for the shock absorber. This drawing is located in file "DAAH01-09-R-0001, Engineering Drawing" and is immediately available upon request.

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Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Element of Cost	Amount	Reference
Engineering Labor	$452,151	Schedule 1
Manufacturing Labor	26,412	Schedule 1
Direct Labor Overhead @ 56.7%	271,345	Schedule 2
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Proposal Submitted in Response
to RFP DAAH01-09-R-0001

Schedule 5

Engineering Labor	$452,151	Schedule 1
Manufacturing Labor	26,412	Schedule 1
Direct Labor Overhead @ 56.7%	271,345	Schedule 2
Material	113,175	Schedule 3
Material Handling Overhead @ 5.0%	5,659	Schedule 4
Total Cost Input	**$868,742**	
G&A Rate	**8.0%**	Schedule 5A
G&A	**$69,499**	

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Schedule 5A

Budget for FY 2009 G&A
Actual G&A Expenses for FY 2006 – 2008

	(Note 2)	Less	Net Allow	Actual Expenses (Note 1)		
2009 Projected G&A Expenses		**Unallow**	**Expenses**	**2008**	**2007**	**2006**
Payroll Taxes	$16,000		$16,000	15,764	15,768	14,468
Officers' Salaries	165,000		165,000	155,000	152,000	142,000
Indirect Salaries	21,000		21,000	20,152	23,201	18,752
Interest	14,000	$14,000	-	*12,351*	*15,321*	*11,057*
Vacation	11,000		11,000	10,509	10,512	9,645
Holiday	9,000		9,000	8,758	8,760	8,037
Sick Leave	5,000		5,000	4,532	5,103	4,102
Contributions	8,000	8,000	-	*8,500*	*7,000*	*6,500*
Pensions	12,000		12,000	10,509	10,512	9,645
Office Equipment	1,000		1,000	952	1,125	856
Depreciation	2,500		2,500	2,490	2,750	2,360
Travel	10,000		10,000	9,580	9,830	8,520
Miscellaneous	2,000		2,000	1,890	2,130	1,725
Legal Fees	7,000		7,000	6,520	6,850	6,320
Accounting Fees	7,000		7,000	6,950	6,250	5,852
Computer	17,500		17,500	18,235	16,520	14,265
Rent	15,000		15,000	15,000	12,500	12,500
Advertising	8,500	8,500	-	*9,000*	*9,800*	*7,500*
Telephone	3,000		3,000	2,980	2,750	2,598
Insurance	7,000		7,000	6,500	5,800	4,700
Total Pool	$341,500	$30,500	$311,000	$296,321	$292,361	$266,345
B&P **(Note 3)**	8,500		8,500	7,900	8,925	8,654
Total G&A and B&P	**$350,000**	**$30,500**	**$319,500**	**$304,221**	**$301,296**	**$274,999**

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Washington, DC

Schedule 5A

Budget for FY 2009 G&A
Actual G&A Expenses for FY 2006 – 2008

	(Note 2&3) 2009 Projected G&A Expenses	Less Unallow	Net Allow Expenses	Actual Expenses (Note 1) 2008	2007	2006
Total G&A and B&P	**$350,000**	**$30,500**	**$319,500**	**$304,221**	**$301,286**	**$274,999**
Allocation Base						
Labor			**$2,331,000**	$2,216,789	$2,608,162	$2,141,816
Overhead	**(Note 4)**		**1,371,665**	1,342,642	1,437,070	1,211,393
Other Direct Costs			**29,000**	28,523	27,854	22,525
Materials			**250,000**	225,700	317,450	185,000
Material Overhead			**12,500**	11,700	14,920	9,270
Total Base			**$3,994,165**	$3,825,354	$4,405,456	$3,570,004
G&A Rate	**(Note 5)**		**8.0%**	**8.0%**	**6.8%**	**7.7%**

Explanatory Notes

(1) Provide the prior three years' actual G&A expenses and the allocation base in the same format as the 2009 budget. For the year 2008, actuals are provided to date.

(2) The projected G&A expenses are based on the company's operating budget for 2002. The operating budget supporting data is located in file "DAAH01-09-R-0001, G&A Operating Budget" and is available immediately upon request.

(3) Includes $665 B&P Travel ($5,000 + $2,835 + $665).

(4) Total Pool, **including** unallowables, **excluding** $2,835 allocated to B&P Labor ($5,000 x .567) [$1,374,500 -- $2,835].

(5) The same rate is estimated for fiscal years 2010 and 2011. We anticipate minimal inflation and a stable business base. The data and analysis supporting this assertion is included in file "DAAH01-02-R-0001, G&A" and is available immediately upon request.

PREPARING FOR AN AUDIT

- **Personnel Familiar Readily Available**
- **An Adequate Accounting System**
- **Detailed Schedules Used Available**

PREPARING FOR AN AUDIT

- **Data Related to the Proposed Costs (Supporting Documentation) Readily Available**
- **Provide the Proposal and Supporting Data in Electronic Format**
- **Financial Statements of the Company**

SUMMARY

- Vital Elements of A Proposal
- Common Deficiencies
- Proposal Examples
- Preparation for An Audit

DCAA Website

http://www.dcaa.mil/

At website go to “Publications” and click on “Information for Contractors”.

Navigate to Chapter 3 for guidance on Pricing Proposals.

QUESTIONS?????

Defense Logistics Agency



AIT and passive RFID

August 2009

Mark Lieberman

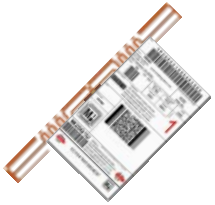
Agenda

- About RFID
- RFID in DoD
- WAWF
- Tagging
- RFID in DLA
- Benefits
- Resources
- Summary



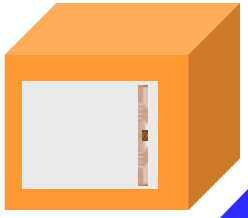
How Does passive Radio Frequency Identification (RFID) Work?

- Tags emit radio signals
- Devices called Readers pick up the signal

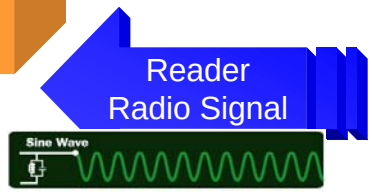




Tagged Asset

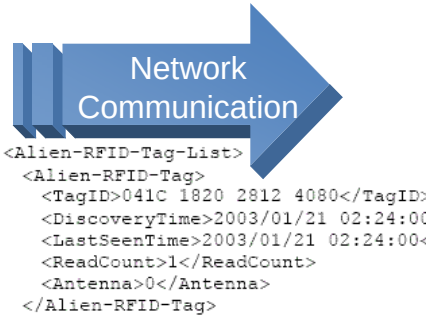






Readers



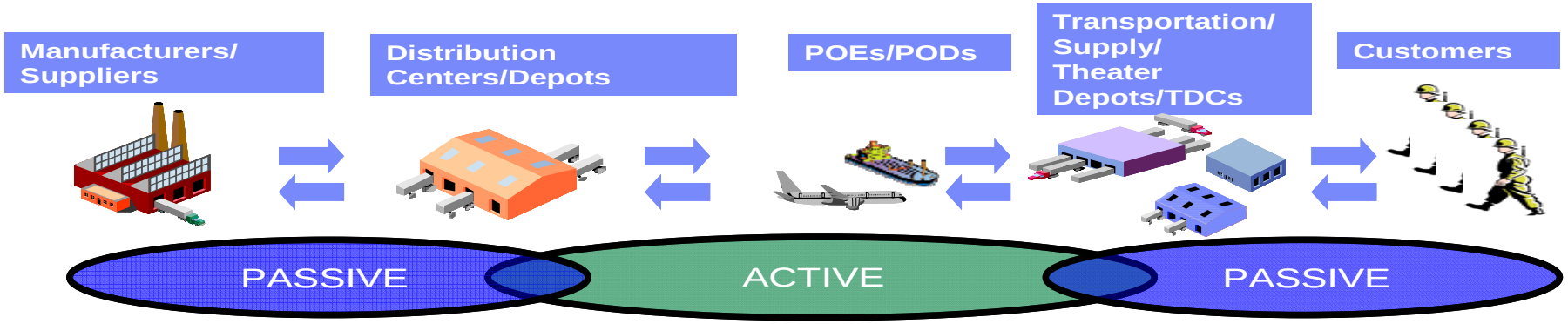



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    <DiscoveryTime>2003/01/21 02:24:00
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IT Infrastructure



How Does DoD Uses RFID

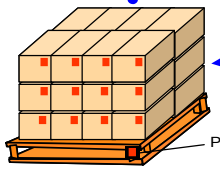




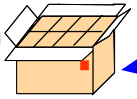
Active Freight Container (SEAVAN and 463L Pallet) Tag associated to a…



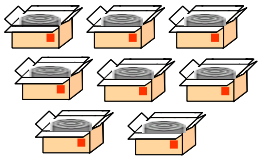
Passive Palletized Unit Load Tag associated to a…



Passive Exterior Container Tag associated to …



8 UID Unit Pack Tags each with 1 associated UID item



Logistics systems receive the data from various RFID data collection points and create the nested associations



Active Freight Container Tag
- •Palletized Unit Load Tag
  - •Exterior Container Tag
    - •UID Unit Pack Tag
      - •UID Item

Source: 8/2/05 Briefing by Mr. Alan Estevez
Assistant Deputy Under Secretary of Defense (Supply Chain Integration)

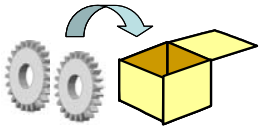
AIT Layers

Layer 0 UID – Product Item



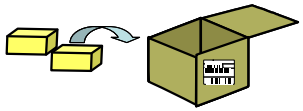
2D Matrix
Linear Bar Code

Layer 1 – Package



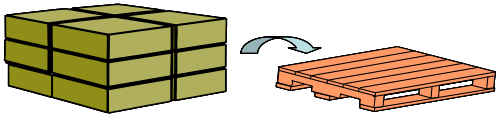
Passive RFID
2D/Linear Bar Code

Layer 2 – Transport Unit (cartons, boxes)



Passive RFID
2D/Linear Bar Code

Layer 3 – Unit Load (Warehouse pallet, tri-wall packaging, commercial fiberboard)



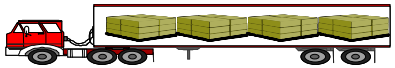
Passive RFID
2D/Linear Bar Code

Layer 4 – Freight Container (sea vans, 463L pallets with net)



Active RFID License Plate 2D/Linear Bar Code

Layer 5 – Movement Vehicle (truck, aircraft, ship, train)





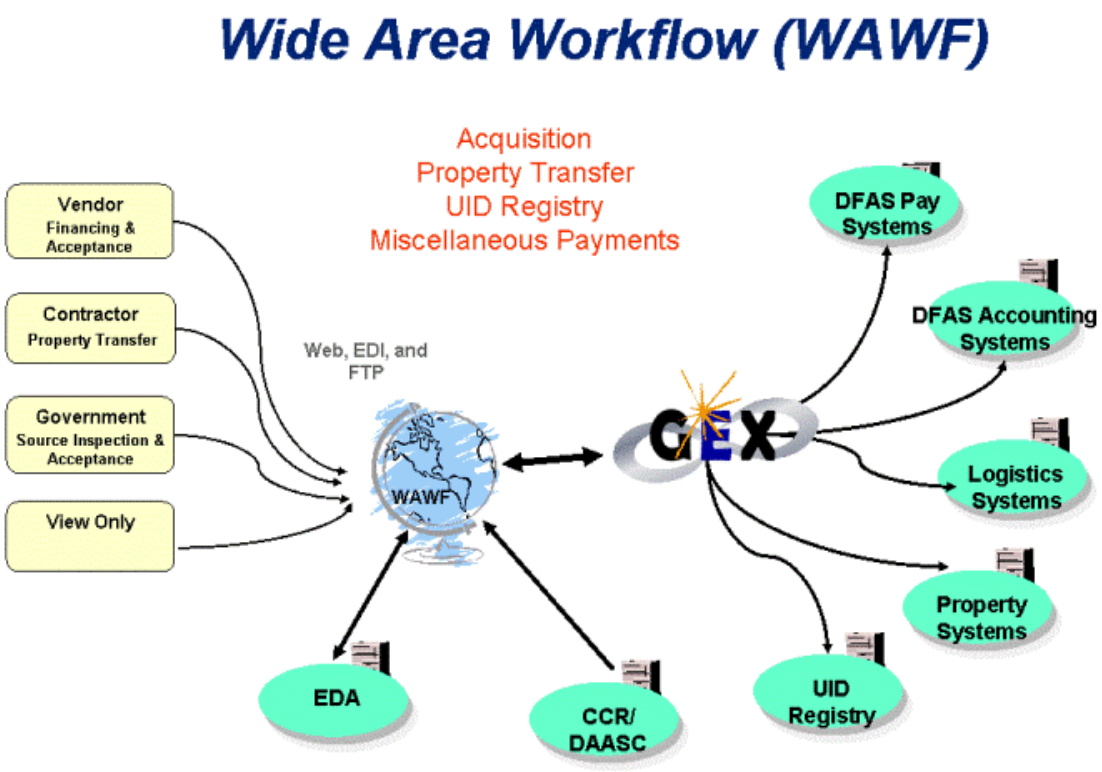


Baseline AIT

Primary

Back Up

Wide Area Work Flow



- Secure Web-based system for electronic invoicing, receipt and acceptance
- WAWF creates a virtual folder to combine the three documents required to pay a Vendor
  - Contract
  - Invoice
  - Receiving Report.
- Supports paperless acquisition process.
- Public Key Infrastructure (PKI) digital signature security

Streamlines the process from Weeks to Days or Minutes.

When are pRFID tags required?

Passive RFID tags at the case and pallet levels when the following three factors are true:

1. Contract contains passive RFID DFARS clause (DFAR 252.211-7006), specific language requiring RFID tags.
2. Your equipment/commodity falls under the classes of supply required to be tagged as described in the passive RFID DFARS clause.
3. Your equipment/item is being shipped to one of the RFID-enabled/implemented locations listed in the passive DFARS clause or a location specified by the contracting officer in your contract.

The most recent version of the passive RFID DFARS clause is available at http://www.acq.osd.mil/dpap/dars/dfars/html/current/252211.htm#252.211-7006.

Tagging Options

Automated Labeling

- Applicators / RFID encoders can program and apply tags automatically on production lines.



Print and Apply

- Similar to standard printed labels, RFID-enabled printers can print human readable information (barcode, etc) as well as program embedded RFID tags.



Pre-Programmed Labels

- Tags are printed and programmed to comply with DoD



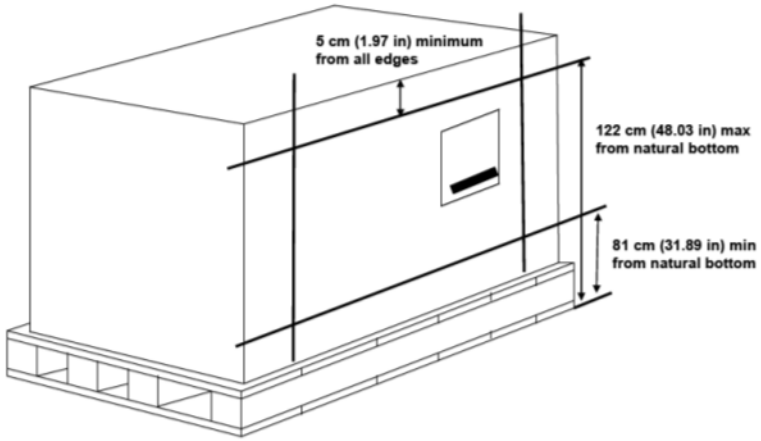
DoD Tag Construct

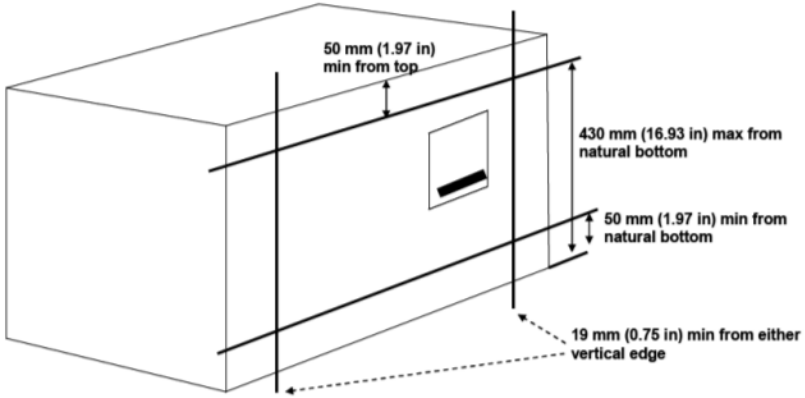
- Must encode an approved RFID tag data structure
- Suppliers that are EPCglobal subscribers and possess a GS1 company prefix may use any of the EPC Identifiers and encoding instructions described in the EPC™ Tag Data Standards document to encode tags.
- Suppliers who choose to employ the DoD construct will use their previously assigned Commercial and Government Entity (CAGE) code and encode the tags per the rules that follow.

Header			**Filter**			**Gov't Managed Identifier**	**Serial number**
Identified DoD Construct			*identifies the hierarchy represented using the following values:*			*Supplier CAGE Code*	*68+ Billion Unique*
8-bits			4-bits			48-bits	36-bits
Hex	Binary	Desc	Hex	Binary	Desc	ASCII "space" + 5 ASCII characters	(left fill with spaces)
2F	00101111	DoD Construct	0	0000	pallet		
			1	0001	case		
			2	0010	unit pack		

Tag Placement

RFID-enabled Label Placement on Palletized Unit Load



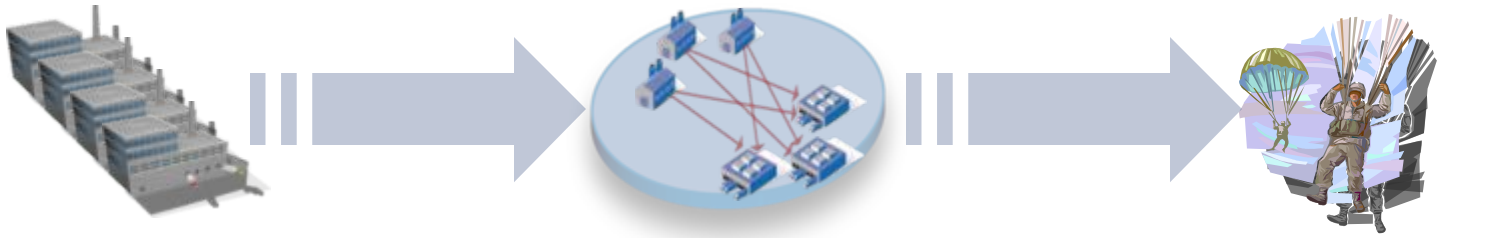


RFID-enabled Label Placement on Case (Shipping and Exterior Container)

RFID-enabled labels are to be applied to shipping containers or palletized unit loads, in

DLA AIT Program

Leverage Automatic Identification Technology in our logistics operations to better support the warfighter by reducing cost and improving service.

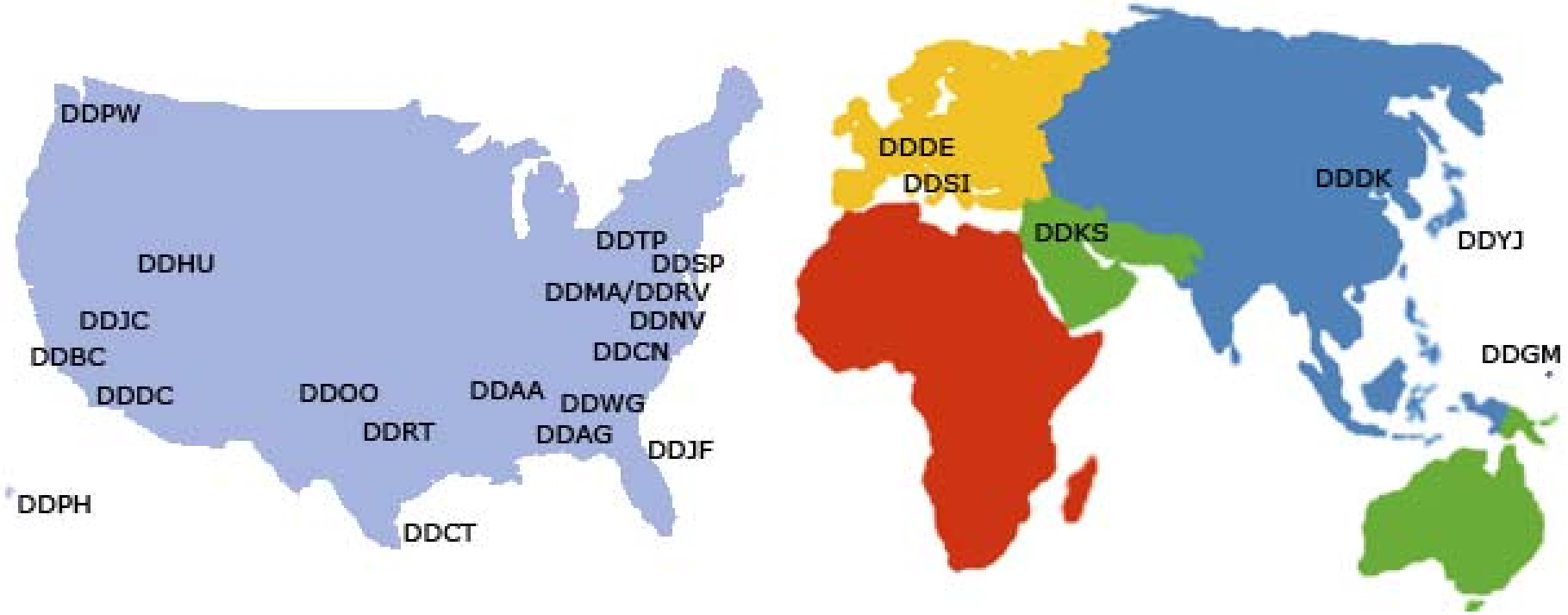


Suppliers: Leverage Tagging Today

Distribution: Improve Operations

Customer: Improve Service

Defense Distribution Centers



Distribution Depots receiving tagged RFID cases and pallets today

- CONUS: All Distribution Depots
- OCONUS: DDPH and DDGM

RFID Benefits

Supplier Benefits

- ✓ Improved planning
- ✓ Faster demand responses
- ✓ Reduced Bull Whip Effect
- ✓ Streamlined business processes
- ✓ Improved efficiency in the recall of defective items
- ✓ Increased ability to ensure that product(s) remain stocked on DoD's shelves
- ✓ **Faster receipt of payments for supplied goods**

DoD Benefits

- ✓ Improved inventory management
- ✓ Improved labor productivity
- ✓ Elimination of duplicate orders
- ✓ Replacement of manual procedures
- ✓ Automated receipt and acceptance
- ✓ Improved inventory and shipment visibility and management
- ✓ Reduced shrinkage
- ✓ Enhanced business processes within the DoD
- ✓ Improved asset tracking

Resources

- WAWF https://wawf.eb.mil/
- WAWF Training http://www.wawftraining.com/
- DLA WAWF http://www.dla.mil/j-3/wawf/
- RFID in DoD http://www.acq.osd.mil/log/rfid/index.htm
- Supplier's Guide http://www.acq.osd.mil/log/rfid/r_suppliers_guide.html
- epcGlobal http://www.epcglobalinc.org/standards
- MIL Packaging Standards http://assist.daps.dla.mil

Summary

- Passive RFID has benefits for DoD and its suppliers
- DoD Policy requires suppliers to tag cases and pallets for certain products into specific destinations
- By improving velocity and reliability, DLA will help make the defense supply chain a more effective weapon for use by the warfighter

Defense Logistics Agency



AIT and passive RFID

August 2009

Mark Lieberman



2009 LAND & MARITIME SUPPLY CHAINS BUSINESS CONFERENCE & EXHIBITION

17 – 19 August 2009, presented by Deborah Thompson on behalf of the DSCC-VSP Packaging Office, Columbus

PACKAGING

- Military Packaging/Preservation & Marking
- MIL-STD-2073(D) (Packaging Codes Standard)
- ASTM D-3951 “Commercial Packaging”
- MIL-STD-129(P)(4) (Marking Standard)

MIL-STD-2073

- Coded Packaging data for items going into the Military distribution cycle

- Information contained on solicitations and awards specifying the packaging coded data required to protect item through life cycle (Section B, on solicitations & awards)

- Determined by item characteristics (fragility factors, destination considerations, etc.)

Example of Requirements

- Quantity Unit Pack (QUP) CODE **001**
- Preservation Method CODE **41**
- Cleaning and Drying Procedures CODE **1**
- Preservative Material CODE **00**
- Wrapping Material CODE **CA**
- Cushioning and Dunnage Material CODE **JC**
- Cushioning and Dunnage Thickness CODE **X**

MIL-STD-2073, Continued

- Unit Container CODE **D3**
- Optional Procedure Indicator CODE **O**
- Intermediate Container CODE **EC**
- Intermediate Container Quantity CODE **024**
- FOR DLA STOCK: Pack CODE **U**
  (page 175 of standard 2073)
- FOR FMS Shipments: Pack CODE **Q**
  (page 173 of standard 2073)

Preservation Methods

- Method 10 Physical protection only
- Method 20 Preservative coating requirement
- Method 30 Waterproof protection
- Method 40 Watervapor proof protection
- Method 50 Watervapor proof with desiccant

- Examples found:

  http://www.dscc.dla.mil/Offices/Packaging/preservation.html

Special Preservation

Table J.Ia, SPECIALIZED PRESERVATION CODES (MIL-STD-2073, pages 143-148)

Codes used for packaging procedures that cannot be conveniently or adequately described without amplification of the basic method and material symbols.

"AE" means seal/plug all openings & preserve Method 10

"BL" means seal/plug all openings & preserve Method 20

"GX" means preserve Method 41 with ESD & electromagnetic protection

"HM" means package and mark I/A/W applicable hazmat regulation

ASTM D-3951

- **FOR NON-FMS AND NON-STOCK ORDERS FOR CONUS DELIVERY AND OCONUS PRIORITIES 1 THRU 8:** MARKED AND PACKAGED STANDARD COMMERCIAL IAW ASTM D 3951 AND BAR CODED IAW AIM BC1.

- Document may be ordered from: http://www.astm.org/DIGITAL_LIBRARY/index.shtml

ASTM D-3951, Continued



- Items Intended for Immediate Use
- Items not for Mission Capable Supply
- Items Intended for Depot Operational Consumption
- Small Parcel Shipments (CONUS), Not for Stock
- Direct Vendor Deliveries (CONUS)

Reports of Discrepancies

Common types of non-compliances:

- Heat treated wood requirements I/A/W DLA contract clause: **52.247-9012 REQUIREMENTS FOR TREATMENT OF WOOD PACKAGING MATERIAL (WPM) (FEB 2007) (P215)**
- Marking problems, elements of MIL-STD-129 missing or incorrectly labeled
- Preservation and packing non-conformances
- Listing of all types of discrepancies: http://www.dscc.dla.mil/Offices/Packaging/TypicalPkgDisc.html

QUP vs UNIT OF ISSUE

- Quantity per Unit Pack & Intermediate Pack determination is specified on contract, (and criterion referenced on pages 65-68 in MIL-STD-2073)
- Unit of Issue considerations (example BX, PG, RL, FT, EA, etc.)
- Quantity and Unit of Issue. (5 EA, as an example) A non-definitive unit of issue shall be accompanied by a quantitative expression such as “1 RO (100 FT)”.

Quantity Per Unit Pack

MILITARY PACKAGING QUP & ICQ

- **QUP of ONE**:

  Repairables, Items $50 or more, Method 50 items, irregular, delicate or fragile items, pairs, sets and kits.

- **QUP more than ONE**:

  Formulas based upon item weight, dimensions, cost, and Method of Preservation

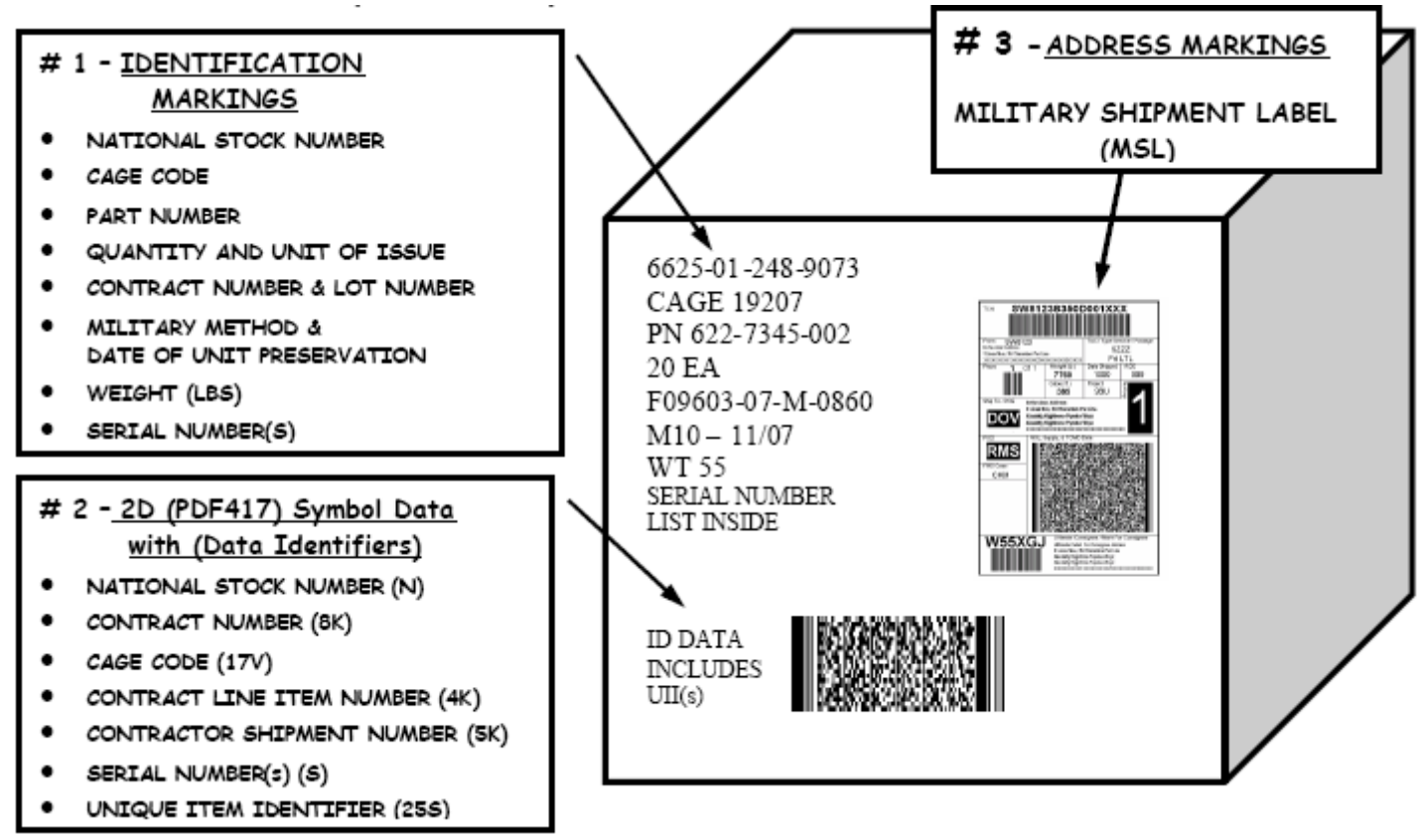
- **Intermediate Container Quantity**

  Maximum of 100 unit packs, 40 pounds or 1.5 cubic feet with at least two dimensions not exceeding 16 inches.

MIL-STD-129 Marking

- Page 176 in MIL-STD-2073 complete listing of all Special Marking Codes
- Mandatory for all locations both Conus (Continental United States) and OConus (Outside of Continental United States)
- Including MSL (Military Shipping Label) and RFID requirements
- Latest revision MIL-STD-129(P)(4) P Revision; 4 is change notice

Example of Markings



Military Shipping Label

The recommended size for the MSL is 4 inches by 6 inches.



Required Bar Coding

Code 39 (Linear)
- **TCN**
- **Piece Number**
- **Ultimate Consignee**

DODAAC PDF417 (2D)
- **Shipment**
- **Line Item**
- **TCMD Data**

Questions?

- If there is anything I have not covered in my presentation or something you want further clarification on....

- If not, the link below provides the ICP packaging Points of Contacts and their email address; Columbus is broken down by Federal Stock Class assignments:
- http://www.dscc.dla.mil/Offices/packaging/DLApoc.html

Resources

- Thomas Register Search
- http://www.thomasnet.com/prodsearch.html?cov=NA&which=prod&what=Military+Packaging+houses&navsec=search
- DLA Packaging Website
- http://www.dscc.dla.mil/Offices/packaging/packfaq.html
- Deborah.D.Thompson@dla.mil Packaging Manager

Resources, Continued

- RFID Supplier Site
- A Supplier Guide that contains information that details requirements for compliance is located at www.dodrfid.org/supplierguide.htm
- (MIL-STD-2073 packaging code interpreter)
  http://www.palm.saic.com/code_lookup.nsf/codecheck
- ANSI Quick Search
  http://assist.daps.dla.mil/quicksearch


UPI
MANUFACTURING
Deeds Not Words

Immense Honor



NAVISTAR MAXX-PRO



UPI
MANUFACTURING

Serving our War fighters



War Fighter
Not Just Another Customer





“Buy the Best and Only Cry Once”




UPI
UNDERGROUND
PIPELINE
INC.

A View From Above






EASY
WAIT

Sewer Lift Station






08 6 00



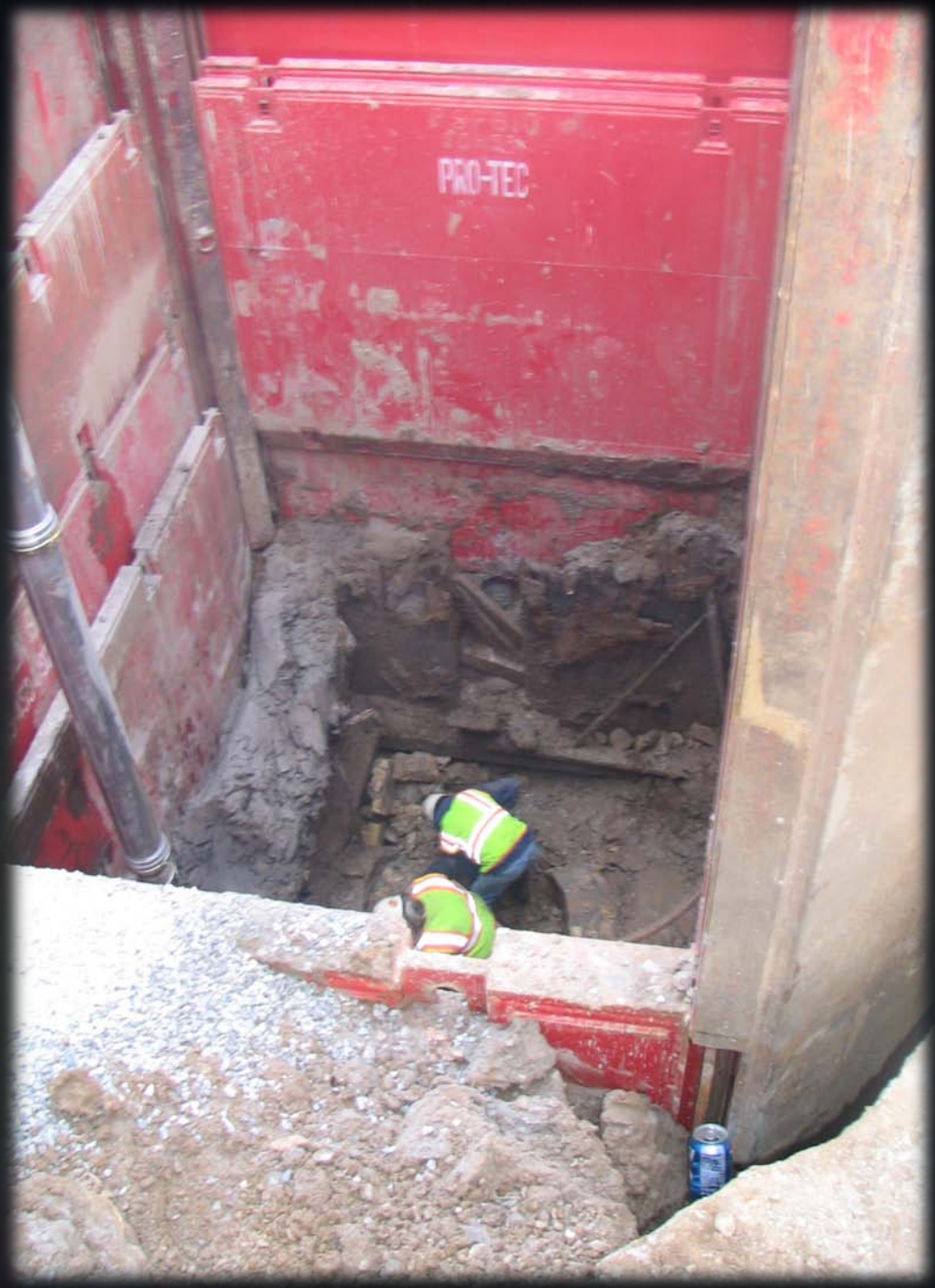

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KOMATSU

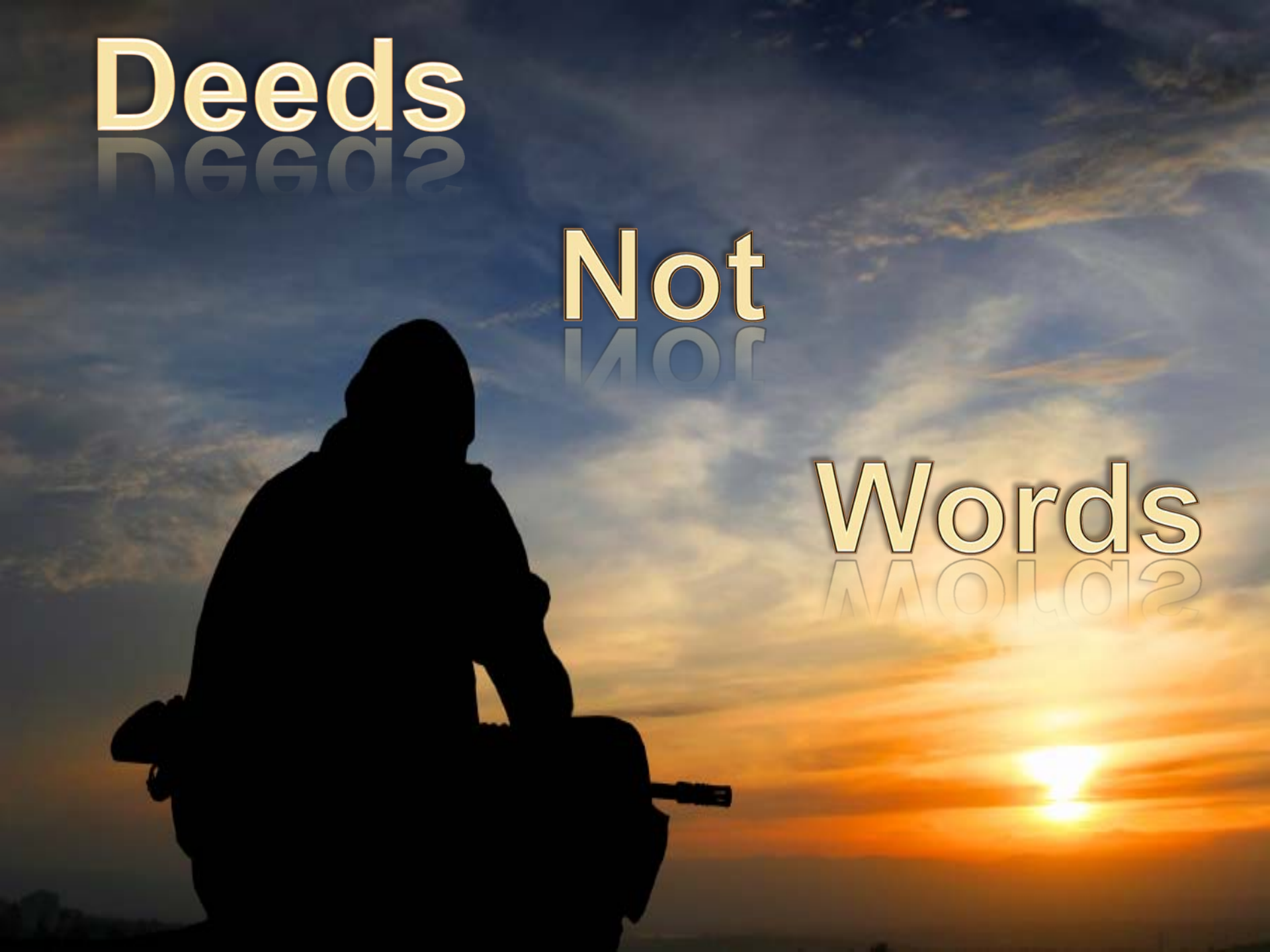



PRO-TEC




TIMBERLAND
FENCE
TIMBERLAND
FENCE
TIMBERLAND
FENCE
INGERSOLL-RAND
185


PRO-TEC
1-800-292-1225


Deeds
Not
Words


UPI
MANUFACTURING

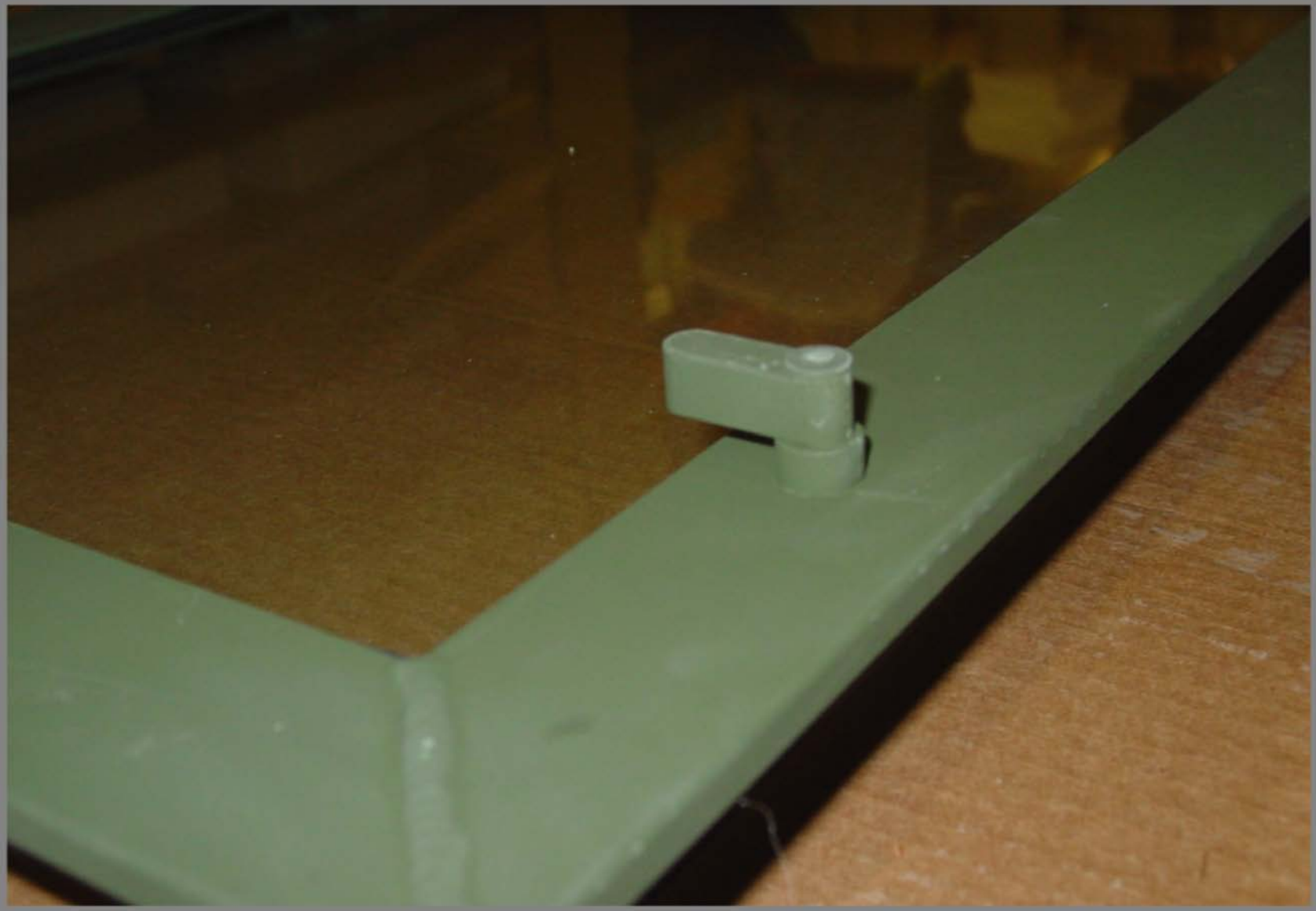

DEFENSE LOGISTICS AGENCY


SBA













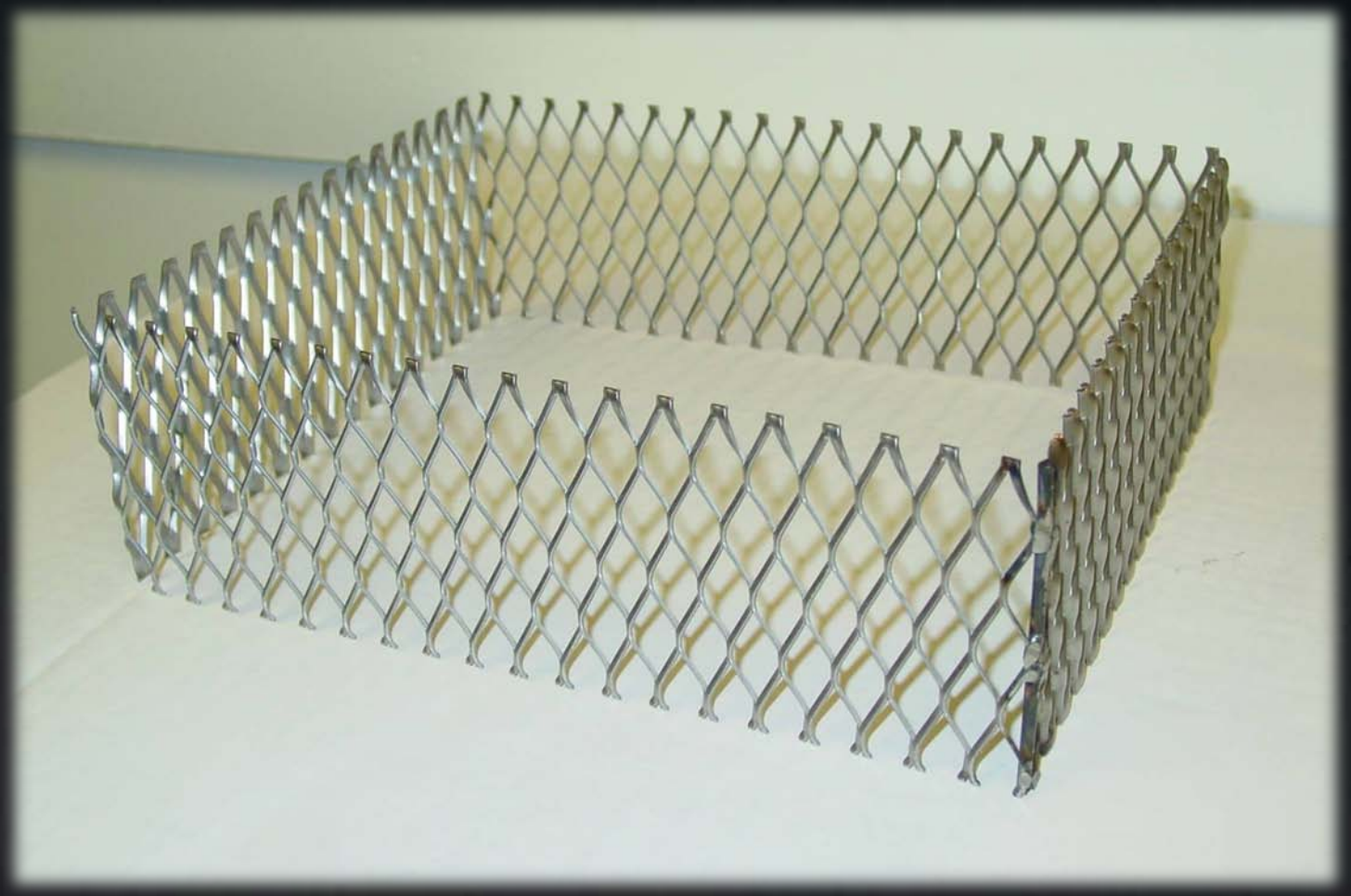


Fort Atkinson Facility











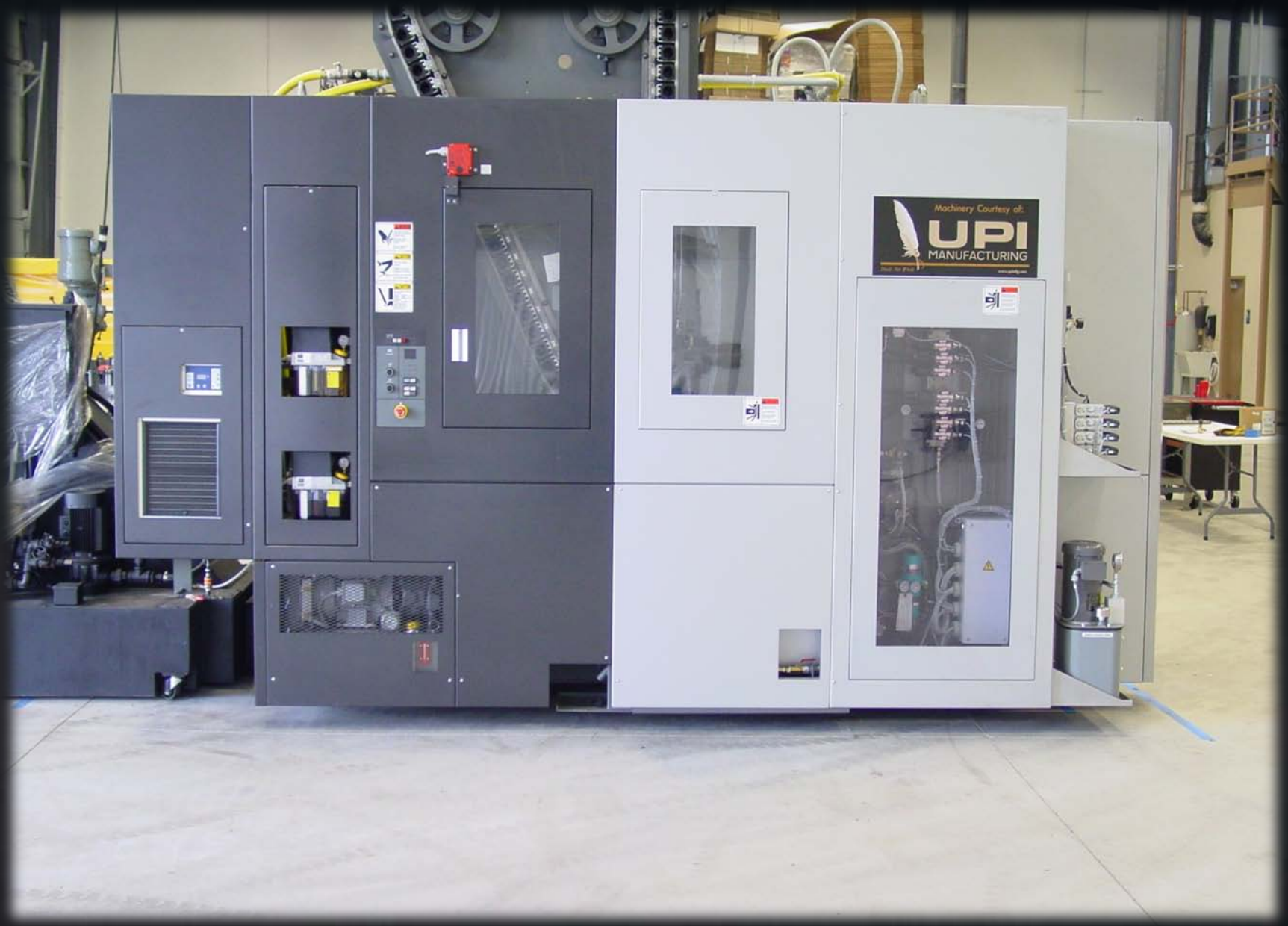



Yale

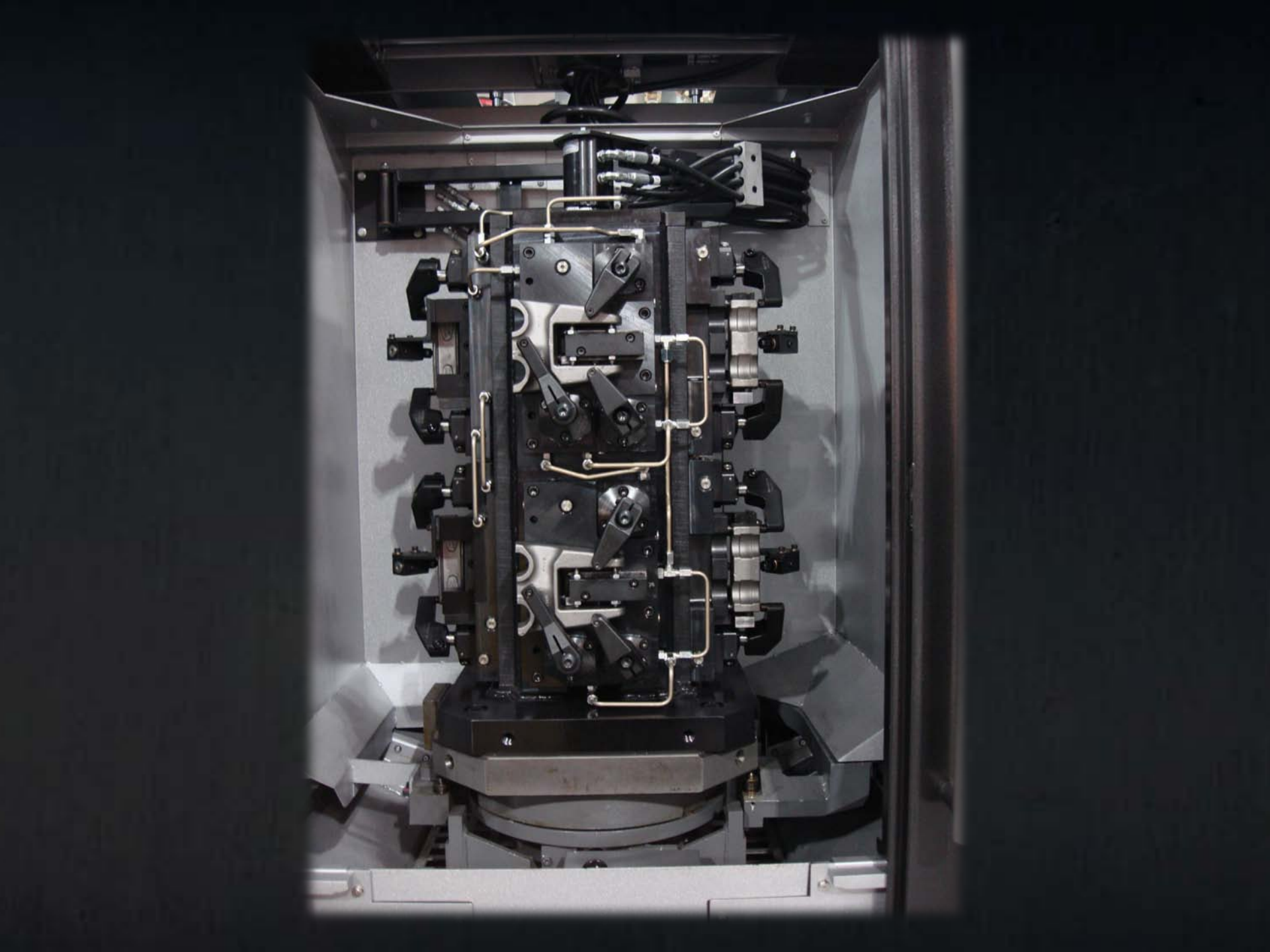
UPI
MANUFACTURING






Machinery Courtesy of:
UPI
MANUFACTURING

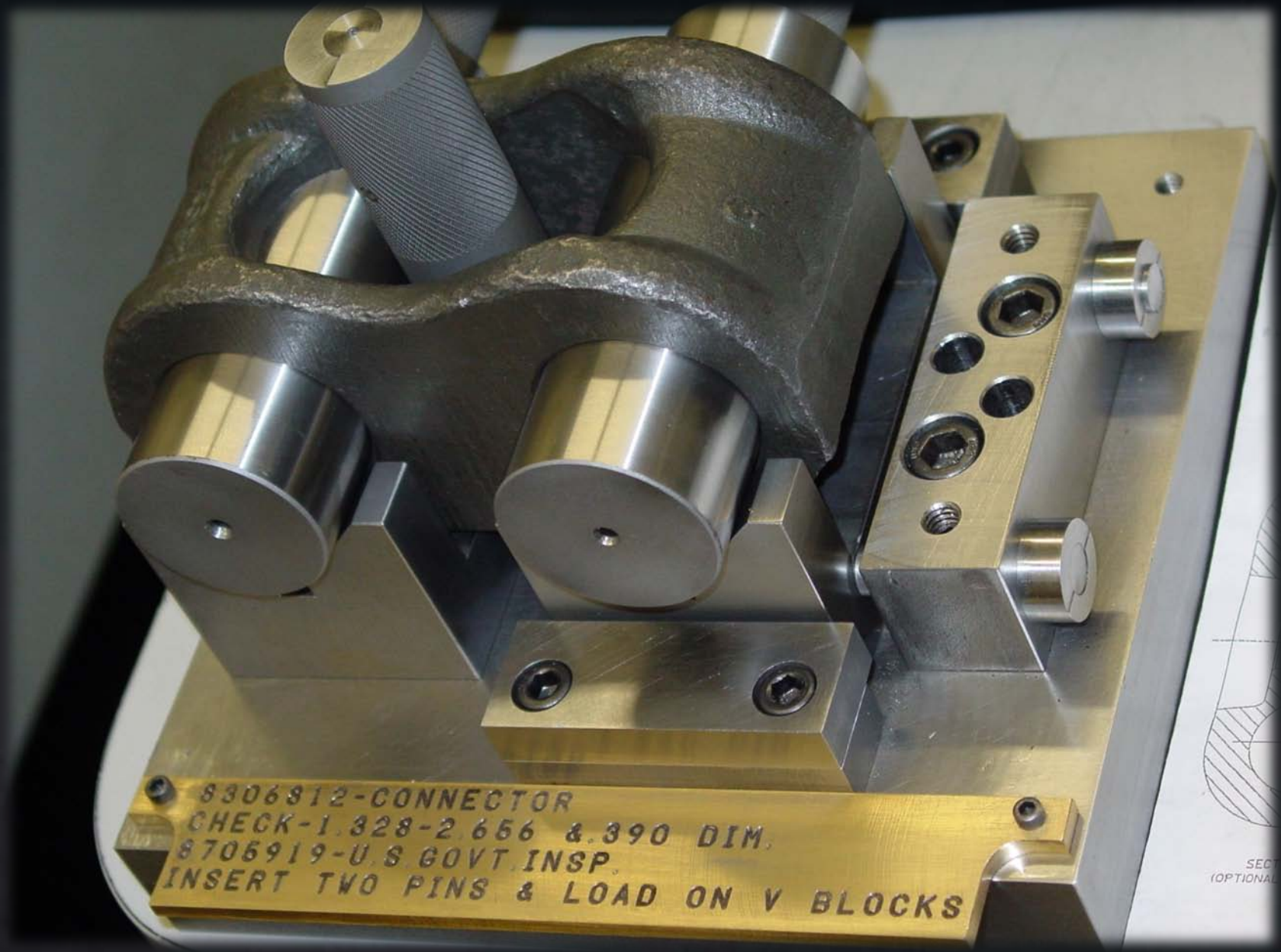

TOYODA
AF1000

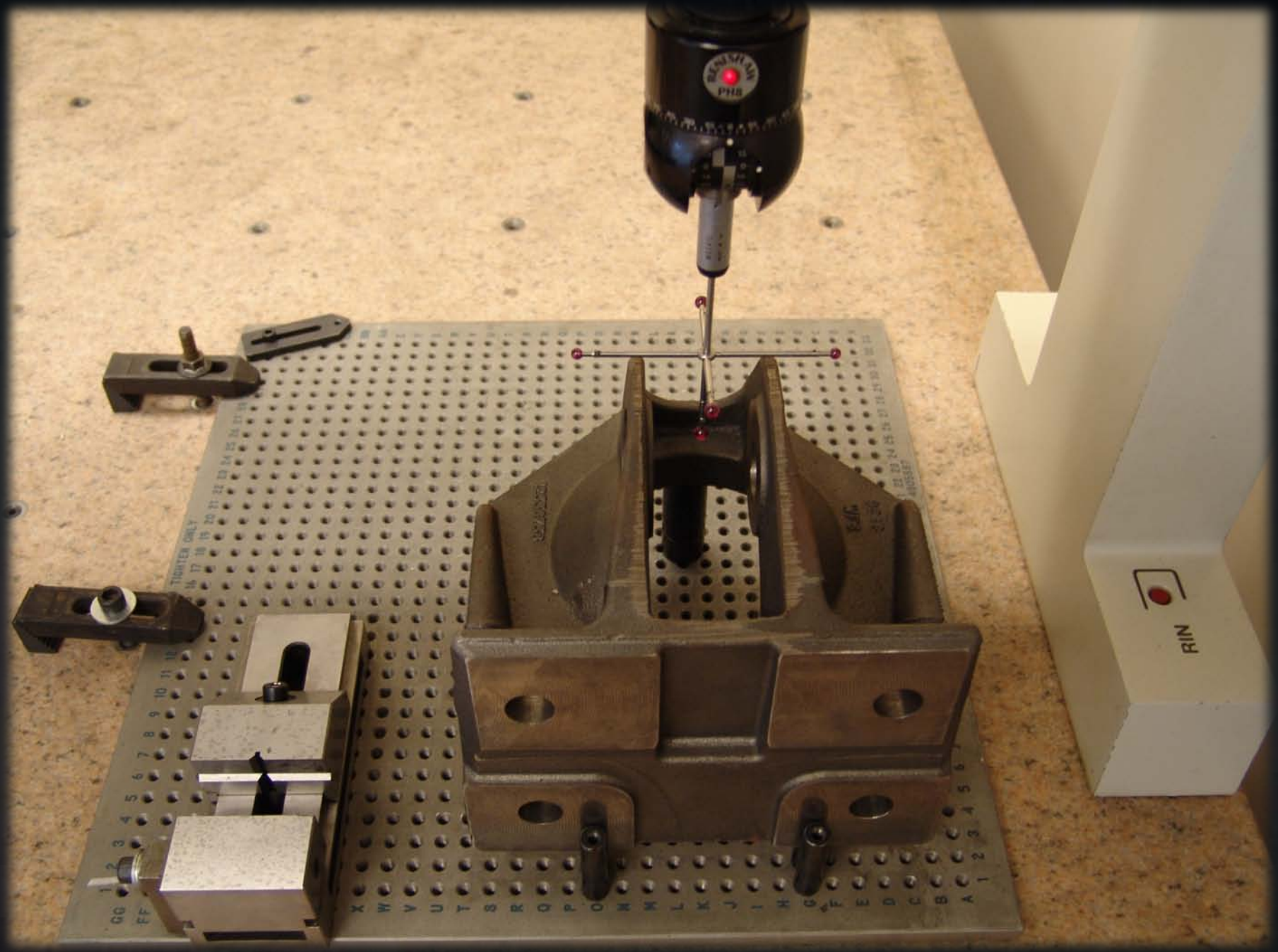


WARNING
PINCH POINT


FRAG 5




8306812-CONNECTOR
CHECK-1.328-2.656 &.390 DIM.
8706919-U.S.GOVT.INSP.
INSERT TWO PINS & LOAD ON V BLOCKS


RIN


Starrett
RAPID CHECK




up and service.
Shut machine off
when getting in / on
machine


8 12:50 PM


8 12:49 PM


8 12:49 PM


8 12:48 PM


8 12:46 PM

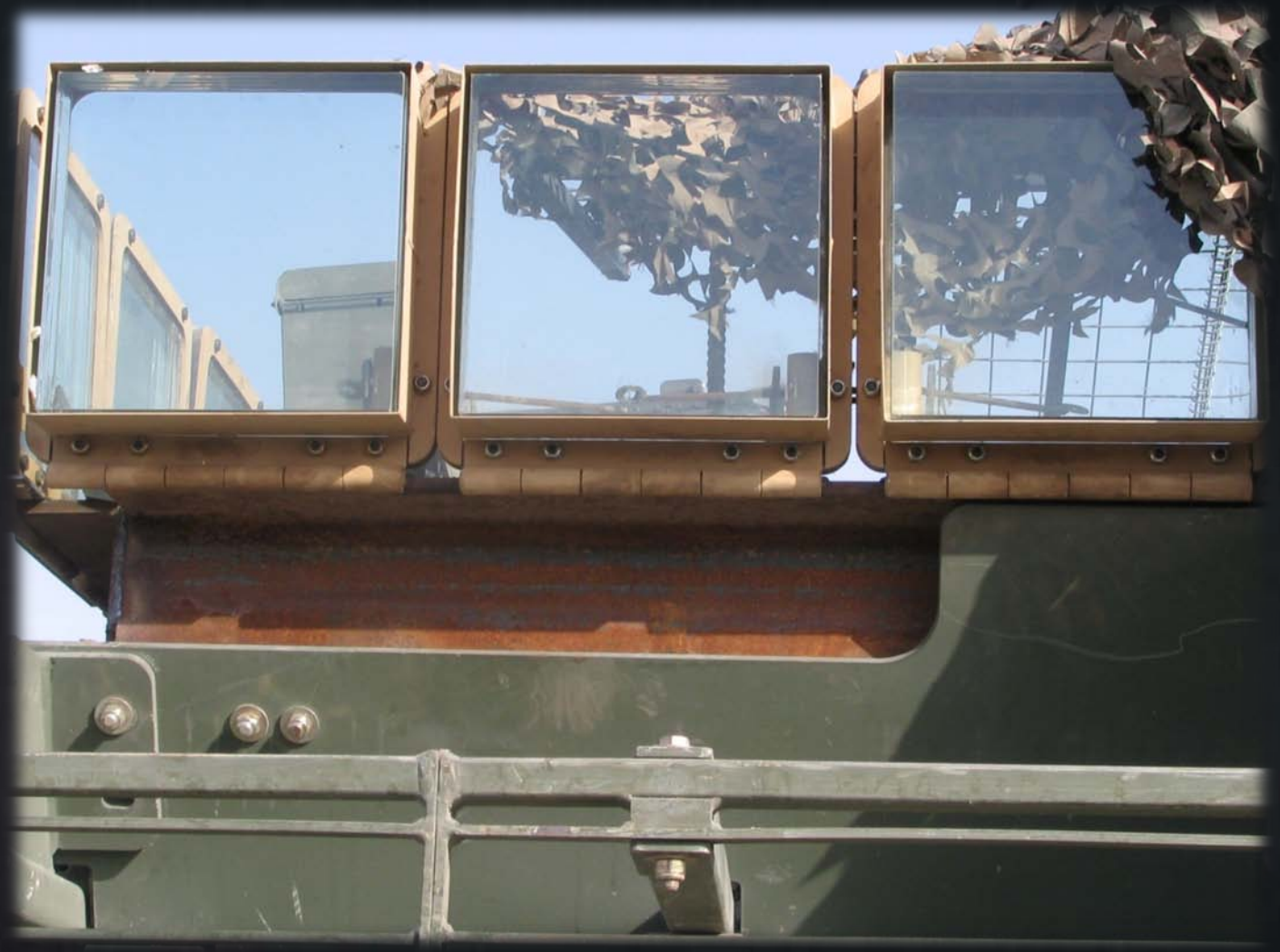
20 1:54 PM


12 1:31PM


FOWLER



Pope Glass









29 12:15PM






GARY NORTH







May God Protect Those Who Protect Us



Serve Those Serving



They Can Not Fail



Neither Can WE!

Land & Maritime Business Conference

Performance
Transformation
The DSCC Way
Culture



Acquisition…Increasing Our Strategic Sourcing Focus

Mr. Milton K. Lewis, SES
Executive Director, Contract & Acquisition Management

Briefing Outline

- Recapping Our Spend Analysis
- Strategic Sourcing Strategies
  - *An Overview of Our Approach*
- Today's Major Strategic Programs
- Tomorrow's Challenges & Opportunities
- Questions

“If you don’t know where you are going, any road will get you there.”

- Lewis Carroll

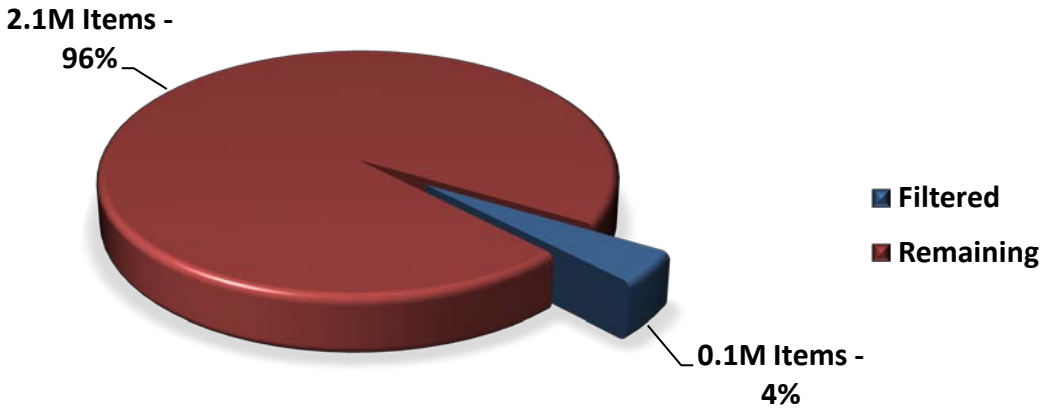
Briefing Outline

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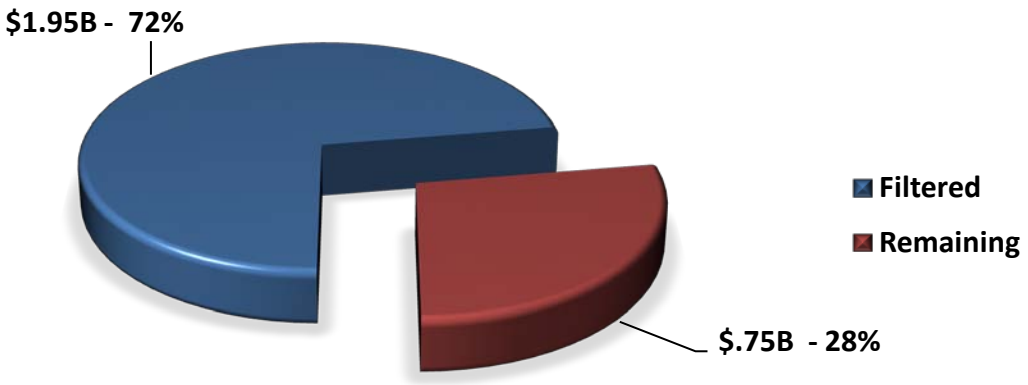
Spend Analysis

A Spend Analysis was conducted to derive the optimal population of NIIN candidates for long term procurement strategies over the next 5 year horizon.

Items (NIINs)



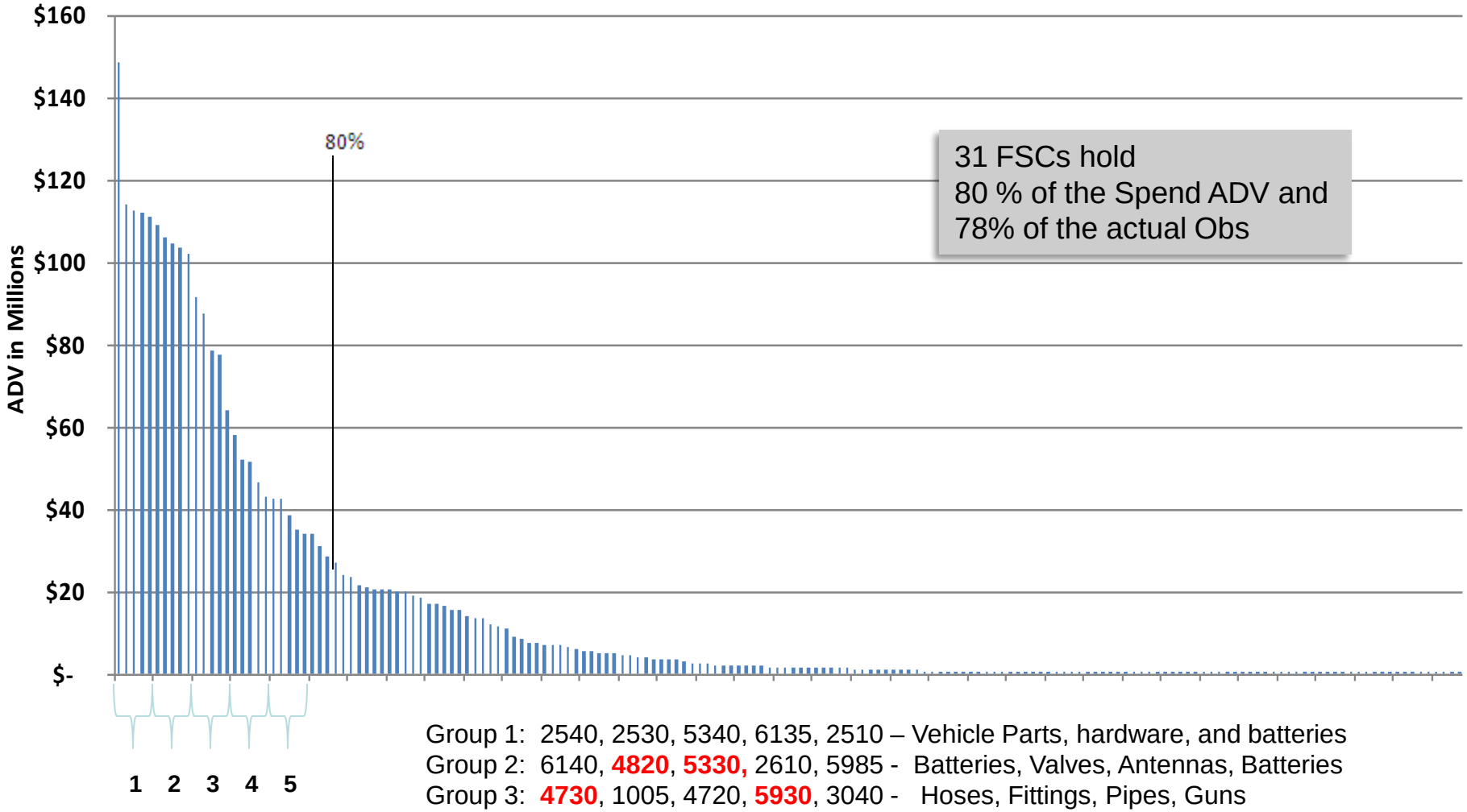
Dollars (ADV)



There are 2.2 M items in Land and Maritime, representing $2.7B in annual demand value. Spend focused on business drivers that resulted in identifying 4% of these items which cover 72.5% of the ADV, and 70.5% of the annual actual obligation dollars.

Spend Analysis by Federal Supply Class (FSC)

Spend FSC by ADV AUG 09



31 FSCs hold
80 % of the Spend ADV and
78% of the actual Obs

Group 1: 2540, 2530, 5340, 6135, 2510 – Vehicle Parts, hardware, and batteries
Group 2: 6140, **4820**, **5330,** 2610, 5985 - Batteries, Valves, Antennas, Batteries
Group 3: **4730**, 1005, 4720, **5930**, 3040 - Hoses, Fittings, Pipes, Guns
Group 4: **5935**, 2590, 2520, 4320, 4810 - Connectors, Vehicle Parts, Pumps, Valves
Group 5: 5945, **4710**, 2815, 2910, 2620 - Relays, Pipes, Tires, Engine Components

Briefing Outline

- Recapping Our Spend Analysis
- **Strategic Sourcing Strategies**
  - ***An Overview of Our Approach***
- Today's Major Strategic Programs
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- Questions

Guiding Principles

- Protect the supply chain
  - *Deliver conforming material*
- Enhance warfighter readiness
  - *Ensure availability and responsiness to customer need*
- Efficient use of taxpayer dollars
- Leverage automation whenever possible
- Maximize small business participation

Four Procurement Avenues of Approach

1. Acquire whole supply chains or commodity groups
   - Tire Privatization Initiative
   - Maritime Supply Chain Partnership: Microelectronics, etc.
   - Batteries
2. Where appropriate to customer need, acquire and integrate supplies and services
   - PBL arrangements, Integrated Logistics Partnerships, Industrial Product Support
3. Where integration services are not required, acquire strategic material with flexible response
   - Long-term contracts with performance requirements, strategic supplier alliances
4. For non-strategic material: transactional buys...automate where possible

Strategic Sourcing Approaches

- Strategic
  - Supplier based: Corporate long-term contracts (LTCs) with OEMs with many NSNs crossing the DLA enterprise
  - Customer or Weapon System based: ILP (CP), IPV, ROWPU
  - Commodity based: Supply Chain Partnership Initiative
- Operational
  - Manual awards above or below the Simplified Acquisition Threshold (SAT)
  - Automated awards below the SAT (PACE)
  - Single or small NSN grouping Indefinite Quantity Contracts (IQCs) and Automated Indefinite Delivery Purchase Orders (AIDPOs)

Strategic Sourcing Spectrum

Illustrative

Strategy Aligned by Commodity Group (FSC)

FSC	Strategic				Operational		
	Commodity Based	Weapon System	Supplier	Customer Based	LTC	Large/ Small Manual	PACE
Examples	SCP	FASI-G	Corporate Contract	ILP			
FSC 1XXX	50%	5%	20%	10%	0%	10%	5%
FSC 2XXX	20%	25%	10%	5%	5%	10%	25%
FSC 3XXX	30%	10%	15%	20%	15%	0%	10%
FSC 4XXX	15%	20%	25%	15%	5%	15%	5%
FSC 5XXX	5%	10%	15%	20%	20%	25%	5%

Notional Spend Distribution

Strategic Sourcing Spectrum

Illustrative

Strategies Aligned by Weapon System or Platform

FSC	Strategic Long Term Contracts				Operational		
	Commodity Based	Weapon System	Supplier	Customer Based	LTC	Large/ Small Manual	PACE
Examples	SCP	CVSI, ROWPU	Corporate Contract	ILP			
MRAP	5%	0	65%	0	15%	10%	5%
M1 Abrams	20%	50%	10%	0%	5%	10%	5%
HMMWV	30%	30%	15%	5%	9%	1%	10%
ROWPU	15%	40%	0%	0%	5%	15%	5%
Bridging Systems	15%	40%	15%	0%	0%	25%	5%

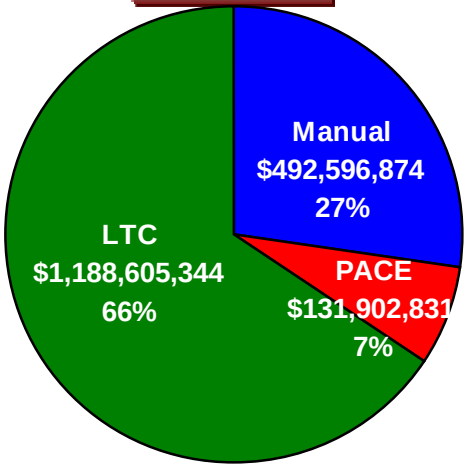
Notional Spend Distribution

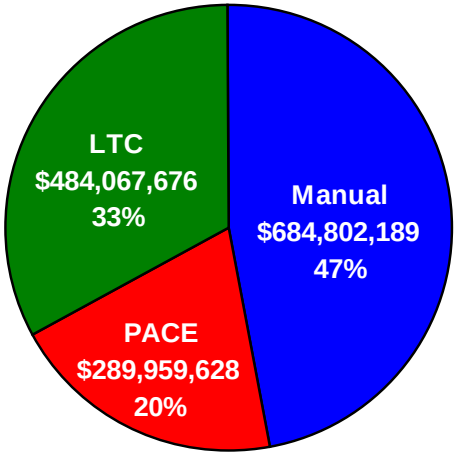
Spend Distribution by Contract Type *(FY 08)*

Land

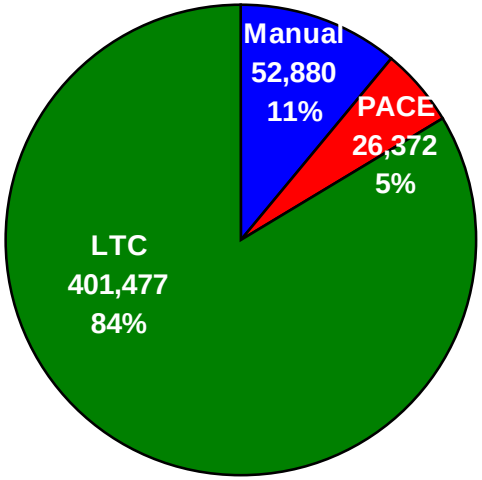
Maritime

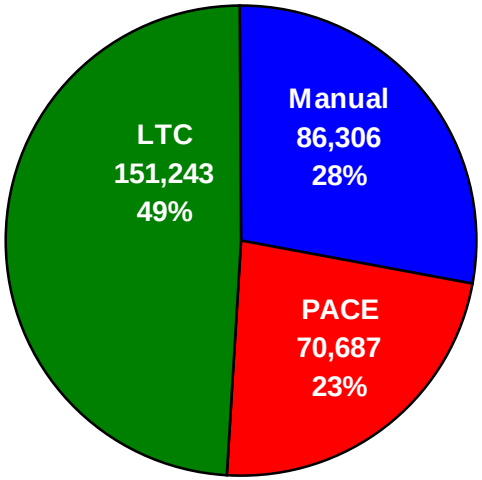
Dollars





Award Actions





LTC = Long Term Contracts | PACE = Procurement Automated Contracting Evaluation

Briefing Outline

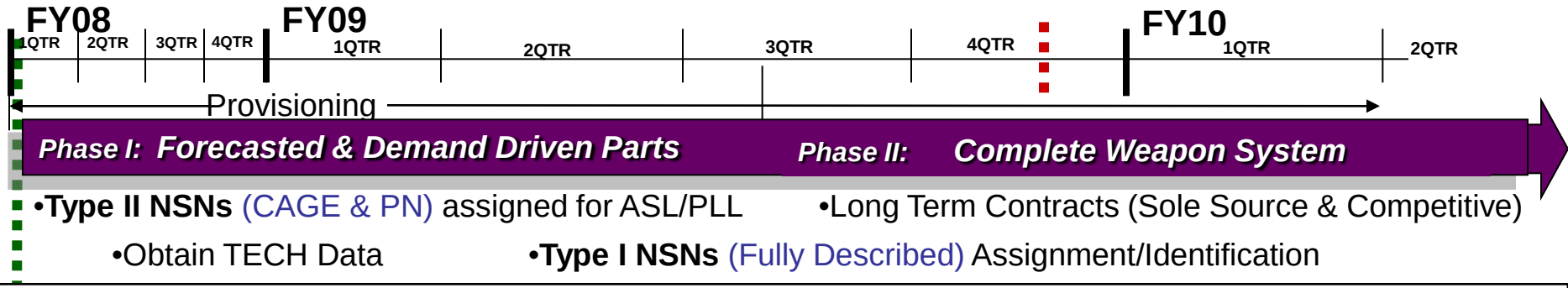
- Recapping Our Spend Analysis
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DLA Support to MRAP

We broke the mold in provisioning and sustainment

Parts Support Strategy: Original Plan vs ***Actual***

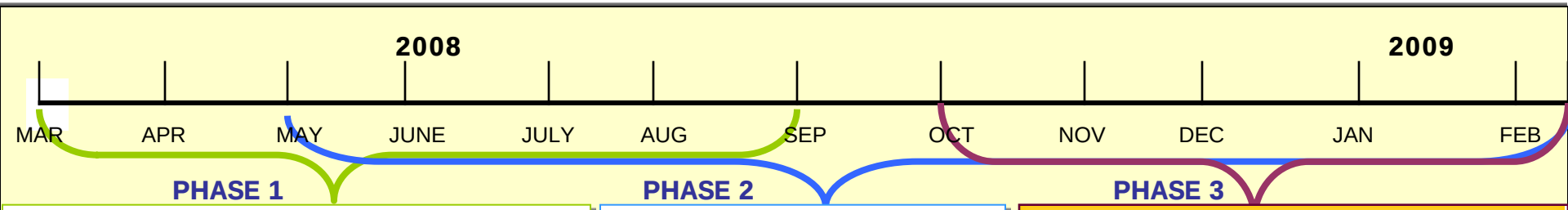
Incremental CLS transition to organic, based on NSN assignment and theater requisitions



- **Type II NSNs** (CAGE & PN) assigned for ASL/PLL
- Long Term Contracts (Sole Source & Competitive)
- Obtain TECH Data
- **Type I NSNs** (Fully Described) Assignment/Identification

Army G4 direction: Enable units to order via NSN using tactical STAMIS

Organic Supply System (MILSTRIP) NSN Requisitions



PHASE 1

Air Conditioning Parts (258 NSNs)
Planning began in Spring 08
Undefinitized Contract Actions (UCA)
Issued May08 – deliveries through FY08

PHASE 2

Over 5000 NSNs (OEM)
Planning in June 08
UCA's issued in July 08
Deliveries continue in 2009

PHASE 3

Long term contracts (up to 19K NSNs)
Market Survey began Oct 2008
ID new LTCs and adds to current
Award by Sep 09

Tire Privatization Initiative (TPI)

Program Requirements:

- Worldwide Supply Chain/Inventory Management
- Inventory drawdown/elimination
- Obsolescence Management
- Industrial Base Maintenance
- Customer Support
- Time Definite Delivery
- Service Tailored Support
  - **Land/Army**
  - **Aircraft/AF and Army**
    - Landing Cost Index Program
    - Retread
    - Scrap Disposal

Better than 95% On-time Delivery

Michelin North America, Inc.

Ground tires



Michelin Aircraft Tire Company

Aircraft tires



Time Definite Delivery Standards			
CAT**	CONUS	OCONUS	Conflict Support
1	2	8	3*
2	5	12	6*
3	10	30	12*
Expedited	2*	5*	

Integrated Logistics Partnerships (ILP)

aka "Customer Pay"

Letterkenny Army Depot



Point of use = point of sale

Linking Suppliers to Demand

Red River Army Depot





- Jan 06 HMMWV RECAP at LEAD and RRAD; expanded to Maine Military Authority, Apr 06
- 23.8 M parts issued; 23,376 vehicles repaired
- **99.999% stock availability** (6 Sigma results) 532 bin stock outs (compared to thousands pre-CP)
- Savings: $4520 per vehicle at RRAD / $3414 per vehicle at LEAD = 691 more vehicles produced
- Army, AMG, and DLA inventory levels = $26.4M, a 76% reduction in the pre-CP Army inventory
- **Army inventory reduced by 93.4%** to $7.3M
- RECAP PM **decreased inventory investment by >95%**
- Awarded follow-on contract 6 Nov 08 to AM General
  - Future expansion to Marine Corps

" Before Customer Pay, we went for about three months without producing a single vehicle that had 100 percent parts. Today, we go about three months without a single vehicle missing a single part."
--Dr. John Gray, LEAD Dep Cmdr

Industrial Product Support (IPV)

- Integrated logistics solution for line-side bench stock at:
  - Anniston Army Depot
  - Red River Army Depot
  - Tobyhanna
  - and Letterkenny Army Depots



- Program Goals:
  - Improved reliability and responsiveness
  - Supply Chain Management, Parts Acquisition, Bin Management,
  - Forecasting, Obsolescence Management, --- Customer Service Reps, Kitting, and Quality Assurance
  - Single point accountability
  - 99.85% Stock Availability at bin level

Herndon Products

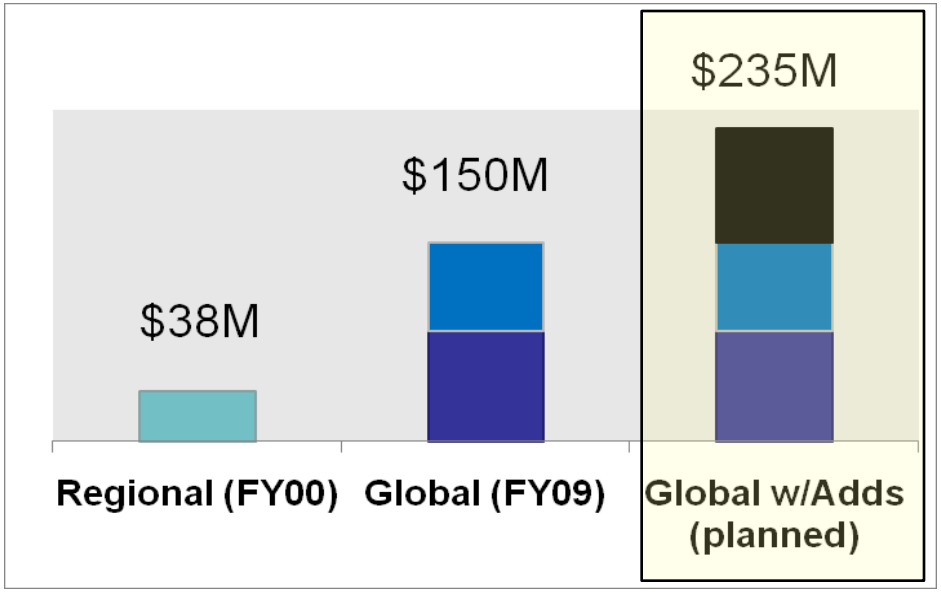
Raytheon

Agility
Defense & Government Services

…next step is an umbrella contract to implement more rapidly at other locations…

Fleet Automotive Support Initiative (FASI) - Global

Increasing annual demand value coverage



Savings ...

Lower prices $16M/year
Inventory reduction $200M

Objectives

- 100% contractor management of supplies
- Reduced DLA inventory investment and customer costs
- Improved end-to-end supply chain visibility

Supply Chain Partners

LOCKHEED MARTIN
We never forget who we're working for™

SupplyCore
Worldwide Supplies • Worldwide Support

Briefing Outline

- Recapping Our Spend Analysis
- Strategic Sourcing Strategies
  - *An Overview of Our Approach*
- Today's Major Strategic Programs
- **Tomorrow's Challenges & Opportunities**
- Questions

M-ATV Vehicle Support

- Initial production delivery order to Oshkosh Defense to build MRAP-All Terrain Vehicles (M-ATV) for Afghanistan ops.
- 3 year contract with orders up to $3.3B for production, delivery, and associated support.
- First M-ATVs will be fielded by October.
- Produce 1,000 vehicles/month by Dec 2009.
- MRAP JPO is planning to procure limited initial spares and wants DLA to provide sustainment during fielding, as we are doing for rest of MRAP
- DSCC/DLIS/ DLA are supporting early sustainment efforts


Oshkosh M-ATV

M-ATV FACT CHECK

► The M-ATV is a separate category within the MRAP family of vehicles.

► Mission: Small-unit combat operations in highly restricted rural, mountainous and urban environments.

► Troop Transport: Carry up to five personnel — four plus a gunner.

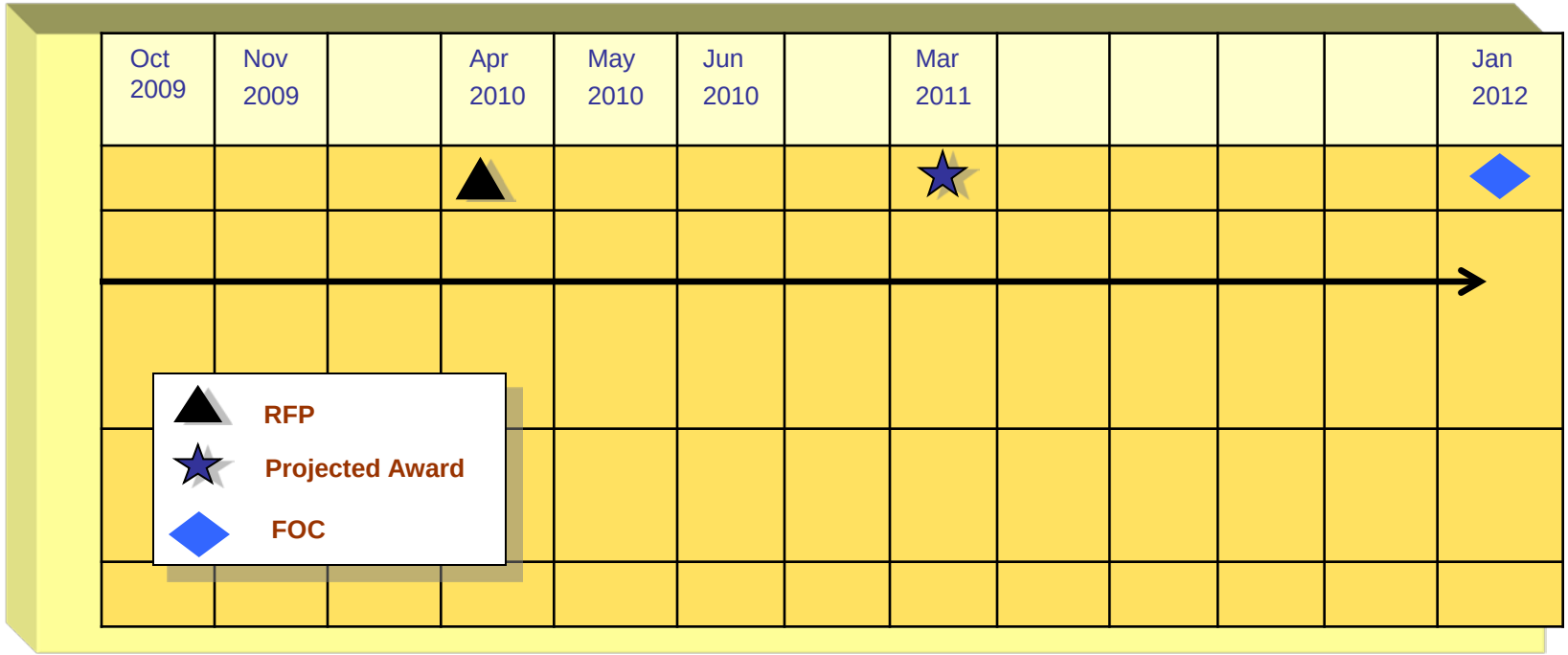
Service Requirements:

- Army vehicles - 2,598
- Marine vehicles - 1,565
- SOCOM vehicles - 643
- Air Force vehicles - 280
- Navy vehicles - 65
- Test vehicles - 93

"From an equipment standpoint, there's no higher priority than to get these vehicles in theater as rapidly as we can."

- ADM Mike Mullen, Chairman Joint Chiefs of Staff

Tires Successor Initiative (TSI)



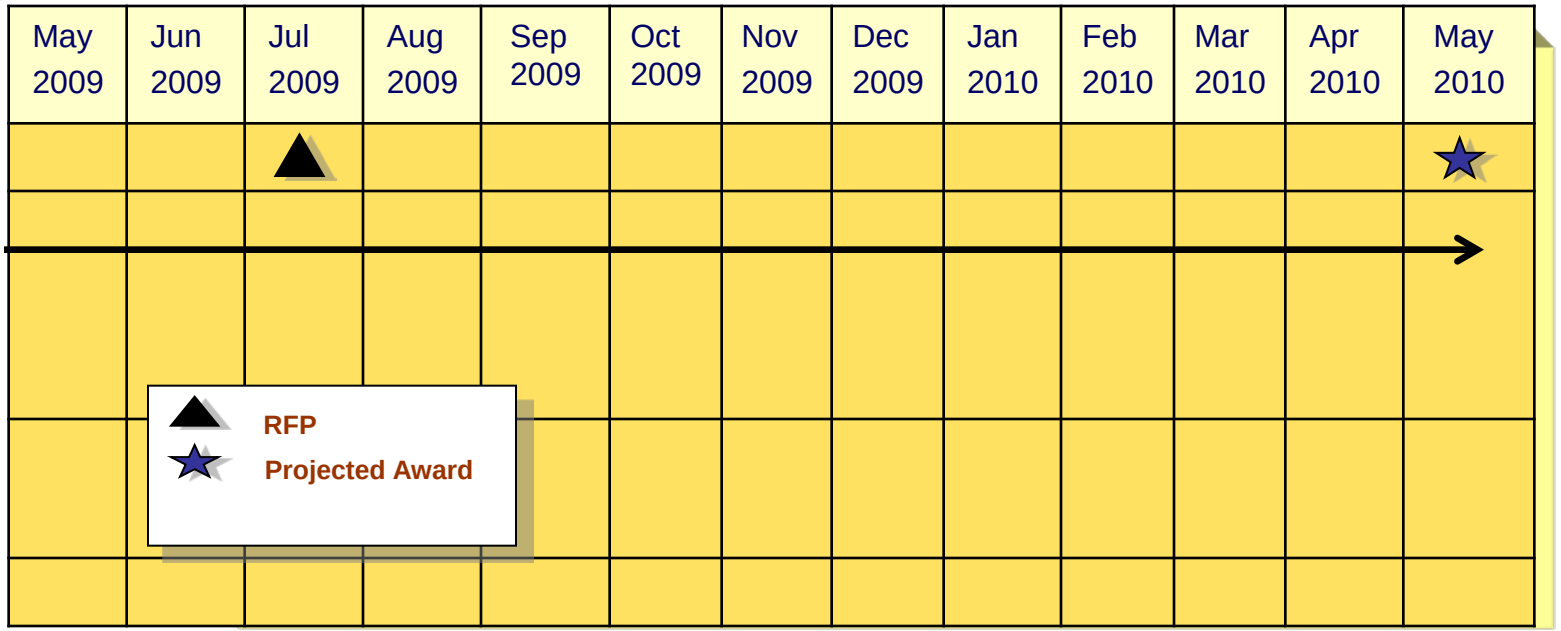
Objectives

- 95% or better on-time delivery
- Address…
  - Industrial base concerns
  - OCONUS pricing

Key Features

- Critical timeline
- Engagement strategy with stakeholders
- Cost reductions

ANAD-RRAD IPV Successor



Objectives

- A contract for continued support of the ANAD & RRAD maintenance lines.
- Provide worldwide support for customers using same items as depots. Eliminate dual support channels for DLA
- Issue solicitation July/Aug 09. Award by May 2010.

Key Features

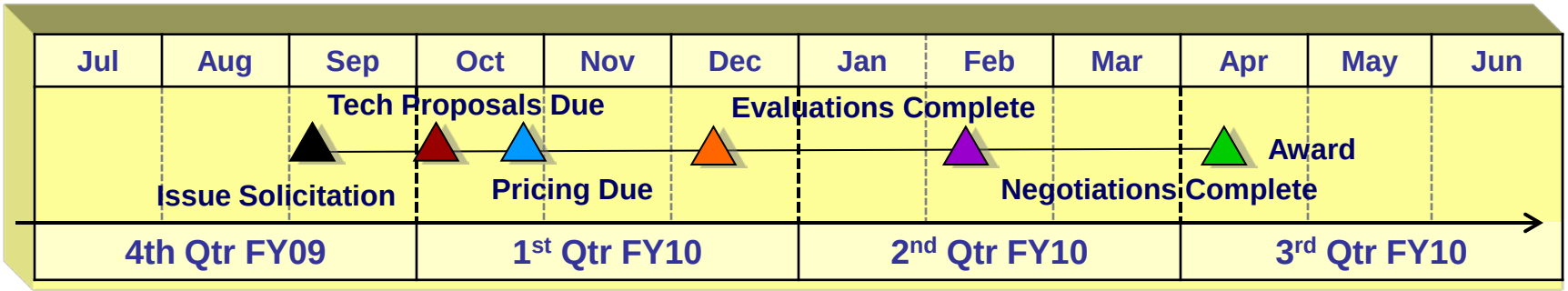
- Flexible contract scope to handle new items and inactivate others

Maritime Supply Chain Partnership

Microcircuits and Semiconductors (FSC 5961/5962)

Scope	• 95,000 NIINs • 12,500 (13.1%) Active • 68,000 orders for 447,000 units • $27M in Sales annually
Environment	• Non-Conforming Material/Counterfeit • Obsolete/Secondary Market • Customer feedback
Actions	• 100% Traceability • Qualified Suppliers List for Distributors • Product Verification Testing • ESA/Obsolescence
Concerns	• Supportability and obsolescence • Other commodities

Way Ahead



Strategic Program Roadmap

Program	4thQtr FY 09	1st Qtr FY 10	2thQtr FY 10	3rdQtr FY 10	4thQtr FY 10	1st Qtr FY 11	2thQtr FY 11	3hQtr FY 11	4thQtr FY 11	1st Qtr FY 12	2nd Qtr FY 12	3rd Qtr FY 12
H2O Purification Project	▲		★									
IPV RRAD/ ANAD	▲			★								
Tires Successor Initiative				▲			★					
MRAP LTC	▲	★ ▲	★	★								
Battery SCP									▲			
CVSI									▲			

▲ RFP
★ Projected Award

Strategic Program Roadmap

Program	4thQtr FY 09	1st Qtr FY 10	2st Qtr FY 10	3st Qtr FY 10	4st Qtr FY 10	1st Qtr FY 11	2st Qtr FY 11	3st Qtr FY 11	4st Qtr FY 11	1st Qtr FY 12	2st Qtr FY 12	3st Qtr FY 12
Maritime FSC SCP	▲			★	★	★	★					
				Phase 1	Phase 2	Phase 3	Phase 4					

▲ RFP
★ Projected Award

Sourcing Trends – What you can expect

- Tailored requests for information (RFI)
- Reduced period of performance (including options)
  - *5 years or less*
- Increased use of draft RFPs
- Increased use of oral presentations in the evaluation
- Use of incentives/disincentives provisions
- Aggressive small business participation goals
- Military Services participation in source selection
- Increasing emphasis on joint procurement opportunities

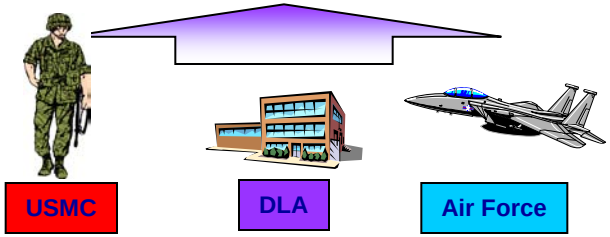
Joint Opportunities – The Way Ahead

Yesterday **Tomorrow**

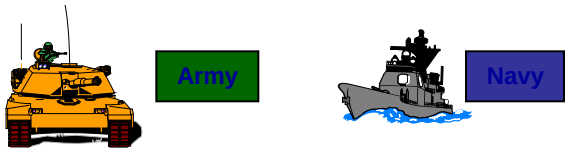
2005 2006 2007 2008 2009 2010 2011

BRAC — **Today** — Reconfigure DoD logistics to achieve economies, efficiencies and improve support to the future force

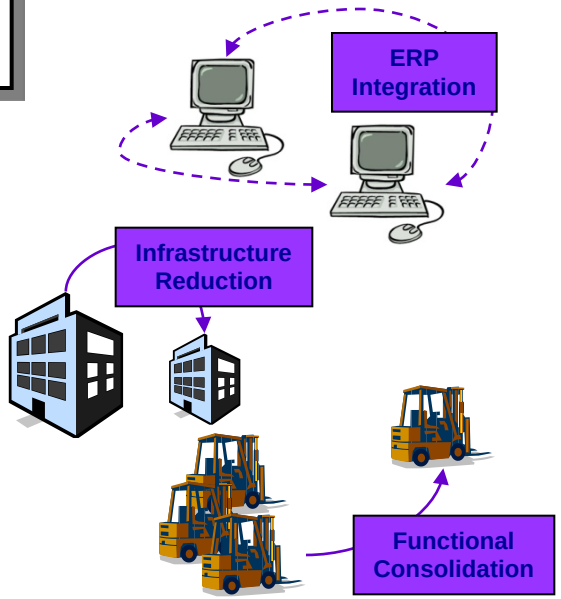
#175 Privatization
#176 Consumable Item Transfer
#176 Depot Level Reparables
#177 Supply, Storage & Distribution



Traditional military logistics linear processes

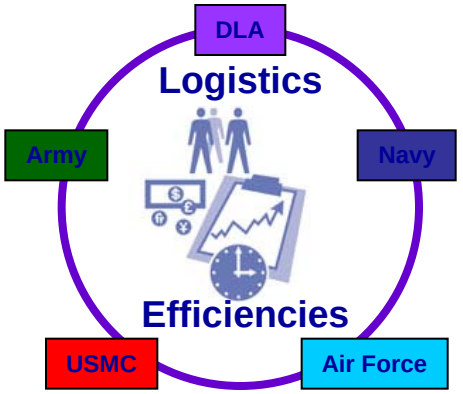


Focused on business-related logistics economies



Standardized force-focused logistics network

- Jointness
- Synergy
- Redundancy



DLA Strategic Partners & Top MILSVC Suppliers

Synergy Across Military Services – Opportunities to Leverage DoD Buying Power

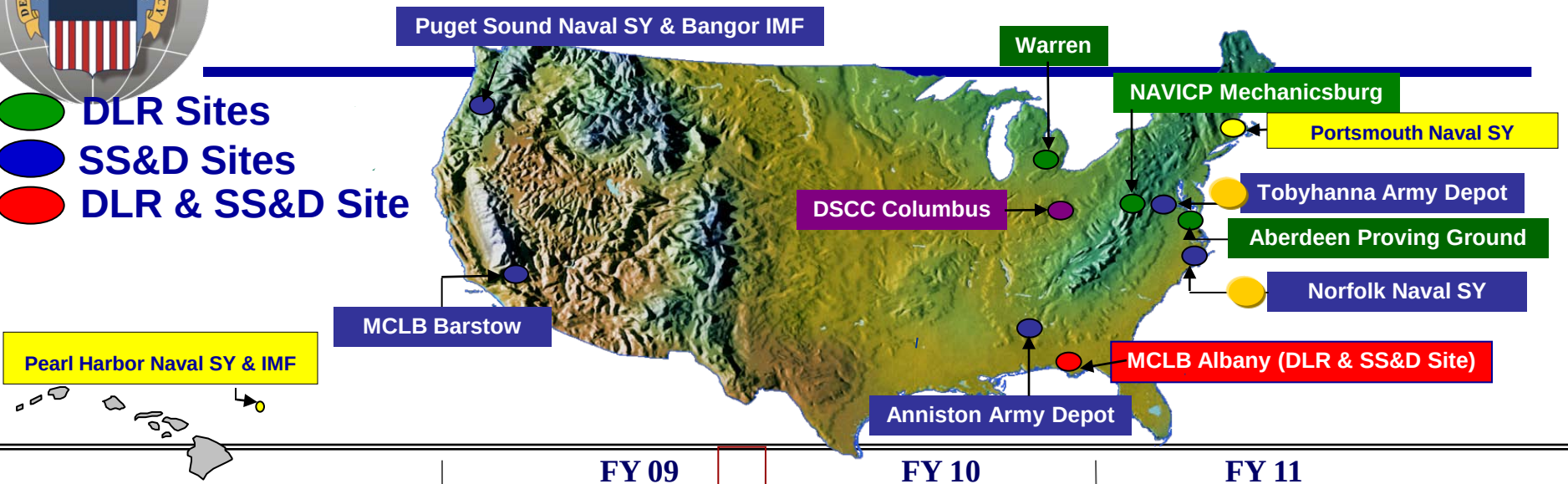
Military Service Top Vendors (2003-2005)				
DLA Strategic Partners	**Air Force**	**Army**	**Navy**	**Marine Corps**
General Electric	***General Electric***	***Goodyear***	***General Electric***	***Canadian Commercial Corp***
Boeing	***United Technologies***	***AM General***	Bell Boeing Joint Project Office	***Raytheon***
Textron	Dynamic Gunver Technologies	***Boeing***	***Boeing***	Ronal Industries
Oshkosh	GKN Aerospace	***Lockheed Martin***	***Sikorsky***	Rodelco Electronics
Honeywell	***Rolls Royce***	***Oshkosh***	All Tools Inc	Mantech Systems Engineering
Rolls Royce	***Parker Hannifin***	Purdy Corp	***Raytheon***	***Lockheed Martin***
AM General	Kaiser Electronics	***Honeywell***	***Lockheed Martin***	L-3 Communications
Goodrich Corp	***Northrop Grumman***	***General Electric***	***Bell Helicopter/Textron***	***Northrop Grumman***
Parker Hannifin	***Raytheon***	***Bell Helicopter/Textron***	***Hamilton Sundstrand***	Centron Industries
Sikorsky	***Goodrich Corp***	DRS Optronics	***Rolls Royce***	Wendon Company
Hamilton Sundstrand	***Hamilton Sundstrand***	***General Dynamics***	***Canadian Commercial Corp.***	Carleton Life Support Systems
Dresser Rand	CFM International	***Raytheon***	***Northrop Grumman***	Harris Corp
Eaton Corp	***BAE Systems***	Pacific Harness and Cable	***BAE Systems***	Detroit Diesel
Canadian Commercial Corp	***Honeywell***	***Sikorsky***	United Technologies	***Oshkosh***
Pratt & Whitney	***Boeing***	CE Niehoff & Co	L-3 Communications	Aegis Power Systems
Northrop Grumman	AAR Parts Trading Inc	Fenn Manufacturing		Communications & Power Industries
Lockheed Martin	EFW Inc	Hutchinson Industries		Sensis Corp
General Dynamics		GTA Containe		System Technical Support Corp
BAE Systems		C mins In		***General Dynamics***
Smiths Aerospace				
Raytheon				
Moog				
United Defense LP/BAE				
Alcoa Global Fasteners				
Aircraft Braking Systems				
Warren Pumps				
Avibank				
York				

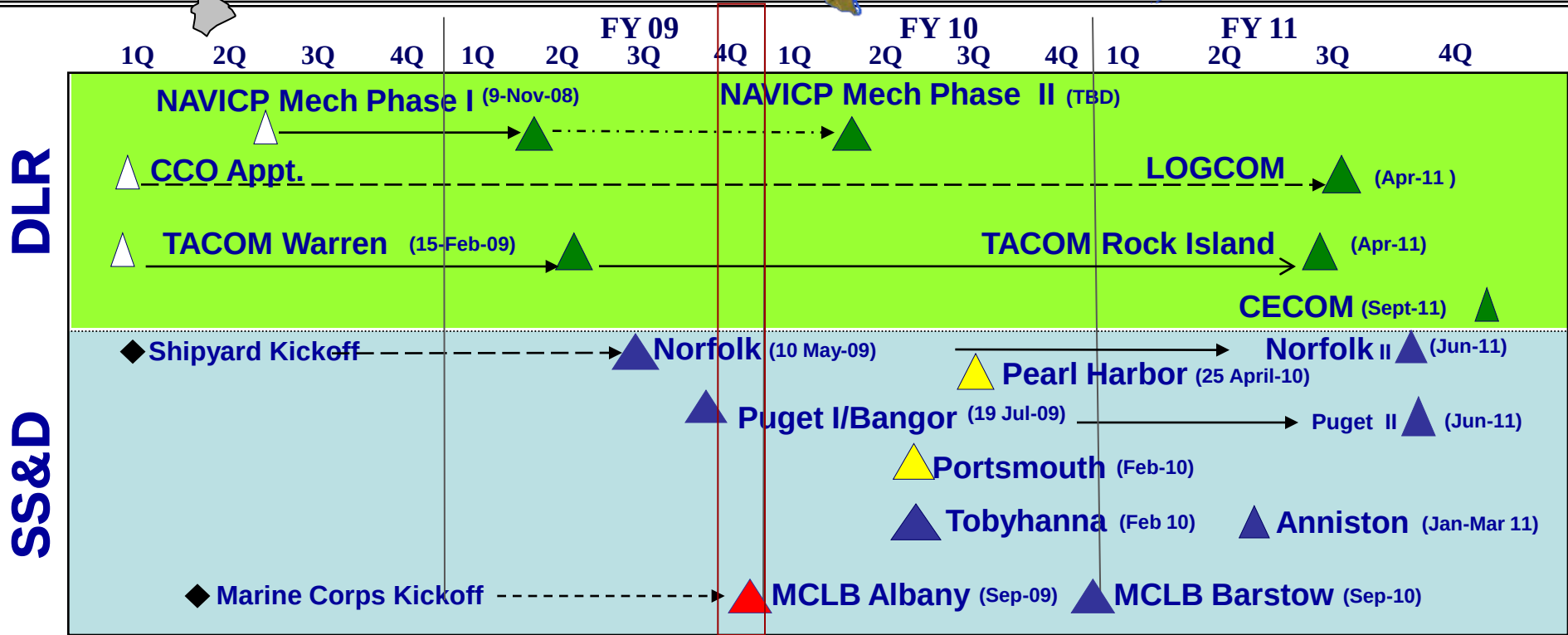
Significant Overlap in Top Suppliers

DLA Unique
Air Force Unique
Army Unique
Navy Unique
Marine Corps Unique
DLA/Military Service Common Supplier

Depot Level Reparable Sites

DLR Sites
SS&D Sites
DLR & SS&D Site





Maritime Joint Opportunities

Valve standardization contracts

Raytheon (DLA SSA Partner)

- **DLR additions to the DSCC/Raytheon Corporate Contract**
  - Commodity-based: 74 Mechanicsburg circuit cards, annual value **~$1.25M** … awarded Mar 2009
  - CAGE-based (El Paso): 161 Mechanicsburg DLRs, annual value ~ **$3.4M** estimated award date in early FY10
- **Long-Term Acquisition Strategy … convene Joint IPT in Aug with Service POCs and CCOs … SSAT feedback received from Navy & Air Force … annual SSAT projections $8M in Mech (997 items) & $267K in Phil (14 items) … determine best long-term vehicle/support strategy**

Rockwell (DLA SCA Partner)

- **DSCC & Air Force have existing long-term contracts**
- **Service DLRs a mix of commercial and non-commercial items**
- **Long-Term Acquisition Strategy … convene Joint IPT in Aug with Service PPOCs and CCOs … SSAT feedback received from Navy … annual SSAT projections $3.4M in Mech (43 items) & $273K in Phil (9 items)**

IMO Pump

- **Added Navy DLR pump to DLA LTC … demand projected at ~ $4.1M over FY09/FY10 … awarded Jun 2009**

Land Joint Opportunities

Joint projects

- Include Army CIT NSNs (two transfers in 09, one in 10)
- Assigning DLR and CIT NSNs to Buyers
- Coordinating with Marine Corps

Add-on projects underway

- Detroit Diesel, Oshkosh Corp (including M-ATV)
- Cummins Engine
- BAE Systems, Fairfield, OH – 106 NSNs
- AM General

114 NSNs Total:
50 DLRs
64 consumables

Additional add-on projects in research

- General Dynamics Land Systems-Canada: 88 NSNs
- Cadillac Gage Textron Inc.: 47 NSNs
- BAE Systems, Sealy, TX: 12 NSNs
- General Dynamics Land Systems: 207 NSNs
- BAE Systems, Land & Armament, Anniston, AL: 5 NSNs

359 NSNs Total:
70 DLRs
64 consumables

Strategic Programs Directorate



Implemenation Timeline

Aug-09	Oct-09	Mar-10	Oct-10
Phase I	Phase II	Phase III	Phase IV
IOC, CONOPS	Physical Move SMSG	Program Mgmt Div	FOC

We can never be any better than the suppliers who support us.

Thank you for all you do!



Working together to bring them home safely!

Questions?

Defense Supply Center Columbus

Land & Maritime

Demand and Supply Chains

2009 Land & Maritime Supply Chain Business Conference

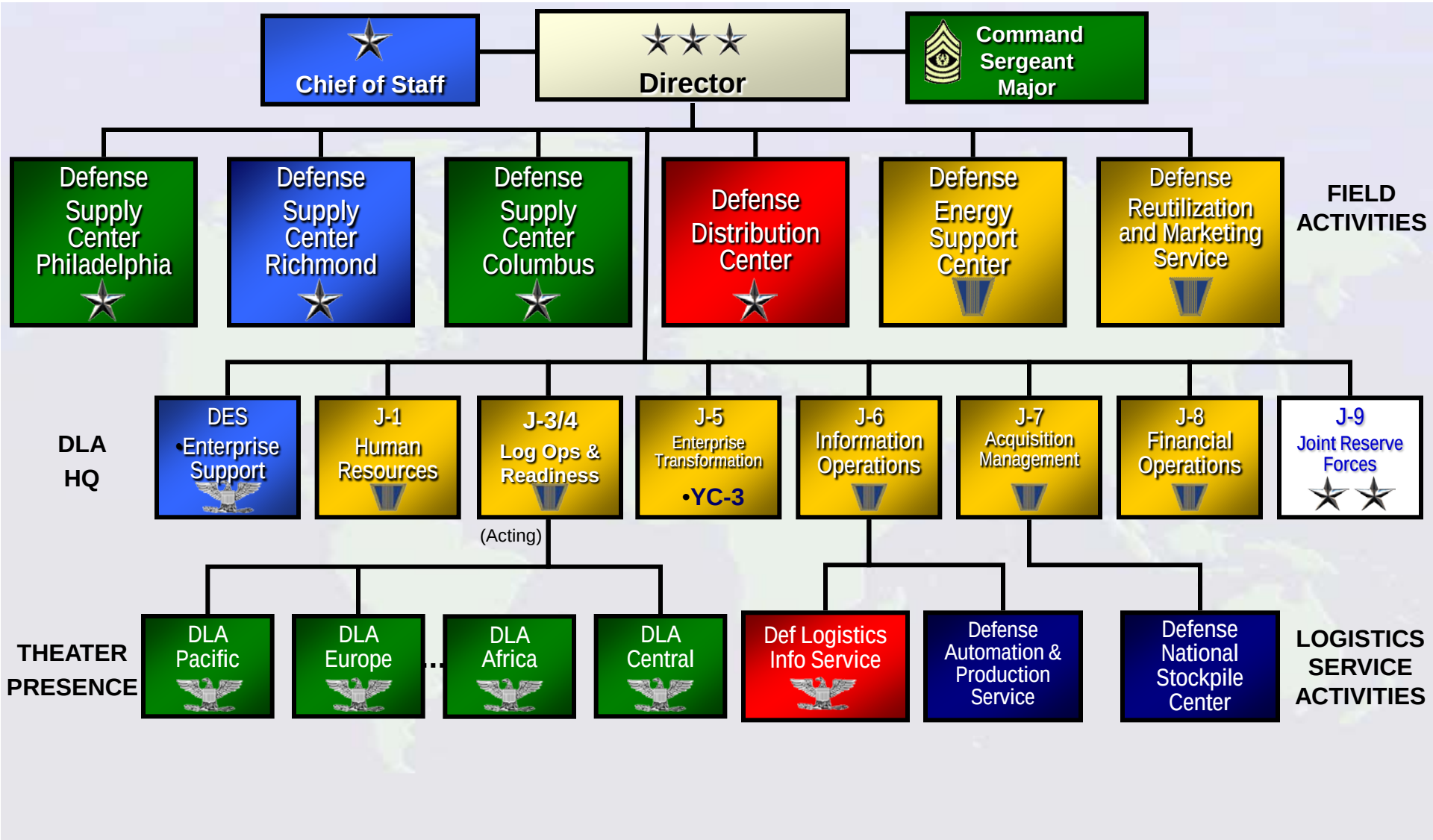
James M. McClaugherty, SES
Deputy Commander

Agenda

- Organization
- Warfighter Support
- Stewardship Excellence
- Workforce Development



DLA Organization



The DLA Enterprise

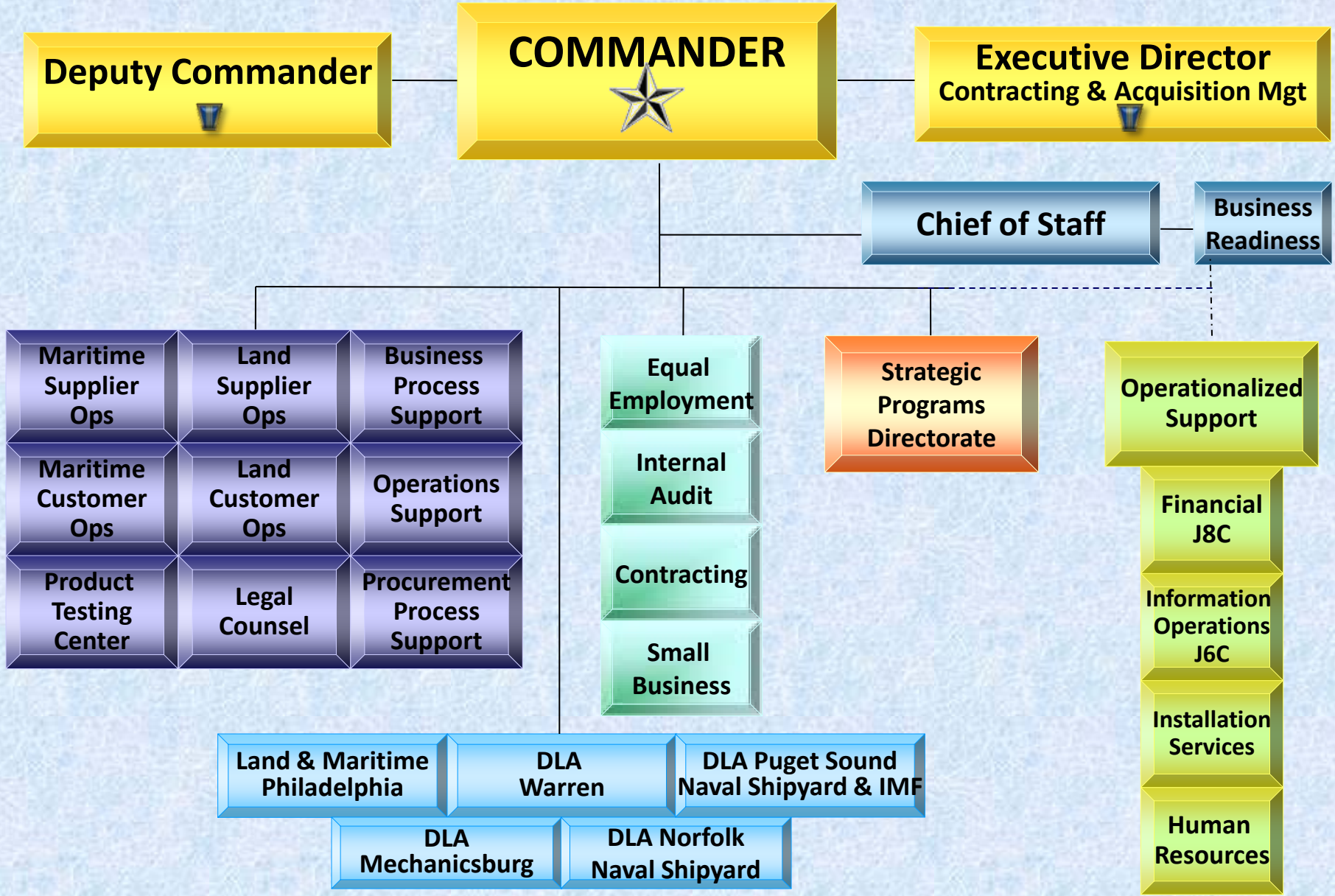


- **Our People:**
  - 23,853 Civilians, 470 Active Duty Military, 733 Reserve Military
  - Located in 48 States/28 Countries
- **Support Warfighters the world over by:**
  - Making 111,000 Requisitions a day
  - Producing 11,200 Contract Actions a day
  - Resulting in 22.8M Receipts and Issues a year
  - Staffing 25 Distribution Depots Worldwide
  - Managing 3.8 Million NSNs via eight supply chains
  - Supporting nearly 1600 Weapon Systems
  - Providing ~95% of Services' repair parts
  - Providing 100% of Services' subsistence, fuels, medical, clothing & textile, construction & barrier material

DLA – In Elite Company

- **FY04 sales/services of $28B to FY09 projected sales/services of $36.8B make DLA:**
  - **#56 in the Fortune 100 (Above Lockheed Martin, Pepsico & Intel)**
  - **Third largest storage capacity of the top 50 Distribution Warehouses (Only FedEx and UPS have more)**
  - **94.4M Barrels of Fuel sold already for FY09 and 132.53M in FY08**
  - **$20.3B Disposals & 1.4B Reutilizations for FY09**
- **Our reach extends far beyond DoD**
  - **Foreign Military Sales program supports 115 Nations**
  - **FY08 Foreign Military Sales of $2.07B**
  - **FY09 Projected Sales of $1.53 Billion**
  - **570K shipments in FY09**

Organization Chart



DSCC Leadership Team



Deputy Commander

Mr. James McClaugherty, SES



Commander

Thomas J. Richardson, BG



Executive Director, Contracting & Acquisition Management

Mr. Milton K Lewis, SES





Currently deployed as the DLA Support Team Commander at Camp Victory, Iraq

Chief of Staff

Col. Daniel K. Hicks, USAF

Mr. Griff Warren, Deputy

DSCC Leadership Team



Land Customer Ops
COL Carl D. Bird, USA
Mr. Eugene Williams, Deputy



Land Supplier Ops
LTC(P) Ryan B. Kivett, USA
Mr. Ben Roberts, Deputy

Land Supply Chain



Maritime Customer Ops
CAPT Kevin Head, USN
Ms. Deborah Haven, Deputy

Maritime Supplier Ops
CAPT Roland G. Wadge, USN
Ms. Patricia A. Shields
CAPT Sel Cliff Scott, Deputies

Maritime Supply Chain



DLA Warren Ms.
Ellen Dennis

DLRs



DSCC Philadelphia
Mr. Roger Dixon

Land & Maritime



DLA Mechanicsburg
Mr. Doug Nevins



DLA Norfolk
CDR Bill Nash



DLA Puget Team
CDR Chris Anderson

DLRs **Supply Storage & Distribution**

DSCC Leadership Team



MRAP & A76
Mr. Dan Bohn



Office of Counsel
Mr. Edward C. Hintz



Bus. Process Support
Mr. Todd Lewis



Procurement Support
Mr. Stephen Rodocker
Ms. Julie Van Schaik, Deputy



Operations Support
Mr. Sam Merritt
Mr. Michael Jones, Deputy



BRAC Office
Mr. Don Schulze



Product Test Labs
Mr. Keith Robinette



Small Business
Mr. Dwight DeWeaver



EEO
Mr. Charles Palmer



Internal Audit
Mr. Jim Kreimer



Public Affairs
Ms. Debra Perry



Information Operations (J6C)
Ms. Susan L. Van Meter
Mr. Robert Dunlap, Deputy



Financial Operations (J8C)
Mr. Oscar Mitchell, Director



Site Director
Mr. Kenny K. Youn
Mr. Robert Genton, Deputy



Human Resources
Mr. Derek Saunders



AFGE
Ms. Patti Viers



IFPTE
Mr. Philip Henry

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DLA Overview… Demand/Supply Chains

Aviation	Land	Maritime	C&T	Medical	Subsistence	C&E	Energy
Richmond	*Columbus*		*Philadelphia*				*Ft. Belvoir*
• Aviation Original Equipment Manufacturer (OEM) Items • Engines & Airframes • Aviation Supply Chain Commodities 	• Wheeled Vehicles • Tracked Vehicles  • Batteries • Nuts & Washers • Converters	• Valves/Hardware • Fluid Handling • Electronics • Bearings • Motors • Packing/Gaskets 	• Recruit Clothing • Organizational Clothing Equipment 	• Pharmaceutical • Medical/Surgical Equipment 	• Institutional Feeding • Operations Rations • Produce 	• Construction • Equipment 	
EBS							FAS

Demand and Supply Chains



Demand Chains:
grouping of customers that are managed by Customer Operations

"Each Customer is aligned to one, and only one, demand chain"

Customer Focus

- Aviation
- Land
- Maritime
- Construction and Equipment (C&E)
- Clothing and Textiles (C&T)
- Medical
- Subsistence

Supply Chains:
grouping of items/suppliers that are managed by Supplier Operations

"Each item is aligned with one, and only one, supply chain"

Supplier Focus

from demand signal *to* *order fulfillment*

the magic happens in the middle

The Mission…Land Demand/Supply Chain



MCLB Albany

Industrial Support Efforts

- IFSGs
- Collaboration
- Customer Pay
- Tailored Production Kitting



MCLB Barstow

Industrial and Operating Forces Support…





A call from the operating forces is not a disruption of our daily routine.

…and a Weapons Systems Focus…

Operational Support Efforts

- MRAP
- Air Cond. Parts Support
- Land Readiness Room
- Armor/Suspension Kits
- Reset/Reconstitution
- Forward Deployed CAS's

The Mission…Maritime Demand/Supply Chain



Norfolk Naval Shipyard

Industrial and Operating Forces Support…







Industrial Support Efforts

- Corporate Material Process Team
- Shipyard Value Stream Analysis
- Demand Collaboration
- Insulation Prime Vendor
- Forward Positioned Resources



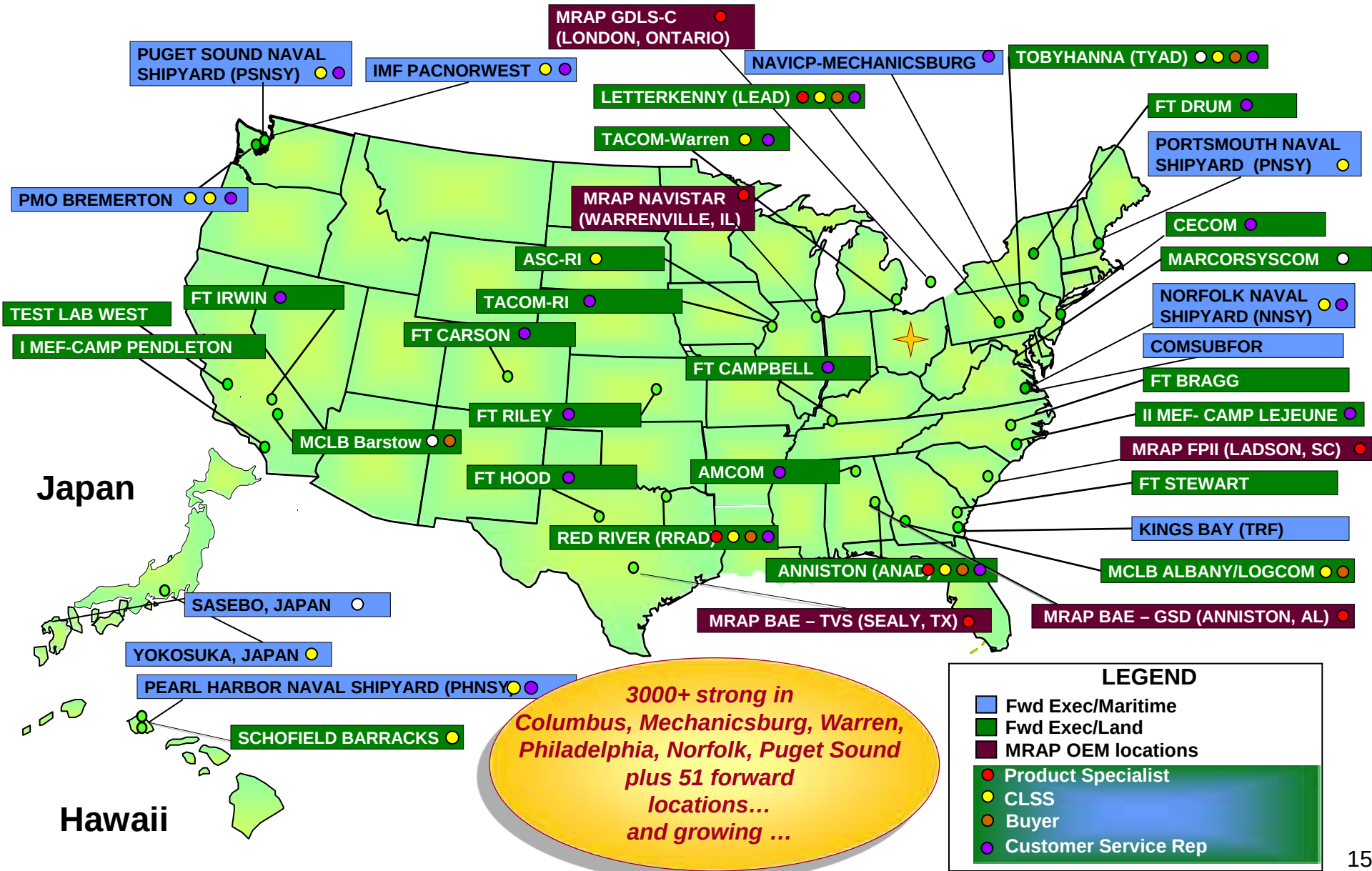
Trident Refit Facility Kings Bay

Operational Support Efforts

- Nuclear Reactors Program
- New Ship Class/System Support
- Fleet Equipment Casualty Support
- Forward Positioned Resources

…and a Weapons Systems Focus…

Stakeholder On-Site Alignment



Other Distributed Ops

Int'l Zone

Speicher

Anaconda

Tallil

Arifjan

Bagram





With DLA Support Teams (DSTs)

Warfighter Support Successes

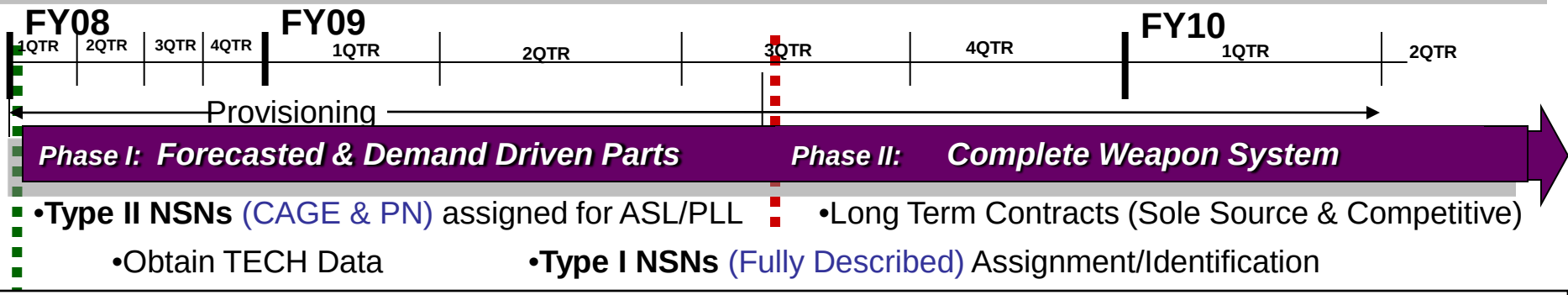
Warfighter Support Programs and Initiatives
Customer Alignment; Engagement at multiple levels and sites
Army Reset Support
Robust Development of Performance Based Agreements with Customers
Surface Warfare Partnerships and Fleet Engagement
Rapid Readiness Response for Maritime Customers
Tires Privatization Initial Contract – end to end supply chain
Transfer of Batteries Management to DSCC – seamless
Integrated Logistics Partnerships at organic repair facilities
Industrial Product Support Vendor Initiatives
Fleet Automotive Support Initiative – Regional and Global
MRAP Support -- a true DLA success story
Organic Manufacturing
Theater Provided Equipment Refurbishment Programs
Iraqi Security Forces M1114 Transfer Program
M2 Machine Gun Production Support

DLA Support to MRAP

We broke the mold in provisioning and sustainment

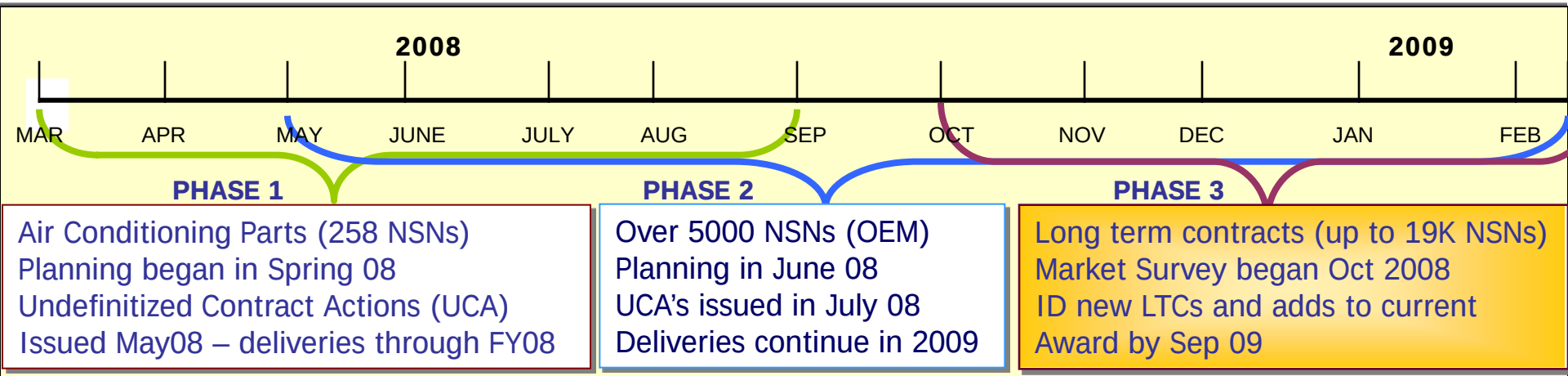
Parts Support Strategy: Original Plan vs *Actual*

Incremental CLS transition to organic, based on NSN assignment and theater requisitions



Army G4 direction: Enable units to order via NSN using tactical STAMIS

Organic Supply System (MILSTRIP) NSN Requisitions



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"From an equipment standpoint, there's no higher priority than to get these vehicles in theater as rapidly as we can."

- ADM Mike Mullen, Chairman Joint Chiefs of Staff

Fleet Engagement

Seawolf & Virginia Class Support



Stock Redistribution

CVN 73

5th-6th FLT SSNs

PC/MCM

SSGNs



San Antonio Class



LHD 8 Interim Spares



CVN 71 Support





CG & DDG Modernization

Readiness Rapid Response

- USS PORT ROYAL GROUNDING



PHNSY
HQ
MSO
PM
DSCP-P

NAVICP
ISEA
MSO
DDC
PTC
DCMA
PS

WSSM

CSR



CIC
NAVSEA
NAVICP
NAVSESS
DLIS
HQ
DDC

PHNSY
NAVSEA
CENTCOM
PM

- USS GEORGE WASHINGTON GLOBE VALVE



- BLACK OXIDE COATED BRASS THREADED FASTENERS



- USS GEORGE WASHINGTON (CVN 73) FIRE



Support by Fleet & Infrastructure Relationships

Four Major BRAC Initiatives Affecting DSCC and Our Partners

Law says:
- Realign **DLR Procurement** management and related support to DLA

End state: **FY2011**
- Single face of all DLR/consumable procurement
- Single procurement management strategic partnership with vendors
- Leveraged DoD buying power



Law says:
- **Consolidate supply, storage and distribution** functions and inventories of local DD with local base support

End state: **FY2011**
- Single manager of inventory and infrastructure
- Single tailored investment strategy





Law says:
- **Privatize Management**, storage, distribution, and realign contracting functions for tires, packaged petroleum products, and compressed gases from services to DSCC and DSCR.

End state: **FY2011**
- Prime Vendor arrangements for supply, storage, distribution and disposal requirements.

Execution
- Contracts by ’07
- Storage by ’08

Law says:
- Most **Consumable Items** managed by the services will transition to DLA

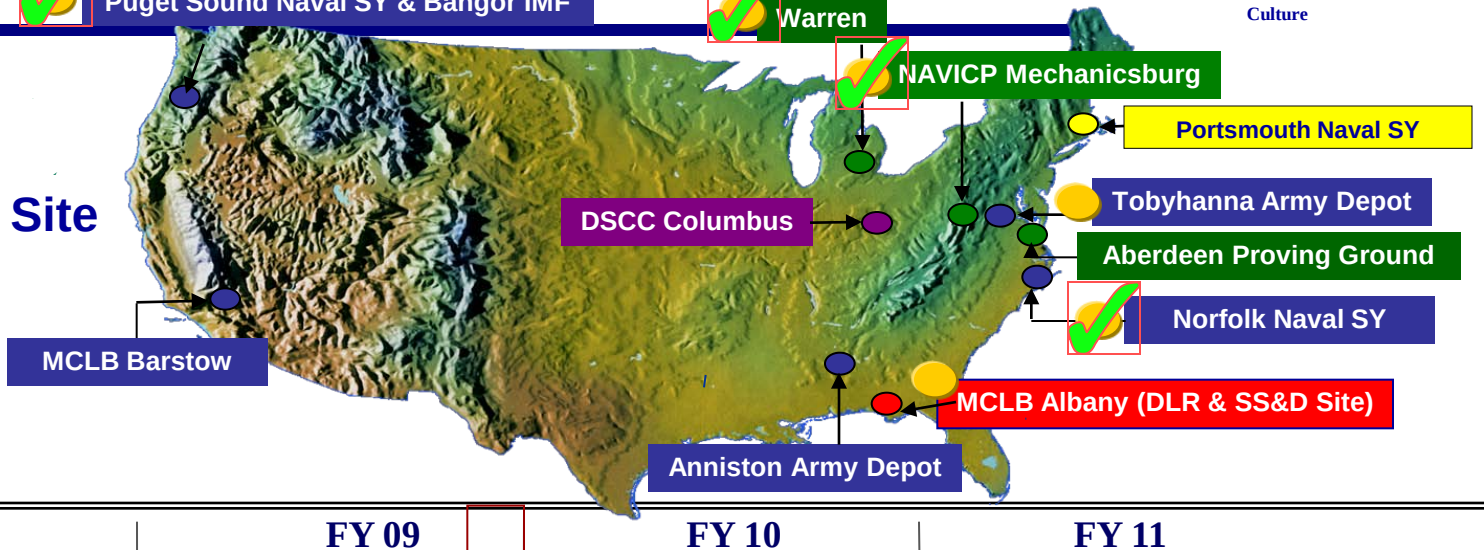


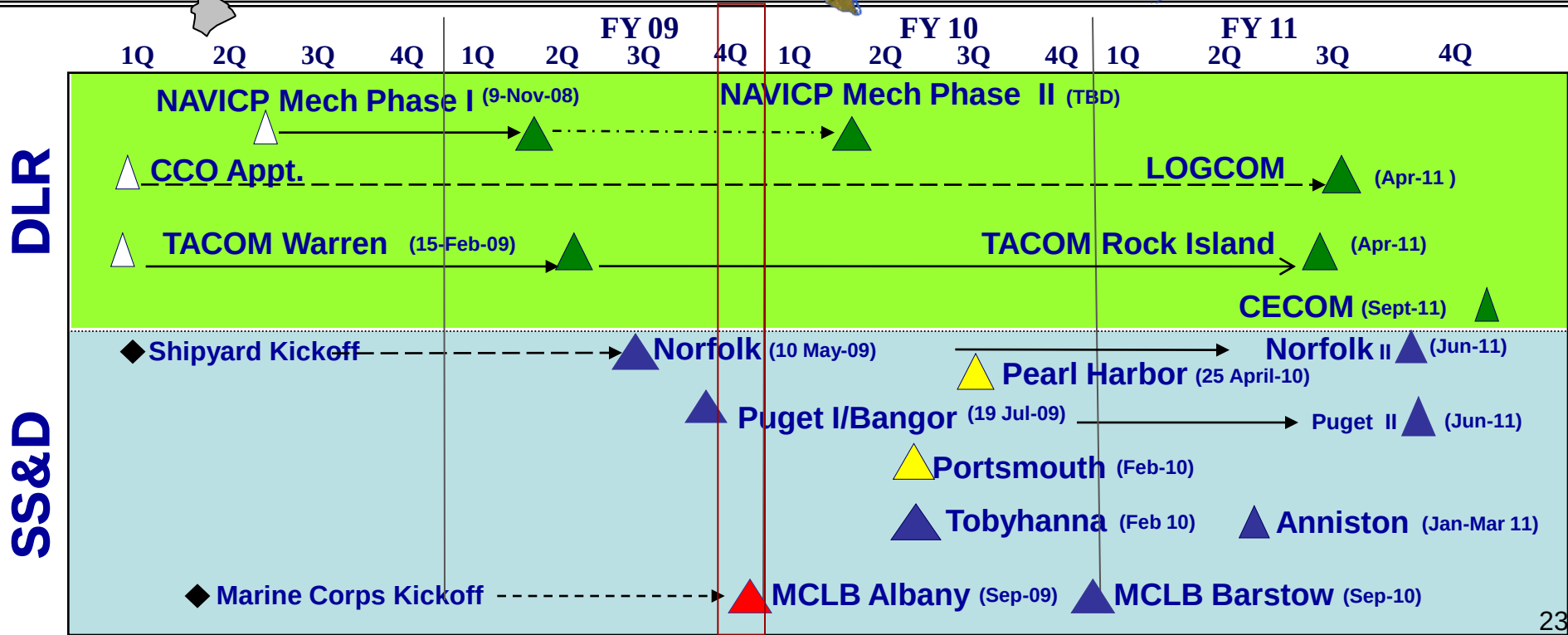
End state: **FY2011**
- Cross Service Group identifying items
- Population considerably less than expected 350K

DSCC BRAC / Wynne Sites

Performance · Transformation · The DSCC Way · Culture

- DLR Sites
- SS&D Sites
- DLR & SS&D Site
- Wynne Site





Agenda

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- Workforce Development



DSCC Business Profile

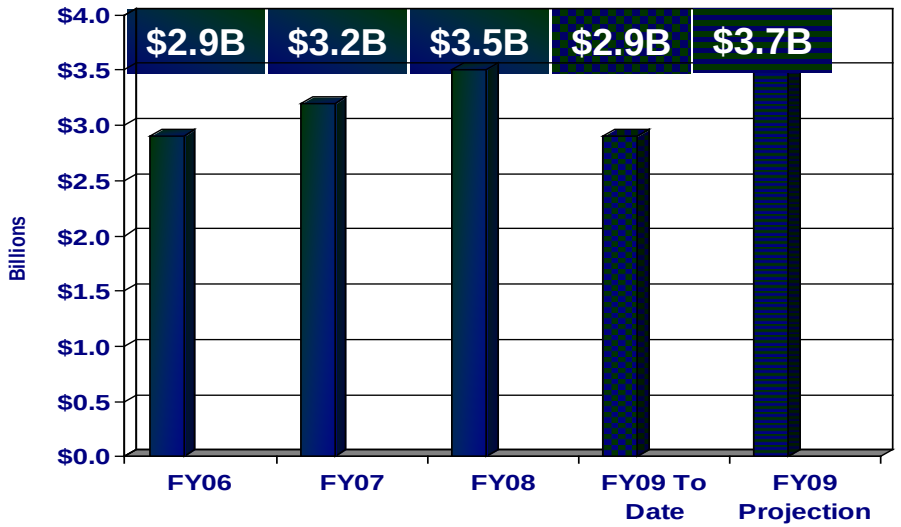
Scope of Business

- 2.1M NSNs
- 1,400+ weapon systems
- 145,000+ customers
- 6.7M requisitions
- 7,000+ suppliers
- 1,900 contracts at $7.8M/day
- 707K contracts/year

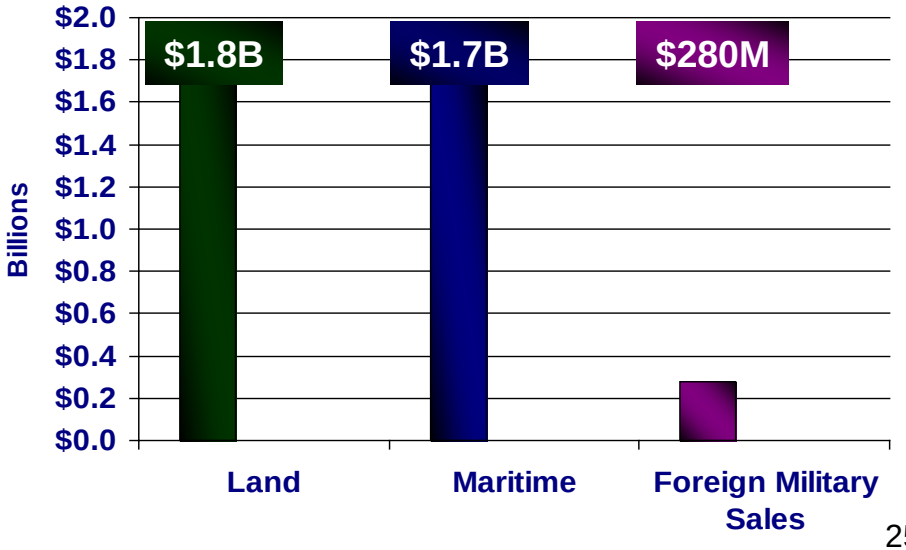
FY09 Depot Level Reparables

- DLA-Mechanicsburg:
  - 7,400 contracts
  - Valued at $240M
  - Supporting NAVICP
- DLA-Warren:
  - 800 contracts
  - Valued at $195M
  - Supporting TACOM

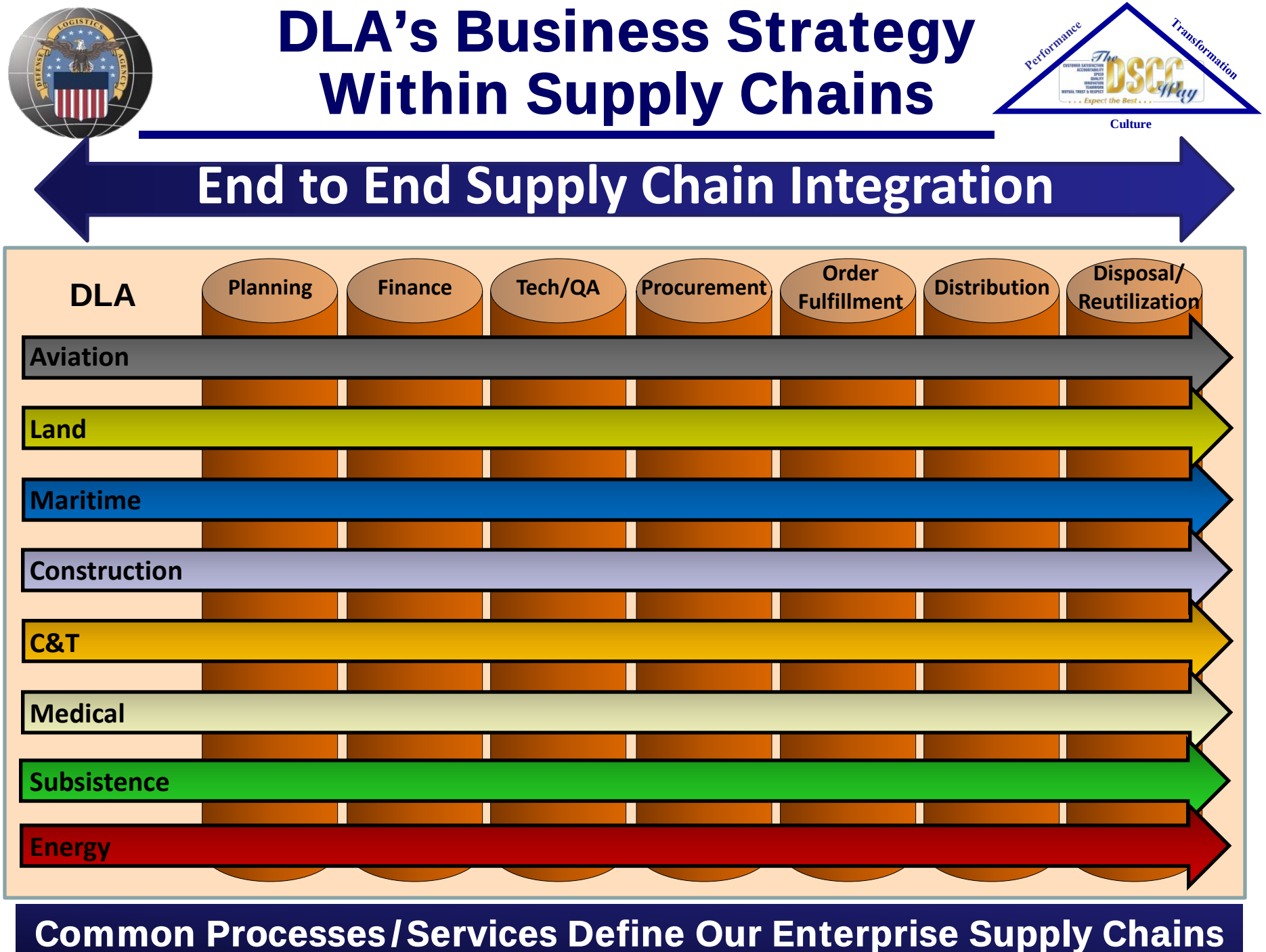
Sales Trend



Sales by Supply Chain



DLA's Business Strategy Within Supply Chains



Supporting Rapid Acquisition

Four Procurement Avenues of Approach

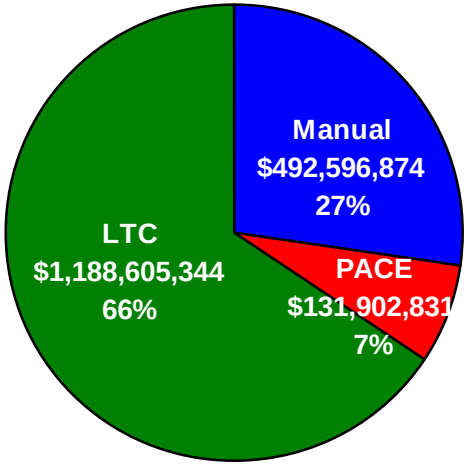
1. **Acquire whole supply chains**
   - **Privatization: Tires**
   - **Microelectronics**
   - **Batteries**
2. **Where an end-to-end supply chain does not exist, acquire and integrate supplies and services**
   - **PBL arrangements, Integrated Logistics Partnerships, Industrial Product Support Vendors, Fleet Automotive Support Initiative-Global**
3. **Where integration services are not required, acquire strategic material with flexible response**
   - **Long-term contracts with performance requirements, strategic supplier alliances**
4. **For non-strategic material: transactional buys**

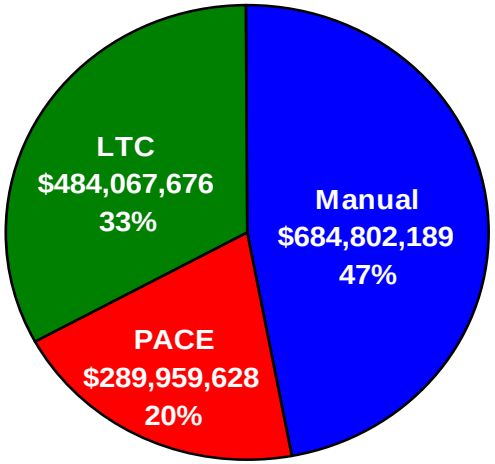
Contracts Breakout

Land Suppliers

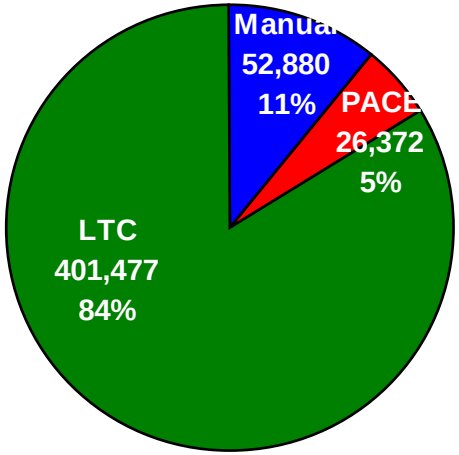
Maritime Suppliers

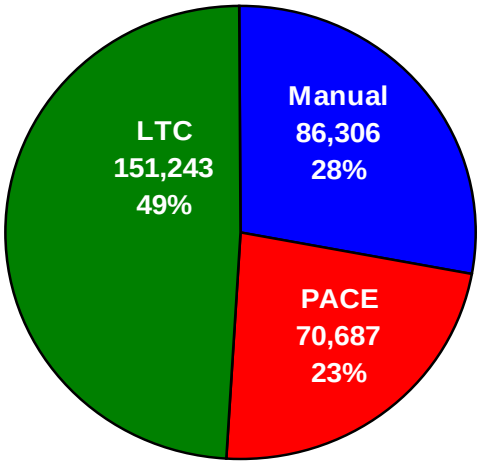
Dollars





Award Actions





LTC = Long Term Contracts

PACE = Procurement Automated Contracting Evaluation

Strategic Programs Directorate



MRAP

Director/Deputy Strategic Programs Directorate

SRM

Operations, Analysis & Planning	Acquisition Execution I	Acquisition Execution II	Program Management
Admin Support	Major Projects Team	Major Projects Team	Tires Commodity Based
Strategic Sourcing & Analysis Team	Corporate Contracts Team	Corporate Contracts Team	Supply Chain Partnership Commodity Based
BCA Team	High Value Contracts Team	High Value Contracts Team	ANAD / RRAD IPV Customer Support

Matrixed Resources
BP, DU, Legal, BA

Aug-09	Oct-09	Mar-10	Oct-10
Phase I	Phase II	Phase III	Phase IV
IOC, CONOPS	Physical Move SMSG	Program Mgmt Div	FOC

Eprocurement Overview

EProcurement is a continuation of DLA's EBS Transformation

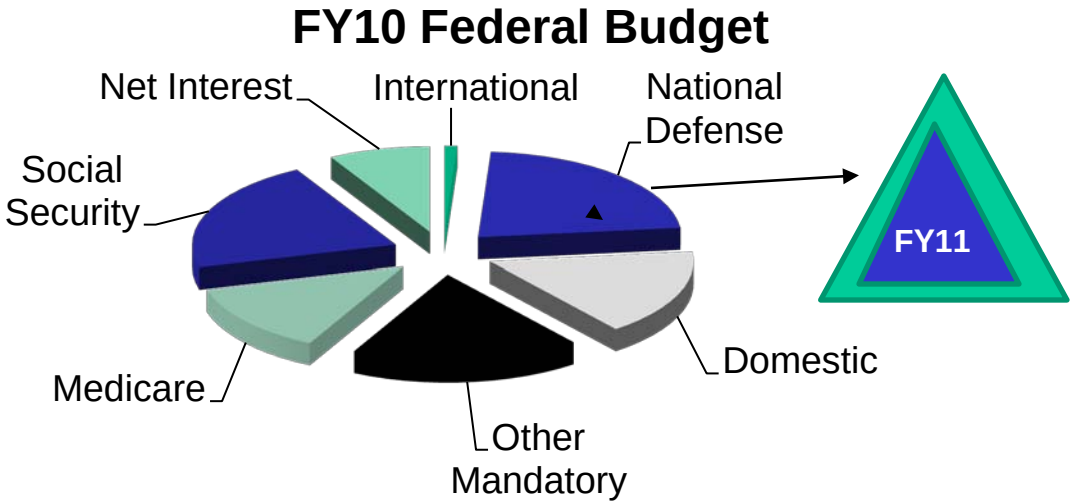
The Plan

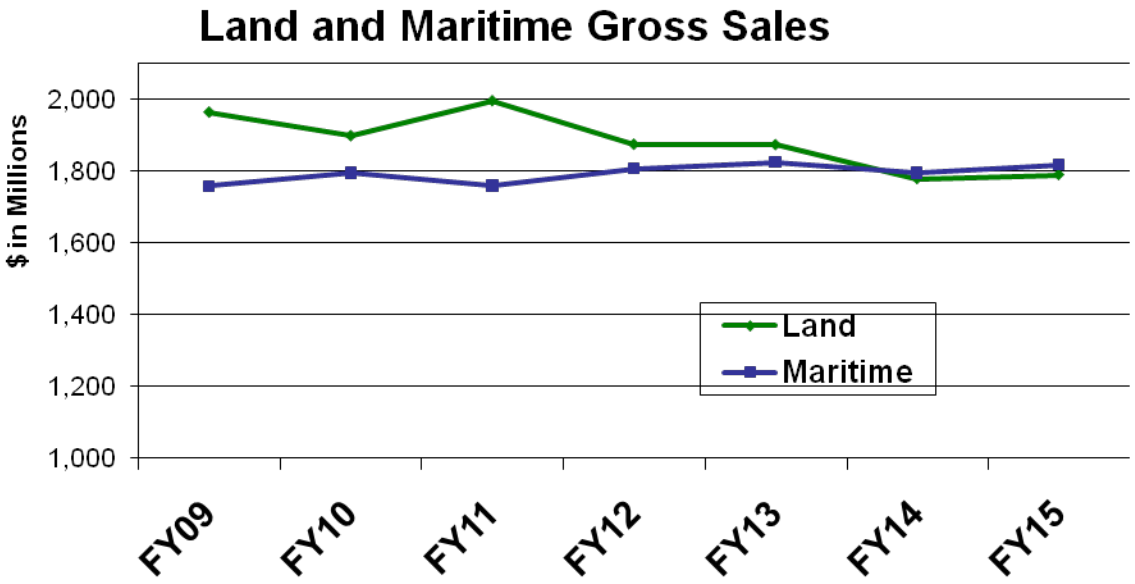
- **What:** Replacement of all current EBS procurement functionality plus inclusion of DPACS, ECF, PACE with DIBBS as a bolt on

- **When:** Initial Operational Capability (IOC) (pilot) in April 2010; Full Operational Capability (FOC) in Sept 2012.

- **Where:** Stand-up of EProcurement functionality for current DLA Supply Chains, BRAC DLR sites, and 6 DLA sites with no previous EBS implementation (DDC, DRMS, DCSO, DAPS, DESC, DNSC)

National Defense Budget



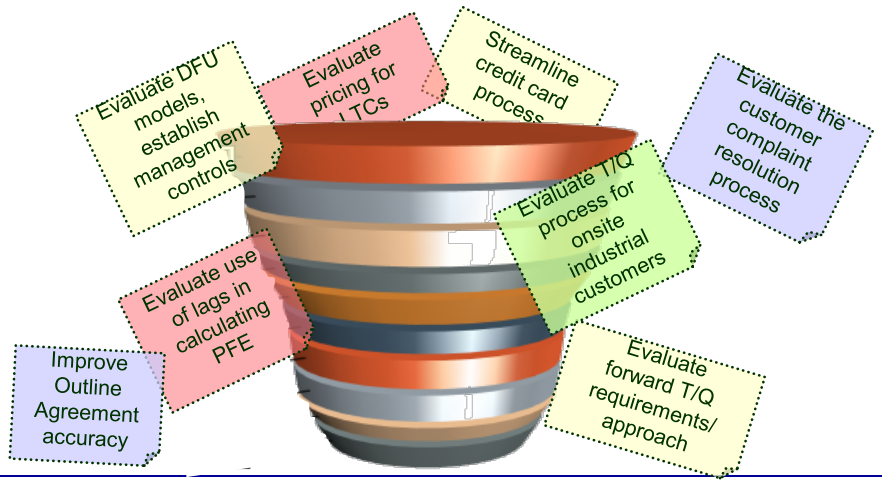


- DoD Budget Facing Downward Pressures
- Land & Maritime Business Driven by DoD Budget
  - Surge since FY01
  - Overall business volume peaked…but many pockets of strong demands… MRAP/M-ATV/Reset
- Outlook
  - FY09 on target with slight belt tightening
  - FY10 on plan
  - FY11 anticipated decreases

Continuous Process Improvement

Performance Transformation The DSCC Way . . . Expect the Best . . . Culture

CPI projects aligned to identified risk areas (ERM) and NSPS goals



CPI Profile

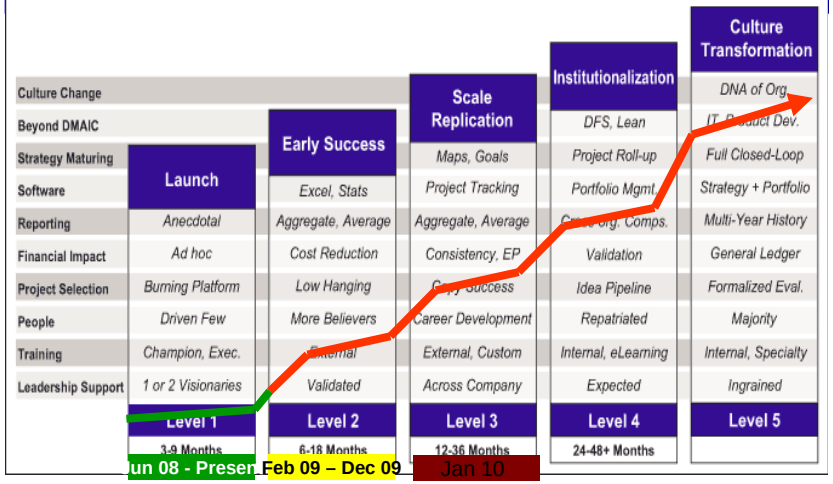
- **Personnel**
  - 4 certified Black Belts; 16 Certified Green Belts
  - 61 trained Green Belts
- **Training**
  - 3 GB classes at DSCC (Dec, Jan, Apr): 130 trained GB
  - 1 BB class at DSCC (Feb-Jun 2009): 12 trained BB
  - LSS Champion/Project Sponsor Tng: 40 trained
  - DAU On-Line training available
- **Active Projects**
  - DSCC: 11 RIEs, 4 LSS project; 1 TOC DBR project
  - DLA: 4 Enterprise projects (ESA and Dmd Plng)
  - Customers: Participating in 5 projects, many RIEs

Institutionalizing CPI

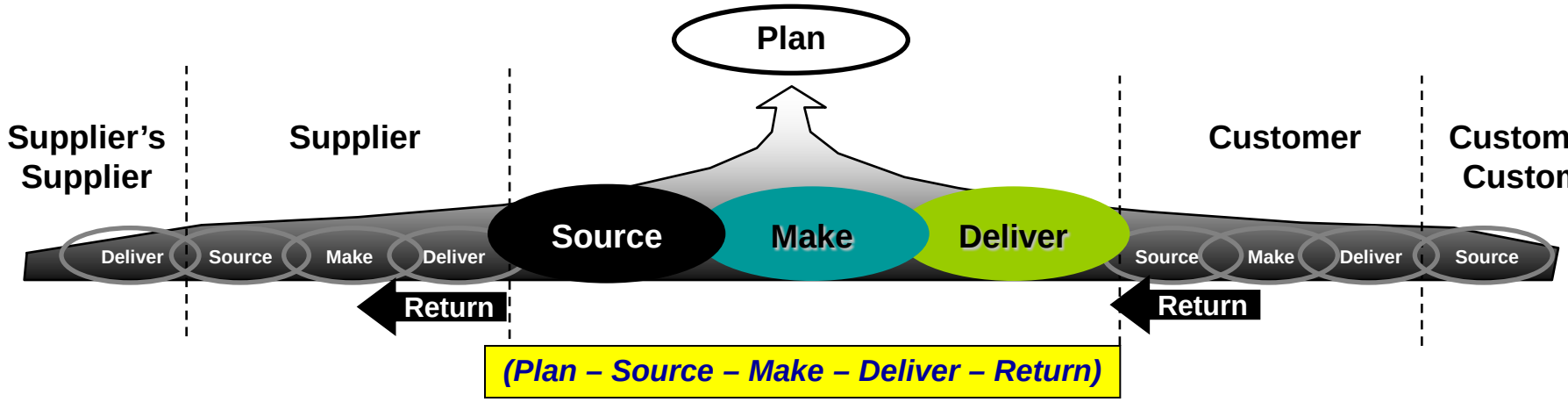


<https://centerwide.dscc.dla.mil/programs/LeanSixSigma/index.html>

Our Journey Continues...



Supply Chain Operations Reference (SCOR) Model



DLA Enterprise

- Perfect Order Fulfillment
- Demand Plan Accuracy
- Attainment to Plan
- Cost Performance

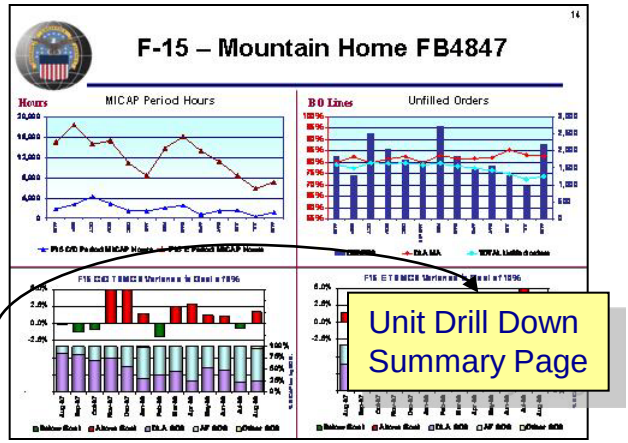
Service Needs

- USN/USMC: CASREPs
- USA: AOG, Reset, CCIR
- USAF: AAIP, MICAPs
- Material Avail, Unfilled Orders

Being Bilingual -- Goal Congruence in a Global Materiel Enterprise

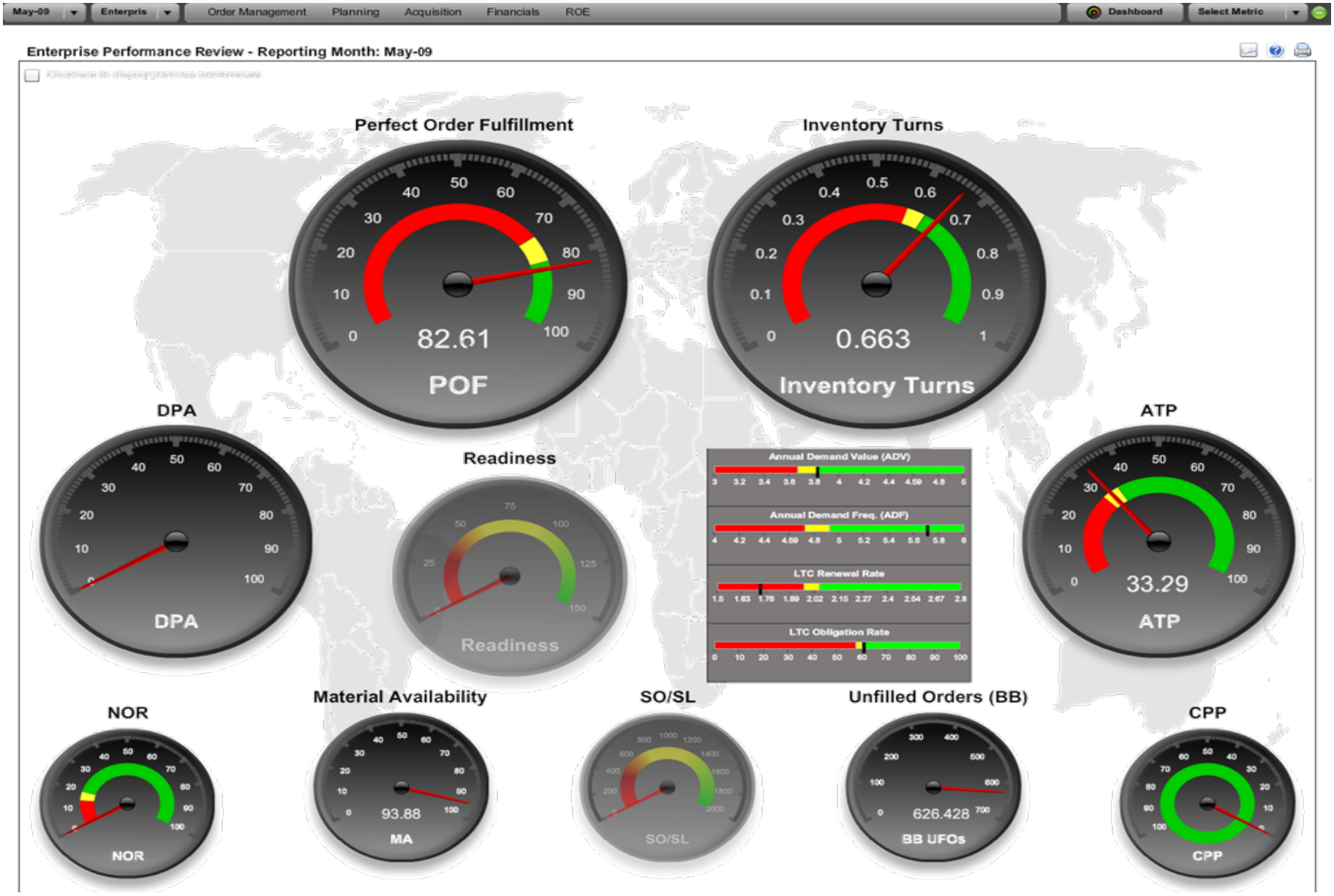
DLA Fusion Center Portal





- **Customer Targeted Outcome (CTO) metrics programmed into the Fusion Center Portal**
  - **Access to detailed status information and analysis by Service and weapon system**
  - **Links outcomes to each Supply Chain partner's contribution to those results**

Fusion Center Dashboard



Agenda

- Organization
- Warfighter Support
- Stewardship Excellence
- Workforce Development



What Is Culture?

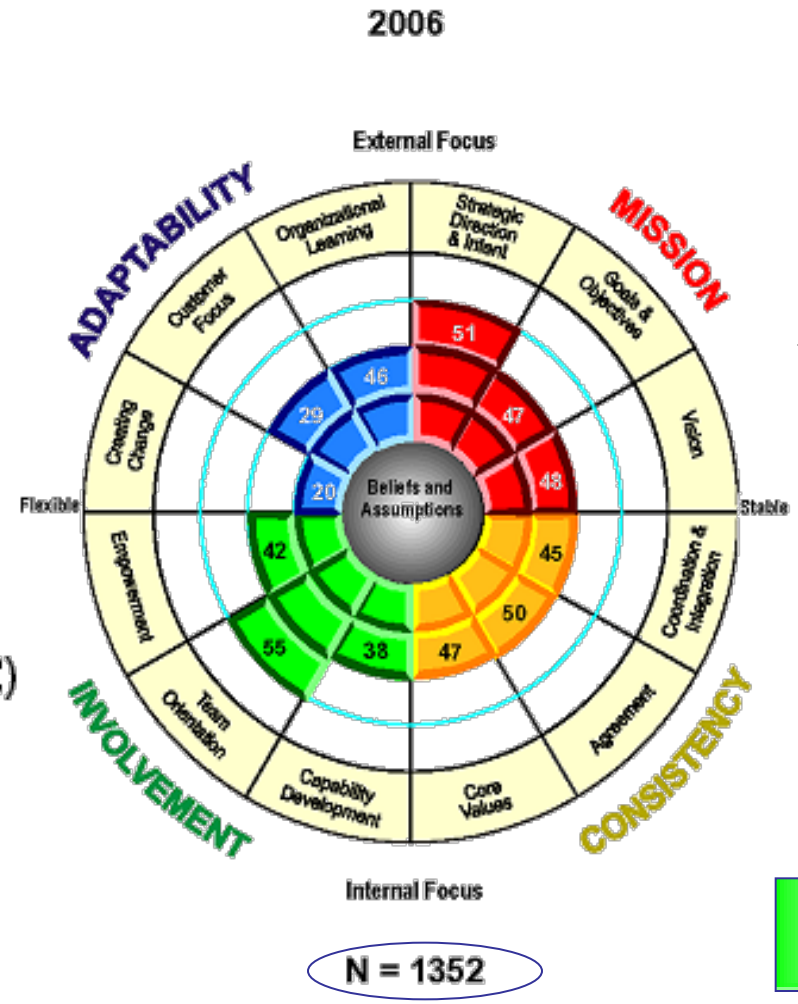


- **Beliefs about what is really important**
- **Widely shared and strongly held social expectations about appropriate attitudes and behaviors**
- **When organizations stand for something of universal value, employee commitment is deeper and more enduring**

Culture Survey

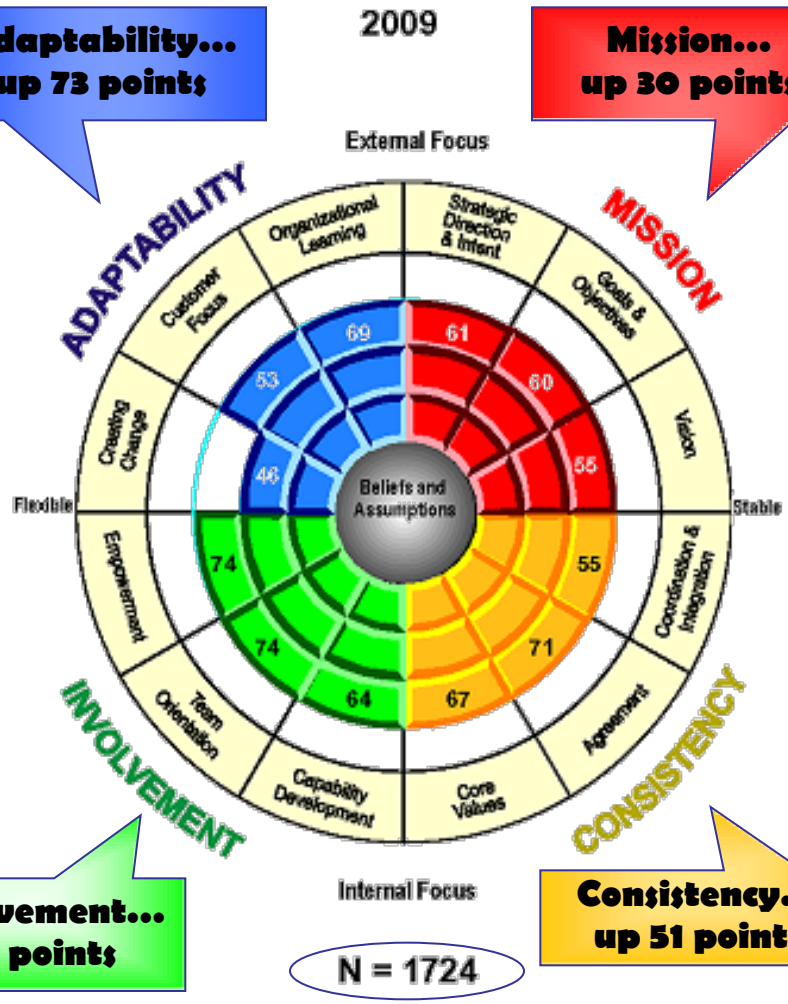
DSCC Response Rate 71.3% -- we'd like it higher

DSCC (with BRAC)



Adaptability... up 73 points

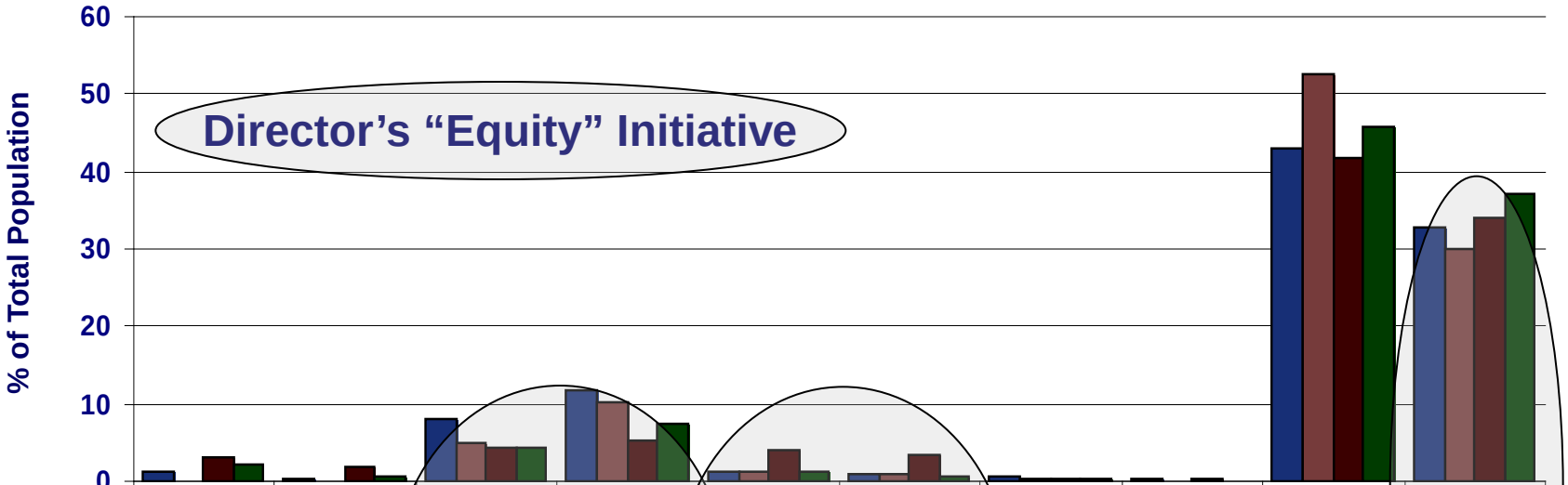
Mission... up 30 points



Involvement... up 77 points

Consistency... up 51 points

DSCC Diversity



	Asian		Black		Hispanic		Native Amer		White	
DSCC Representation	1.2	0.3	8	11.6	1.3	0.9	0.5	0.4	43.1	32.8
Supv Representation	0	0	4.9	10.3	1.1	0.8	0.4	0	52.5	30
National RCLF	3	2	4.4	5.3	4	3.4	0.3	0.3	41.9	34.1
Local RCLF	2.1	0.6	4.2	7.3	1.1	0.5	0.2	0.1	45.8	37.1

Targeted Disabilities Goal 3%; DLA Columbus 2.17%

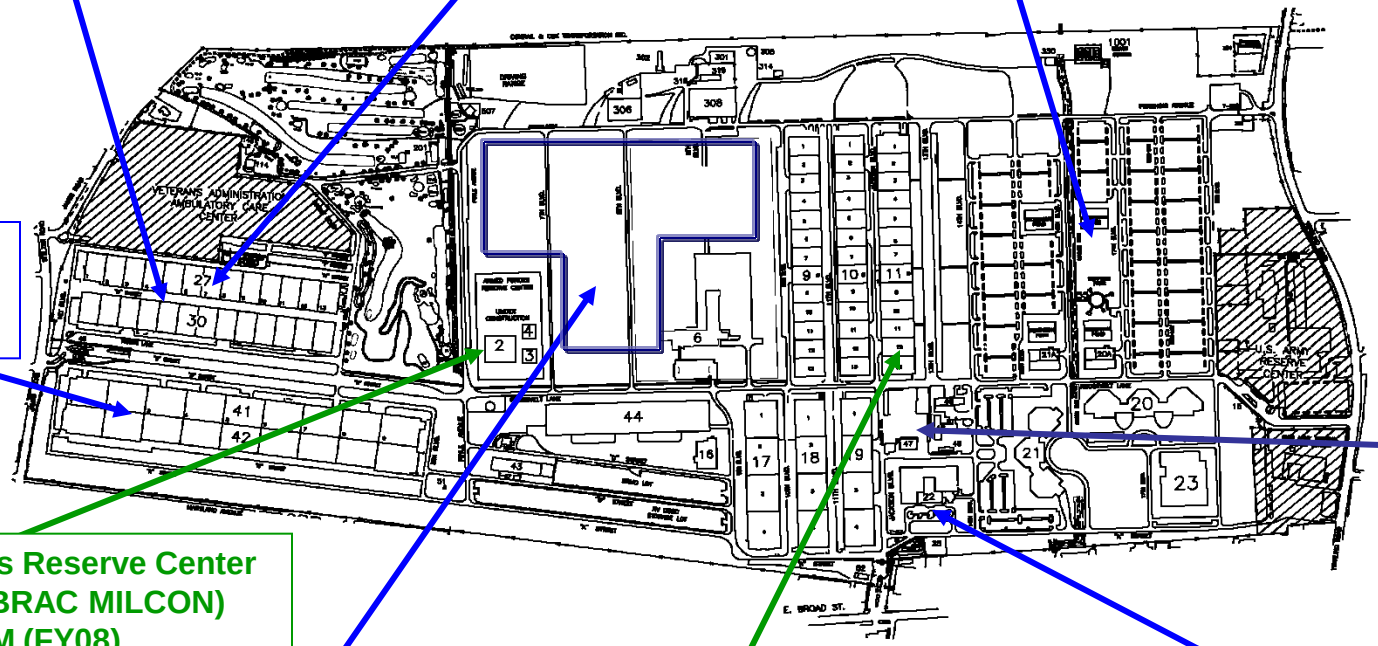
Master Plan / Capital Improvements

Reactivate Bldg 30 for DRMS (FY09) $900K

Partial Demo. Bldg 27 (FY09) $2.5M

Fitness Center (FY14) $10M

Antiterrorism Enhancements (FY12) - $5.6M



Demo. Bldgs 41/42 (FY09/10) $5M

Public Safety Building (FY11) $7.4M

Armed Forces Reserve Center (Non-DLA BRAC MILCON) $29M (FY08)

Ohio Army National Guard Projects (FY09) $65M

Renovate Bldgs 11-12 for DFAS (FY09) $1.5M

Expand Child Development Center (FY09) $5M

Green = Projects Under Construction / Blue = Future Projects

Commander's Intent
Strength and Balance



Enhance Associates' Capabilities (Skill, Knowledge, Attributes)

Continuous Process Improvement underpins all efforts

Defense Logistics Agency

DSCC Supplier Conference

August 18, 2009

Doing What is Right for
the Armed Forces and DoD

Warfighter Support | ***Stewardship Improvements*** | ***Business Process Refinements*** | ***Workforce Development***

Agenda

- DLA Mission and Organization
- Full Spectrum Support
- Scope of DLA Customer Support
- DoD's Supply Chain Manager
- Support for Responsible Drawdown in Iraq
- Support to US Forces Increase in Afghanistan
- DSCC Warfighter Support



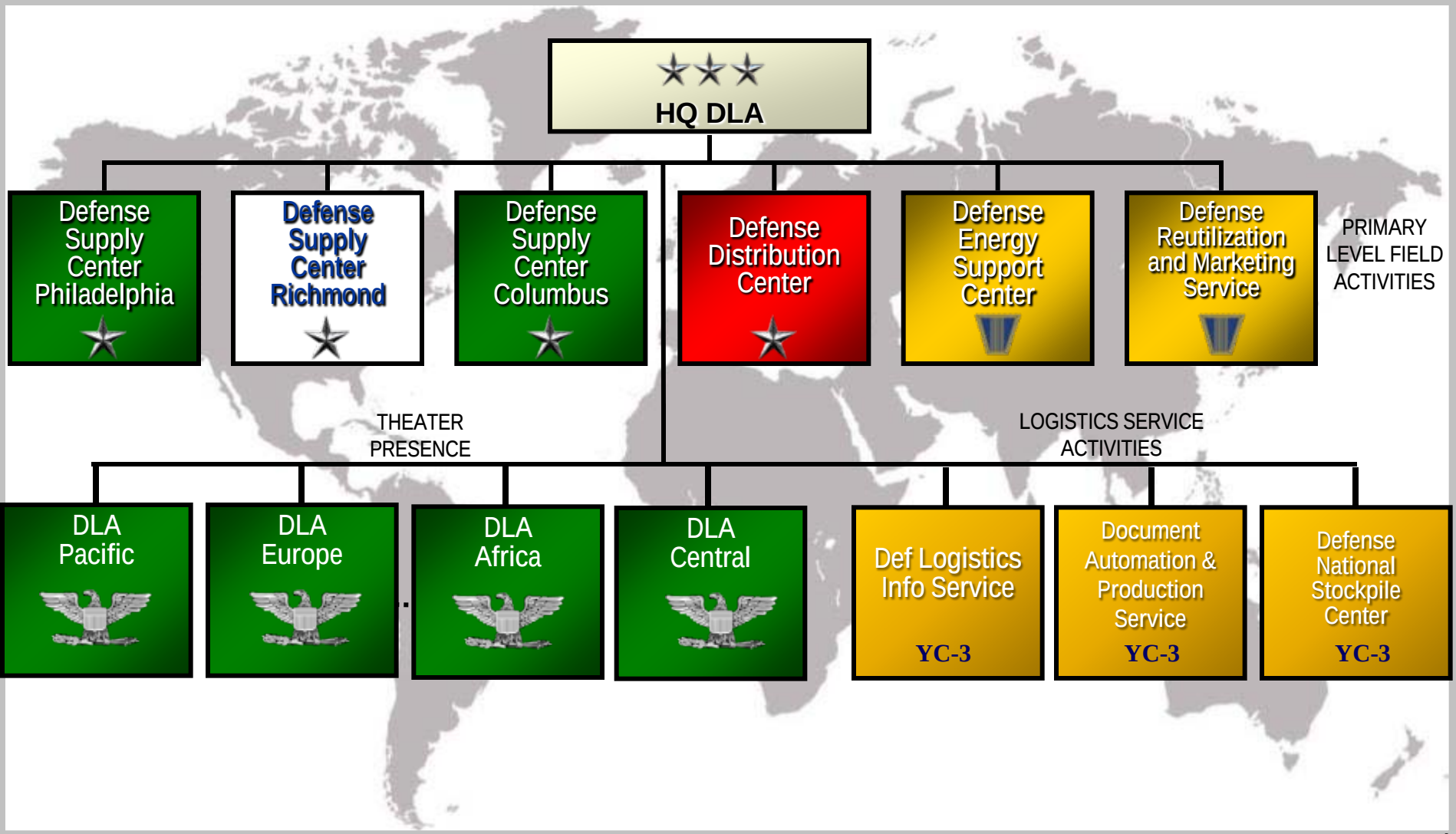
DLA's Mission
Supporting the Warfighter

DLA is DoD's combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customer's in peace and in war, around the clock, around the world.






DLA Organization



Full Spectrum Global Support

Supply Chains

- Subsistence
- Fuel/Energy
- Land Systems
- Maritime Systems
- Aviation Systems
- Medical
- Clothing & Textile
- Construction & Equip

Theater Support

- DLA Europe
- DLA Pacific
- DLA Central
- DLA Africa



Distribution

- Defense Distribution Center
- 25 Distribution Centers

Reutilization & Disposal

- Defense Reutilization & Marketing Service
- Reverse Logistics

Stockpile

- Defense National Stockpile Center

DLA Services

- Document Automation & Production Service
- Defense Logistics Information Service
- Defense Automatic Addressing System Center

Scope of DLA Customer Support



- A $36.8 Billion global enterprise
- Supports over 1,500 weapon systems
- Provides 95 percent of all Military Services' repair parts
- Manages 3.8 Million national stock numbers (8 Supply Chains)
- Foreign Military Sales
  - Projected Sales Fiscal Year 2009: $1.53 Billion
  - Shipments: 570,000 per year
  - Supporting 115 Nations



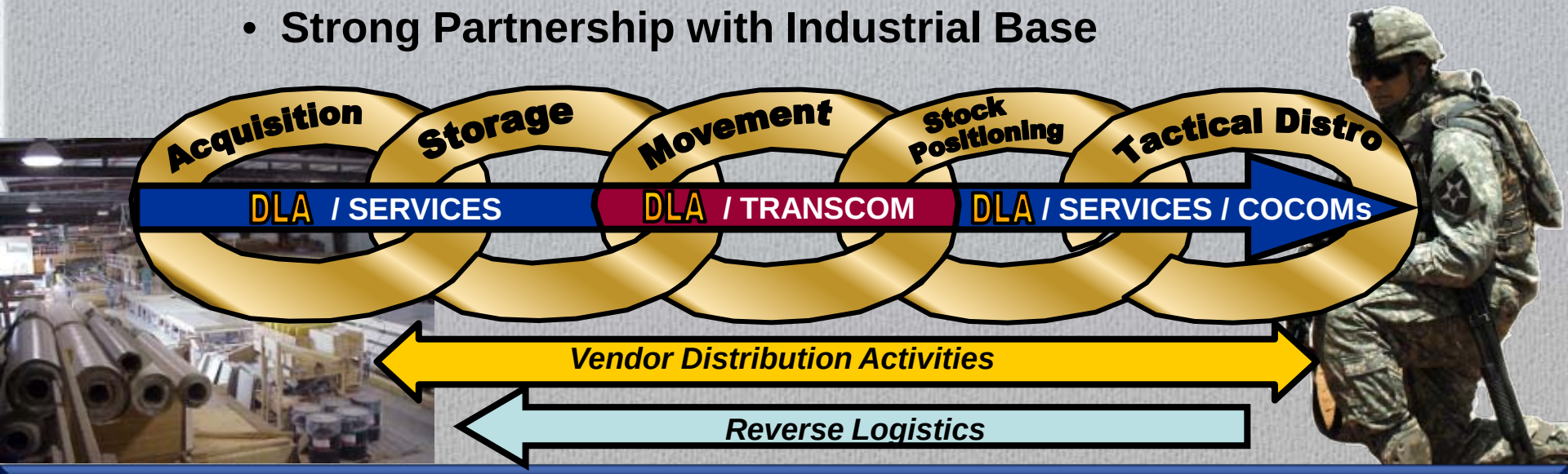
- Provides 100 percent of:
  - Fuels
  - Food
  - Clothing and Medical Supplies
  - Construction Material



- Worldwide Presence:
  - More than 25,000 civilian, active duty, and reserve employees
  - 28 countries and 48 states (except Vermont and Iowa)

DoD's Supply Chain Manager

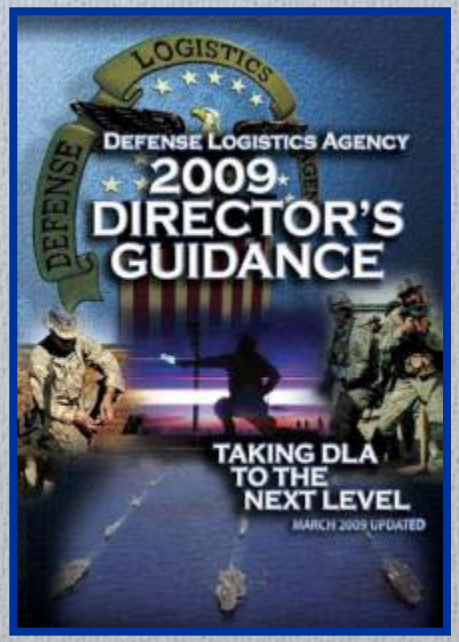
- Integrated, End to End Supply Chain Manager
- Demand Forecasting with Services
- Strategic Material Sourcing
- Significant Presence at Military Industrial Sites
- Strong Partnership with Industrial Base



Leveraging distribution to complete the supply chain

Taking DLA to the Next Level

- **Warfighter Support Enhancements**
  - Supporting Responsible Drawdown in Iraq
  - Supporting US Forces Increase in Afghanistan
- **Stewardship Improvements**
  - Identifying Prudent Cost Reductions
  - Enterprise Risk Management
- **Business Process Refinements**
  - Assessing EBS Performance and Potential
  - Improving Demand/Supply Planning & Supply Chain Alignment
- **Workforce Development**
  - Enterprise-wide Employee Survey
  - Enhancing Support & Capabilities of Forward Support Personnel



Responsible Drawdown in Iraq

- **Supply & Distribution support**
  - Adjusting sustainment flow
  - Reviewing forwarding stocking requirements
  - Coordinating support for Reset
- **Streamlining the transfer process**
- **Multi-National Force Iraq support**
- **DRMO Support**
  - Process avg of 24M lbs/month
  - 80% haz material disposed thru Iraqi recycling contracts
  - 100M lbs scrap removed FY08; 52M lbs removed FY09 to date
- **Managing materiel reuse to Gov't of Iraq**
  - Utilizing 4 step process
  - Base closure … scrap removal and DEMIL
  - Hazardous waste recycling and disposal
  - Sale of serviceable excess





US Forces Increase in Afghanistan

- **Providing operating base materiel**
  - Prepositioning supplies
  - Procurement and shipping of 17,000 housing units in progress
  - Providing generators, latrines, showers and associated material Force protection materials
- **Posturing for the duration**
  - Establishing DRMO in RC-S
  - M-ATV production
- **Sustainment Support**
  - Surging subsistence and fuel
  - Balancing sustainment flow with force flow
- **Repair parts support**
  - Procurement for critical weapon systems
  - Tailoring support for MARFOR unique assets
- **Timely Support**
  - Customized pure pallets
  - Theater First" supply logic







US Forces Increase in Afghanistan

Repair Parts Support

- Services deploy with initial requirements, DLA sustains
- Army Supply Support Activities stock inventory and re-order from DLA
- Almost 100% air shipments
- Dedicated and robust air channels essential
- DLA support from distribution centers
- CONUS Inter-theater flight managed by TRANSCOM
  - 20% US Military Aircraft
  - 80% Commercial aircraft



DSCC Warfighter Support

- MRAP Sustainment
- Tires Privatization
- Industrial Prime Vendor
- Battery Initiatives
- Water Purification Initiative
- Maritime FSC Supply Chain Partnerships (e.g.FSC5961/62 Microcircuits, etc.)
- Various Long Term Contracts for single or multiple NSNs
- Combat Vehicle Support Initiative

LAND:

- Parts for Ground Vehicles
- Various Military Equipment Components



MARITIME:

- Ship Parts
- Electronic Components



Industry Partners…A Vital Support Link

Defense Logistics Agency

