

2007 Land & Maritime Supply Chains Conference
"The Source Behind the Force…Extending the Enterprise, Connecting the Warfighter Demand With Supply, Delivering Supply Chain Excellence"
27-29 August 2007

Columbus, OH

Agenda

Tuesday, 28 August 2007

Opening Remarks:

Mr. James M. McClaugherty, SES, Acting Commander, Defense Supply Center Columbus

"Extending the Enterprise….", Rear Admiral Henry B. Tomlin, III, SC, USN

Breakout Sessions:

- Land Supply Chain
- Maritime Supply Chain
- Procurement Systems and Supplier Interfaces
- DLR – Depot Level Reparables (BRAC)
- DSCC Small Business Program/Sourcing Initiatives
- DoD EMALL Demonstration Overview
- Value Management
- Distribution Planning and Management System (DPMS)
- Kitting
- DFAS Your Financial Partner @ Work
- Electronic Capability Assessment Plan (eCAP)

Wednesday, 29 August 2007

Guest Speaker: *"Excellence in Warfighting/Operational Revelance"*, Major General Willie J. Williams, USMC

Land & Maritime Supply Chains

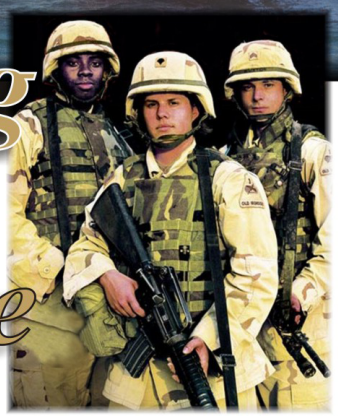


The SOURCE Behind the FORCE





Extending the Enterprise



Cover by R. Bruce Rose, DES-CT Graphic Arts

From the DSCC Acting Commander



Welcome to the 2007 Defense Supply Center Columbus (DSCC) Land and Maritime Supply Chains Business Conference & Exhibition. I am delighted you have taken the time from your schedules to be with us during the next couple of days. The National Defense Industrial Association (NDIA) is once again helping DSCC to put on this special event. The DSCC Staff and the NDIA personnel have worked very hard to make this a meaningful event for you, our industry partners.

This year's Conference theme is "The Source Behind the Force." Our theme reflects our ongoing mission at DSCC to be the highly responsive "Source" in meeting our military customers' requirements through enhanced relationships with you, our valued suppliers. At DSCC we lead and manage DLA's Land and Maritime supply chains and we are committed to providing the best possible support to our nation's armed forces. You play a vital role in helping DSCC to accomplish this demanding and fast-paced mission.

DLA is transforming from being primarily a wholesale organization to more end-to-end Supply Chain Management. The recent Base Realignment and Closure decisions are driving actions that are moving us in that direction. With the operational efficiencies being brought by our new Enterprise Business System, which will improve our information technology interface between suppliers and customers, we are entering into new areas of customer support that would have been unforeseen in the past.

We look forward to working closely with our suppliers to forge new relationships and cooperative agreements in support of our mutual customers. I am confident the forums and presentations offered to you during this conference will help you better understand this new focus and new requirements taking place at DSCC and throughout DLA. I hope you find this year's Conference to be very beneficial, and your feedback on how we can serve you better in the future is encouraged.

Please accept my personal thanks for your support on behalf of the men and women of the armed forces now pursuing the global war on terrorism. Your support allows DLA to fulfill its mission to "provide best value logistics and contract management support to America's Armed Forces, in peace and war, around the clock, around the world."

James M. McClaugherty, SES
DSCC Acting Commander

From the DSCC Chief of Staff



As DSCC's Chief of Staff, I'd like to take this opportunity to welcome you to our 2007 Land and Maritime Supply Chains Business Conference & Exhibition and thank each of you for the tremendous support you have provided to the Soldiers, Sailors, Airmen, Marines and Coast Guardsmen who defend our freedom.

In an environment of ever increasing demands from our customers, we are very encouraged with your performance and your cooperation in the development of strategic customer agreements. You have responded favorably to our calls for expedited deliveries and increased support and have been recommending logistic solutions for even stronger support in the future. Your record of enthusiasm and your dedication to delivering products and services we need has been superior. It will be a special honor to meet each of you as we discuss future logistic supply arrangements at this year's Conference.

The list of guest speakers and forums at this year's Conference is impressive. Representatives from some of our biggest suppliers and from our top customers will present briefings that will both enlighten and inform you of the major procurement actions we are making each day.

Your tremendous support to the warfighter exemplifies the commitment to freedom upon which our great nation was founded. I thank you for your past and continued support. As we welcome our new commander, US Army Brigadier General Patricia McQuistion in September, I am confident the Supply Chain relationships we have forged will grow even stronger.

Daniel K. Hicks, Colonel, USAF
DSCC Chief of Staff

Conference Theme & Objective

"The Source Behind the Force..."

Extending the Enterprise, Connecting the Warfighter Demand With Supply, Delivering Supply Chain Excellence

The Land and Maritime Supply Chains Business Conference & Exhibition theme reflects Defense Logistics Agency's (DLA) ability to deliver American warfighters the right logistics solution in every transaction. This requires more than successful management of the wholesale supplies and suppliers. It requires supply chain excellence. Our military's ability to generate and sustain combat readiness indefinitely, anywhere on the globe, requires that DLA-managed material flow seamlessly and as needed from the nation's industrial base to where it is ultimately used. It requires a joint logistics capability that optimizes warfighter support above all else. As the only Logistics Combat Support Agency, DLA has a pivitol leadership role in delivering this capability across the Department. To fulfill this mission, DLA must build on its wholesaler excellence. It must leverage the capabilites being delivered in the agency's tranformational initiatives, such as BRAC 2005 and the just-completed Business Systems Modernization (BSM) Program — an end-to-end Enterprise Resource Planning capability managing all of DLA's 5.2 million hardware and troop support items. We have several keynote speakers from the military services and industry who will provide updates on our customers' operational requirements, business initiatives and many other opportunities to obtain the latest news on topics, programs and initiatives of importance to companies interested in doing business with DLA.



"The Department of Defense finds this event meets the minimum regulatory standards for attendance by DoD employees. This finding does not constitute a blanket approval or endorsement for attendance. Individual DoD component commands or organizations are responsible for approving attendance of its DoD employees based on mission requirements and DoD regulations."

About DSCC

Throughout the world, the Defense Supply Center Columbus (DSCC) 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 1.6 million items within those supply chains with a partnering agreement with two other DLA defense supply centers. DSCC accounts for more than $2.8 billion in annual sales.

The current DSCC Acting Commander is Mr. James M McClaugherty, SES. The DSCC Chief of Staff is Colonel Daniel K. Hicks.

DLA's vision and mission are the foundation statements for DSCC's commitment to the Nation's Armed Forces. DSCC aligned its FY '04 Business Plan initiatives with the DLA Strategic Plan goals to ensure constancy of purpose in meeting the readiness needs of America's Warfighters.

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 promotes 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 were 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 US manufacturing centers. In April 1918, the US Army Quartermaster Corps purchased 281 acres of land to construct a 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 in use until 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 than 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 US troops in all parts of the world.

The installation's operational activities were assigned to the US 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.

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Conference Information

CONFERENCE MANAGEMENT TEAM
National Defense Industrial Association

Mr. Sam Campagna, Director, Operations
Ms. Casi Antolock, Meeting Planner
Ms. Dana Pezzuti, Exhibits Manager

CONFERENCE ATTIRE

Civilian Attendees	Business (Coat & Tie)
Military Attendees	Class A Uniform

EXHIBIT HALL HOURS

Monday, August 27	5:00pm - 6:30pm
Tuesday, August 28	10:00am - 6:30pm
Wednesday, August 29	8:30am - 1:00pm

BUSINESS CENTER

For your convenience, the Hyatt Regency Columbus offers business services. The hotel's 24-hour Business Center is located in the hotel lobby next to the front desk. The automated center includes a copier, fax station and PC workstation with a printer.

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

CONFERENCE MANAGEMENT TEAM
Defense Supply Center Columbus

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

Lt Col Joseph P. Finotti, USAF, Deputy Director, Procurement Process Support Directorate

Mr. Michael D. Fauris, Sr., Chief, Acquisition Support Branch & DSCC Privacy Act Officer

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

Ms. Shelly M. Jenkins, Customer Account Specialist

Mr. William I. Winegarner, Contract Specialist

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

Ms. Pat A. McCreay, Procurement Analyst

Ms. Debra J. Brown, Procurement Analyst

Ms. Anita Luich, Supervisor, Integrated Supplier Team

Mr. Aaron L. Walker, IT Specialist

Mr. Daniel L. Bell, Manager, Business and Multi-media Service

Ms. Debra B. Perry, Supervisory Public Affairs Specialist

Ms. Sarah L. Dornon, Management Analyst

Mr. Richard N. Martin, Lead Police Officer

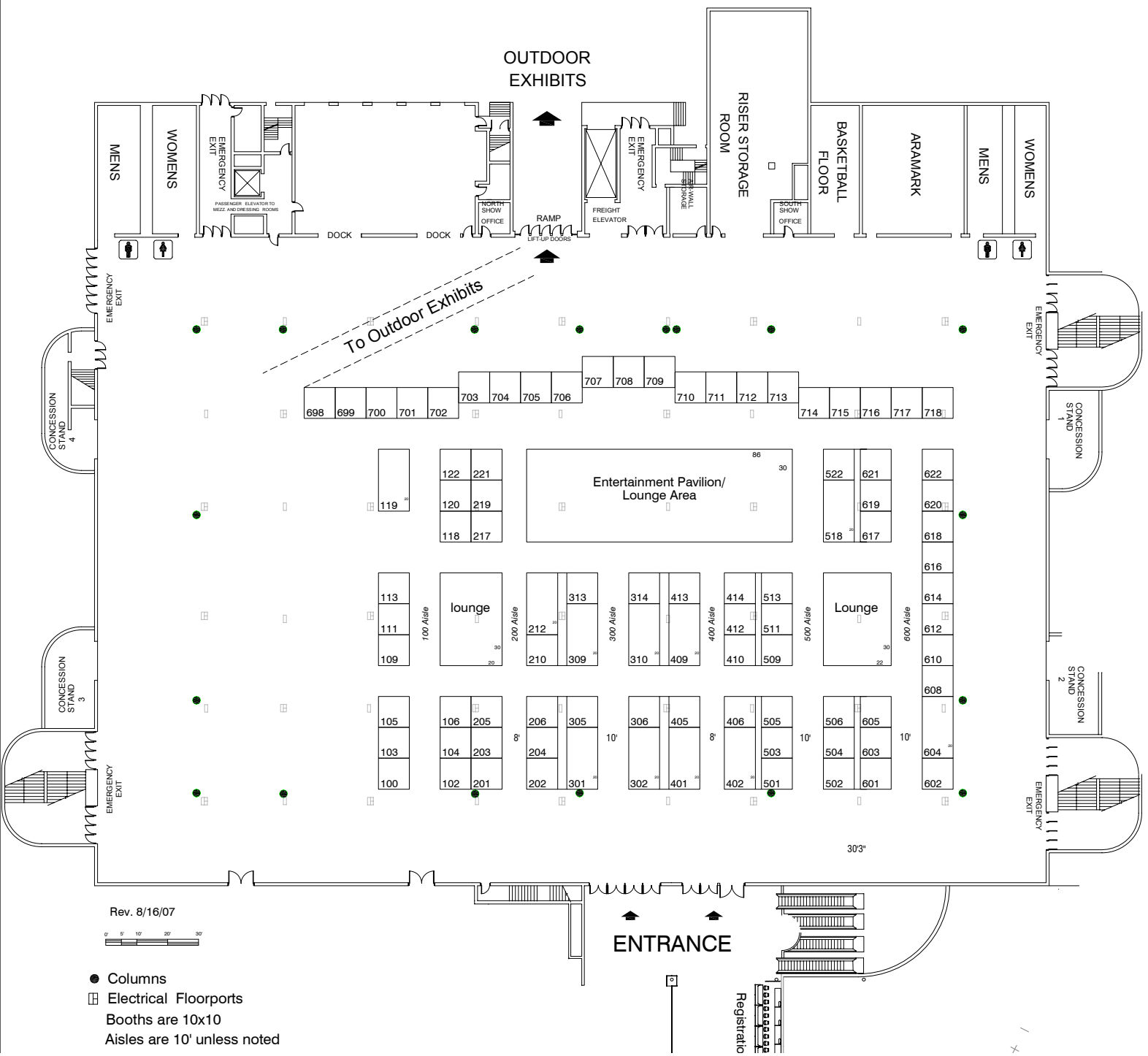
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Exhibit Floor Plan

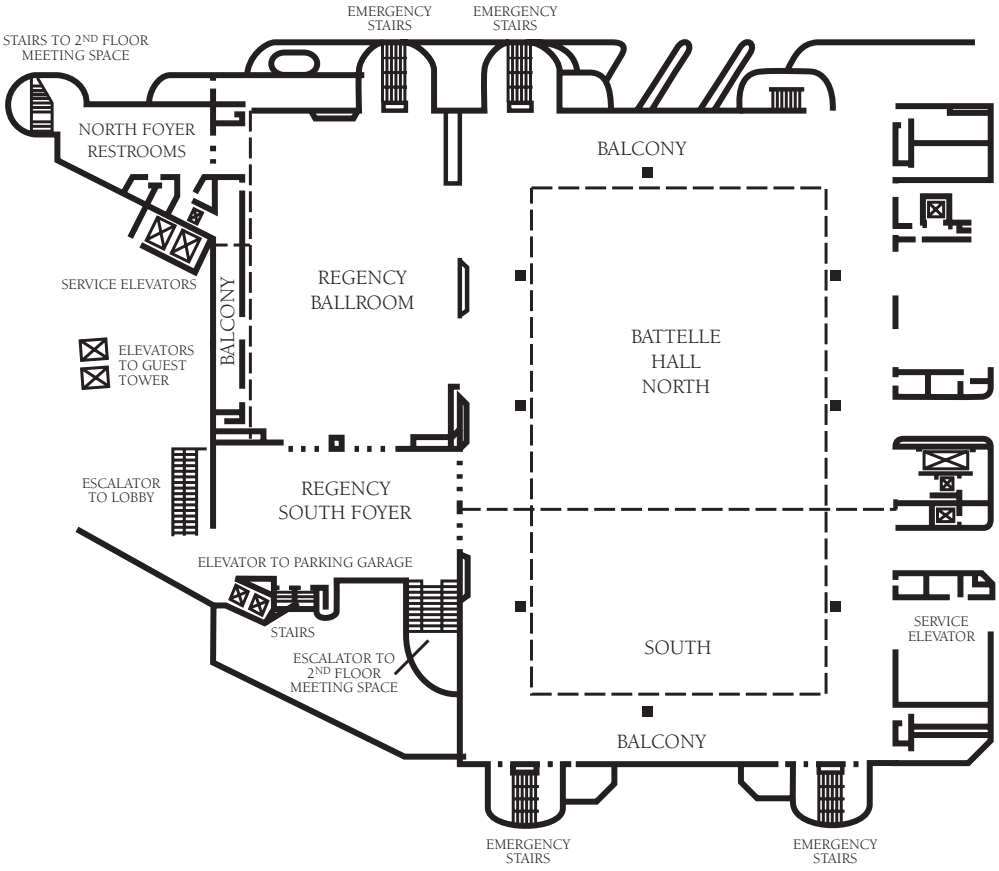
GREATER COLUMBUS CONVENTION CENTER

BATTELLE HALL

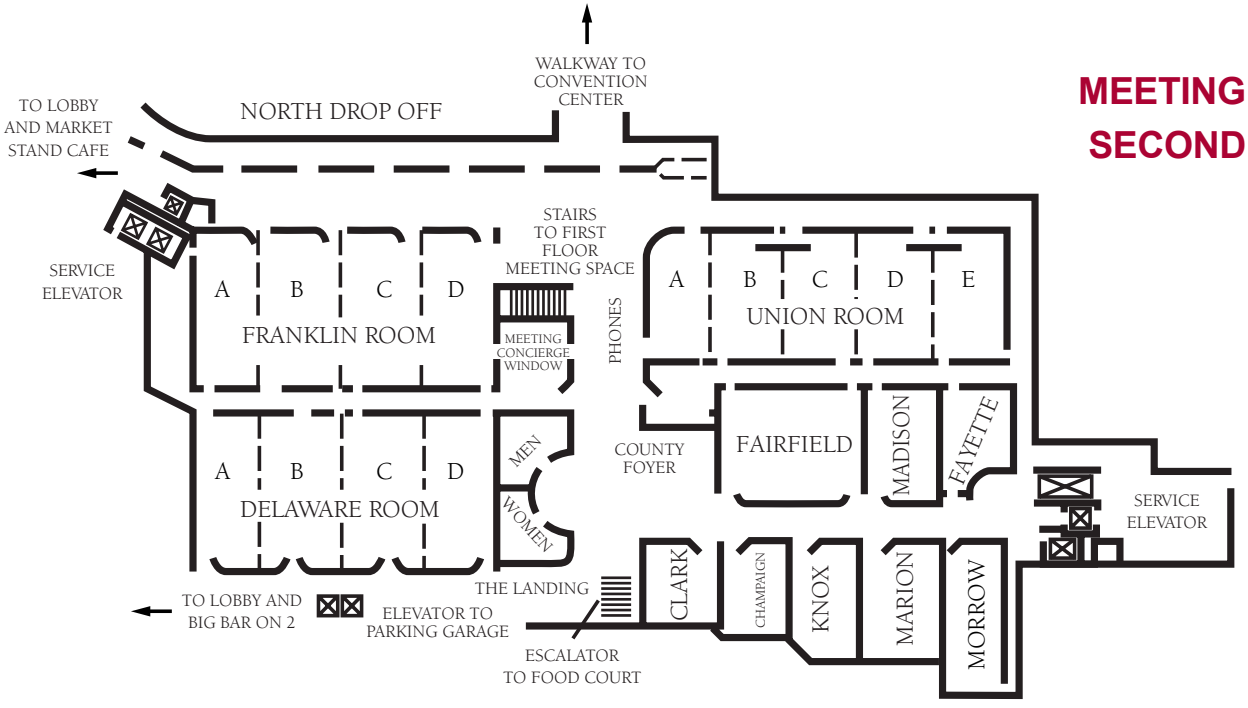


Hyatt Regency Columbus Floor Plan

REGENCY BALLROOM & BATTELLE HALL THIRD FLOOR



MEETING ROOMS SECOND FLOOR



Conference Agenda

MONDAY, AUGUST 27, 2007

8:00am - 6:30pm — Onsite Registration Open..... Regency South Foyer

12:00pm — Defense Supply Center Columbus (DSCC) Facility Tour
- DSCC Briefing
- Command Suite
- Small Business Office
- Test Lab

If you are one of the 150 confirmed participants for the Facility Tour, please check in at the DSCC Tour registration area in the Regency South Foyer. Buses will depart from the Hyatt Regency Columbus.

4:00pm — Return to the Hyatt Regency Columbus

5:00pm — Exhibit Hall Opens

5:00pm - 6:30pm — Opening Reception.....Battelle Hall

6:30pm — Exhibit Hall Closes for the Evening

TUESDAY, AUGUST 28, 2007

6:45am - 6:30pm — Onsite Registration Open.....Regency South Foyer

6:45am — Continental Breakfast.....Regency South Foyer

7:45am — Welcome/Administrative Remarks.....Regency Ballroom
Lt Col Joseph P. Finotti, USAF
Deputy Director, Procurement Process Support Directorate

7:55am — Posting of Colors
Joint Service Color Guard

8:00am — "National Anthem"
Ms. Lisa M. Griffin

"God Bless America"
Women of Praise
Defense Supply Center Columbus

Conference Agenda

8:05am	Opening Remarks **Mr. James M. McClaugherty, SES** Acting Commander, Defense Supply Center Columbus
8:15am	**Rear Admiral Henry B. Tomlin, III, SC, USN** Commander, Defense Supply Center Philadelphia, Defense Logistics Agency "Extending the Enterprise..."
9:00am	**DSCC Recognition for Excellence Award Ceremony**
9:45am	**Mr. James M. McClaugherty, SES** Acting Commander, Defense Supply Center Columbus "The Source Behind the Force..." Extending the Enterprise, Connecting Warfighter Demand with Supply, Delivering Supply Chain Excellence
10:00am	Exhibit Hall Opens
10:30am	Break..... Battelle Hall
10:30am - 4:30pm	Buyers and Administrators Networking Room.....Marion Room *The Marion Room will be available (excluding lunchtime) by appointment only for Suppliers to network with DSCC Buyers and Administrators*
10:45am - 12:00pm	BREAKOUT SESSION I 1. Land Supply Chain.....Franklin C 2. Maritime Supply Chain.....Franklin D 3. Procurement Systems and Supplier Interfaces.....Delaware C 4. DLR - Depot Level Reparables (BRAC)..... Delaware D 5. DSCC Small Business Program/Sourcing Initiatives.....Franklin B 6. DoD EMALL Demonstration Overview.....Delaware A 7. Value Management.....Delaware B 8. Distribution Planning & Management System (DPMS).....Franklin A
12:00pm - 1:45pm	LUNCH WITH GUEST SPEAKER.....Regency Ballroom **Major General James H. Pillsbury** Deputy Chief of Staff for Logistics and Operations United States Army Material Command "Army Perspective"

Conference Agenda

1:45pm- 3:00pm	BREAKOUT SESSION II 1. Land Supply Chain.....Franklin C 2. Maritime Supply Chain.....Franklin D 3. Procurement Systems and Supplier Interfaces.....Delaware C 4. DLR - Depot Level Reparables (BRAC).....Delaware D 5. DSCC Small Business Program/Sourcing Initiatives.....Franklin B 6. DFAS Your Financial Partner @ Work.....Franklin A 7. Electronic Capability Assessment Plan (eCAP).....Delaware B 8. Kitting.....Delaware A
3:00pm	Break.....Battelle Hall
3:15pm- 4:30pm	BREAKOUT SESSION III 1. Procurement Systems and Supplier Interfaces.....Delaware C 2. DLR - Depot Level Reparables (BRAC).....Delaware D 3. DSCC Small Business Program/Sourcing Initiatives.....Franklin B 4. DoD EMALL Demonstration/Overview.....Delaware A 5. Value Management.....Delaware B 6. DFAS Your Financial Partner @ Work.....Franklin D 7. Distribution Planning & Management System (DPMS).....Franklin A 8. Electronic Capability Assessment Plan (eCAP).....Franklin C
5:00pm- 6:30pm	Reception.....Battelle Hall
6:30pm	Conference Adjourns & Exhibit Hall Closes for the Evening

WEDNESDAY, AUGUST 29, 2007

6:45am - 4:00pm	Onsite Registration Open.....Regency South Foyer
6:45am - 7:45am	Continental Breakfast.....Regency South Foyer
7:45am - 4:00pm	Buyers and Administrators Networking Room.....Marion Room *The Marion Room will be available (excluding lunchtime) by appointment only for Suppliers to network with DSCC Buyers and Administrators*
7:45am	Administrative Remarks.....Regency Ballroom **Lt Col Joseph P. Finotti, USAF** Deputy Director, Procurement Process Support Directorate

Conference Agenda

8:00am- 8:45am	Guest Speaker **Major General Willie J. Williams, USMC** Commander, Marine Corps Logistics Command "Excellence in Warfighting/Operational Relevance"
8:30am	Exhibit Hall Opens
9:00am - 10:15am	BREAKOUT SESSION I 1. Land Supply Chain.....Franklin C 2. Maritime Supply Chain.....Franklin D 3. Procurement Systems and Supplier Interfaces.....Delaware C 4. Value Management.....Delaware B 5. DFAS Your Financial Partner @ Work.....Franklin B 6. Distribution Planning & Management System (DPMS).....Franklin A 7. Electronic Capability Assessment Plan (eCAP).....Delaware D 8. Kitting.....Delaware A
10:15am	Break.....Battelle Hall
10:45am - 12:00pm	BREAKOUT SESSION II 1. Land Supply Chain.....Franklin C 2. Maritime Supply Chain.....Franklin D 3. DLR - Depot Level Reparables (BRAC)..... Delaware D 4. DSCC Small Business Program/Sourcing Iniatives.....Delaware C 5. DoD EMALL Demonstration Overview.....Delaware A 6. Value Management.....Delaware B 7. DFAS Your Financial Partner @ Work.....Franklin B 8. Distribution Planning & Management System (DPMS).....Franklin A
12:00pm - 1:55pm	Lunch with Guest Speaker.....Regency Ballroom **Mr. John D. Harris, II** "Strategic Supplier Alliance Partnership" Vice President, Contracts & Supply Chain, Raytheon Company
1:00pm	Exhibit Hall Closes
1:55pm - 2:15pm	Remarks **Mr. James M. McClaugherty, SES** Acting Commander, Defense Supply Center Columbus

Conference Agenda

2:15pm - 3:30pm

"Meet the Leaders"

Moderator
Mr. Stephen E. Rodocker
Procurement Process Support Directorate, Defense Supply Center Columbus

Participants
Mr. Brad A. Lantz
Business Process Support Directorate, Defense Supply Center Columbus

Captain Griffin Warren, SC, USN
Maritime Supplier Operations, Defense Supply Center Columbus

Colonel Stephen G. Bianco, USA
Land Supplier Operations, Defense Supply Center Columbus

Ms. Eleanor G. Holland
Small Business Office, Defense Supply Center Columbus

The DSCC senior leadership will be available in the Regency Ballroom after the panel session to answer specific questions on a one-on-one basis.

4:00pm Conference Adjourns

Breakout Workshop Session Descriptions

LAND SUPPLY CHAIN

Ms. Linda K. Johnson
Ms. Denise D. Pennington

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

Mr. Dave Glasscoe
Ms. Linda McCarty
Mr. Ken Rumbaugh
Mr. Dave McGraw
Mr. Steve Finney
Ms. Shirley Green
Mr. Joey Smith
Mr. Travis Robertson
Ms. Debbie Robison
Ms. Jamie Wiebusch
Ms. Liz Woodruff
Mr. Matt Merritt
Mr. Ernie Reid
Ms. Paula Webb
Mr. Afro Lenzly
Mr. Gary Meyer
Ms. Malinda Motley
Ms. Jackie Monter
Mr. Tom Bunnell
Mr. Bob Trivett
Ms. Phyllis Taylor
Mr. Jim Duffala
Mr. Jeff Dixius
Mr. Dave Edwards
Mr. Evan Baisden
Ms. Mechelle Vandermlen
Mr. Kreston Harris
Ms. Dorell Dubiak
Mr. Ed Wingo
Mr. David Devine
Ms. Angie Gerlitzki
Ms. Kathy Brewster
Ms. Connie Gardener
Ms. Patricia Hodge
Ms. Amanda Pontia
Ms. Tamika Morris
Ms. Mary Couture
LCDR Aaron Traver, USN
Mr. Chris Zahnow
Mr. Ed Anderson
Ms. Annette Seman
Mr. Todd Manning
Mr. Michael DeJournett
Mr. Jerry Goodson

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

Ms. Julie N. Van Schaik
Mr. Michael J. Corelis
Mr. Alan Searfoss
Ms. Patrice M. Francis
Mr. Robert Paugh
Mr. Doug Griffith
Mr. Todd Lewis
Ms. Pat McCreay
Mr. John Dotchin
Mr. James Jobe
Mr. Kenneth Adkins
Ms. Vicki Smith
Mr. David Beckwith

The Procurement Business Process Support team from the Defense Supply Center Columbus will provide an overview of the Enterprise Business Systems Procurement tools. The presentation covers electronic initiatives including the DLA Internet Bid Board System (DIBBS), the Project Data Management Initiative (PDMI/cFolders) and the Automated Best Value System (ABVS).

DLR - DEPOT LEVEL REPAIRABLES (BRAC)

Mr. Stephen E. Rodocker

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. The transition is scheduled to begin in FY 2008 and be completed no later than FY 2011. The planning and implementation recommendations are being developed by a Joint Service DLR Working Group comprised of senior DoD procurement officials and senior logisticians from all military components. The foundation of this transition is a Concept of Operations (CONOPS) which will guide the implementation and establish an overarching vision for the future. The myriad tasks associated with DLR procurement management are being developed and include; workload planning and transition based on an incremental tiering approach, DLR procurement governance designed to facilitate joint DLR procurement opportunities, establishing Financial, Information Systems, Human capital, and performance Management plans, and establishing DLA Buying Detachments in an “as-is, where-is” environment. Challenges abound but the DLR Working Group is working jointly to identify, assess and mitigate the obstacles that could prevent a successful transition.

Breakout Workshop Session Descriptions

PROCUREMENT OPPORTUNITIES FOR SMALL BUSINESSES
Ms. Rebecca A. Parks

DSCC Office of Small Business Programs will present a briefing on the types of socio-economic program 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.

DoD EMALL DEMONSTRATION/OVERVIEW
Mr. Howard (Tony) Griffin
Mr. James Secrist
Ms. Jacqueline Washington
Ms. Carla Govier
Mr. James Cox

The DoD EMALL will be the DoD customer's first choice to search, find, compare and buy commercial and military products and services. Through the DoD EMALL, Defense Department and other federal government purchasers can access more than 15 million products from nearly 800 suppliers in a secure environment that allows cross-catalog shopping for best value selection of items needed on the job.

VALUE ENGINEERING TOOLS FOR CONTRACTOR SUPPORT
Mr. Dwayne R. Porter
Mr. Mark D. Cutler

The Value Management Office at 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 focus on four Value Management programs: Castings and Forgings Program, Value Engineering Change Proposals, Replenishment Parts Purchase or Borrow Program and the Sustaining Engineering Program. Information provided on each program includes purpose, benefits, processes/procedures used, how contractors/customers initiate projects, examples of completed projects and Point of Contact. Various members of the Value Management Office will be available after the brief for further discussions.

DFAS YOUR FINANCIAL PARTNER @ WORK
Ms. Cheri Bundy
Mr. Patrick Tiu
Ms. Michelle Woldy

The staff of the Defense Finance and Accounting Service of Columbus, Ohio and the HQ Defense Contract Management Agency 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.

KITTING
Mrs. Laura Barraza
Mr. Derek Hurst

The workshop will cover the Kitting process at DSCC from development of new kits to acquisition strategy. The information will cover commercial Kitting from simple packaging to manufacturing of kit components. The workshop will discuss the new Government Furnished Material (GFM) Kitting rules, identifying kit solicitations and using the DSCC Kitting website.

Breakout Workshop Session Descriptions

DISTRIBUTION PLANNING & MANAGEMENT SYSTEM (DPMS)

Ms. Frances Mutschler
Mr. Rick Boldosser
Ms. Jeanie M. Beisner

DPMS is more than just a MIL STD 129-P labeling and transportation shipping system. It enables DLA vendors to process shipments more efficiently from their own shipping location. This system provides intransit visibility (ITV), advanced shipping notices (ASN) and the most current addresses for routing. The primary focus for FOB Destination contracts is to provide shipping instructions, addresses, MIL STD 129-Military Shipping Label (MSL), send advance notices to ports of embarkation, and provide intransit visibility. DPMS provides the same advantages for FOB Origin as it does for FOB destination contracts plus it will choose carries, arrange dispatch, print bills of lading, print small package carrier labels, and pay carries through a bank payment plan. DPMS has new enhancements to include printing of DD250's, container identification labels, packing lists and the ability to ship direct OCONUS. There are plans for more future enhancements and for DPMS usage to become a requirement for all DLA vendors. The use of DPMS is easy and straight forward. It is a web-based application so a vendor does not need to purchase software or pay monthly fees. The vendor only needs a personal computer, laser or thermal printer, and the internet. Because of the simplistic design, vendors can process their shipments, receive shipping instructions, and print an MSL in less than one minute. This efficient process helps vendors ship their cargo more expediently which allows the customer to receive the material quicker. Training on the use of DPMS can be done by reading the user's manual or by web-based tutorial via Live Meeting with a DDC Transportation specialist.

ELECTRONIC CAPABILITY ASSESSMENT PLAN (eCAP)

Mr. Bryan Shupe
Mr. Victor Manzueta
Mr. Theodore Rodney (Rod) Foster

The Electronic Capability Assessment Plan (eCAP) assists suppliers in preparing a standardized capability assessment plan in response to DLA Requests for Proposals (RFP) containing Surge and Sustainment (S&S) clause and requirements. The innovative online tool used to collect pertinent information from suppliers, such as capability and known constraints, in order to improve visibility of industrial capabilities for S&S items on contract. DLA can leverage the eCAP data to better identify readiness risks and assess gaps between wartime requirements and industrial capabilities. In addition to identifying industrial base coverage and supply chain bottlenecks, eCAP allows suppliers to proactively identify investment opportunities that can negate and/or eliminate known constraints.

2006 Recognition for Excellence Awards

The Automated Best Value System (ABVS) is a computerized system, that 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, 2006 monthly update to the January 5, 2007 monthly update was used for selecting the DSCC 2006 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. (*Denotes previous Award Winners)

2006 RECOGNITION FOR EXCELLENCE GOLD AWARD WINNERS

Bright Star Repair Services*
Camnetics Mfg. Corporation
Central City Manufacturing, Inc.
Central Truck Center
Coaxial Dynamics*
Connectronics, Inc.*
DARE Electronics, Inc.*
Essex Cryogenics of Mo., Inc.*
Greenlees Filter, LLC*
Hensley Technologies, Inc.
Honeywell International, Inc.
Ideal Precision Meter Incorporated*
Imperial Wire & Cable Co., Inc.*
Industrial Tube Corporation*
ITT Aerospace Controls*
Meggitt Airdynamics
Midwest Tube Fabricators, Inc.*
Milton Industries, Inc.*
Northrop Grumman Corporation,
Integrated Systems Western Region,
F/A-18 Program*
Northrop Grumman Corporation,
F-5/T-38 Program*
Ontario Knife Company*
Phaostron Instrument & Electronic Co., Inc.*
SMRC Engineering, Inc.*
TRAC Regulator Co., Inc.
U B Corporation
UPI Manufacturing
Waltronics, Inc.
Wire Cloth Filter Manufacturing Company*

2006 Recognition for Excellence Award

2006 RECOGNITION FOR EXCELLENCE SILVER AWARD WINNERS

Aeroflex*
Aerol Co., Inc.*
Alpha Omega Sales
Amtech Corporation*
Associated Aircraft Manufacturing & Sales, Inc.*
Aviation Devices & Electronic Components, LLC*
B N L Industries, Inc.*
Barlo Equipment Corporation*
Centroid Incorporated*
Communications & Ear Protection*
David Clark Company, Inc.*
Derco Aerospace, Inc.
Detroit Switch, Inc.*
Dimo Corporation*
Equipment Parts Sales
Flight Source, Inc.
Fluid Conditioning Products, Inc.
Heat Wagons, Inc.
Insight Technology, Inc.*
ITC Electronics
Komatsu America Corporation
Kwat Enterprises Corporation*
L and M Welding Supply, Inc.
Microwave Filter Company, Inc.*
MKT Technologies*
Moog, Inc., Components Group*
OHMCO, LLC*
Otis Products, Inc.*
R. A. Miller Industries, Inc.*
Sargent Controls & Aerospace
Semitron Corporation
Sensor Systems, LLC
Shiloh Industries, Inc.*
Stephan Wood Products, Inc.
Technical Controls, Inc.
Thales Communications, Inc.
Tiem Engineering Corporation*
T-Kalip Sanayi Ve Ticaret A.S.
TPS Aviation, Inc.*
TRU Corporation
Wilmington Instrument Co., Inc.*
Work Services Corporation*

2006 RECOGNITION FOR EXCELLENCE BRONZE AWARD WINNERS

Adelwiggins Group Transdigm, Inc.*
Aerospace Optics, Inc.*
AGM Container Controls, Inc.*
Airtechnics
Alfa Laval, Inc.*
All Rite Distributing Co., Inc.*
Armor Holding Aerospace & Defense Group
ATAP, Inc. *
B. W. I. of KS, Inc.*
Breton Industries, Inc.
C S Fuller, Inc.
CDK Mobile Systems, Inc.*
CNH America, LLC
Columbus Jack Corporation
Component Enterprises Co., Inc.*
Denelex/Restart Co.
Dixie Air Parts Supply*
Dresser-Rand Company*
Drytech, Inc.*
Eastern Aero Supply, Inc.
Eaton Aeroquip, Inc.,
Conveyance Systems Division
Eichenauer Services, Inc.*
Electronic Transformer Corporation*
Esterline Mason Electric Company*
Flexco, Inc.*
General Electric*
Gigli Enterprises, Inc.
Iris Electronics Exchange, Inc.*
L-3 Communications/Electrodynamics, Inc.*
Laverne Technologies, Inc.
March Electronics
Marine Air Supply Co., Inc.
Mark Electronics, Inc.*
Milpaws, Inc.*
Milwaukee Valve Company
MMC Metrology Lab, Inc.*
Nobles Manufacturing, Inc.*
Partz Network, LLC
Patten Industries, Inc.
PC Support
Peerless Electronics, Inc.
Robertson Aviation, LLC
Salem Manufacturing and Sales, Inc.
Shield Technologies Corporation
Suits Clamps, Inc.
T & L Sales*
Techni-Tool, Inc.*
Technology Research Corporation*
Tyee Aircraft
Whit's Electric Supply Co., Inc.
Whittaker Controls, Inc.*

James M. McClaugherty

ACTING COMMANDER, DEFENSE SUPPLY CENTER COLUMBUS



James M. McClaugherty is the Deputy Commander of the Defense Supply Center, Columbus, Ohio. 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 2,500 associates. He is directly responsible for the center's inventory control point functions to include management of over 1.6 million spare and repair parts and an operating budget of $2.8 billion. In 2004, the inventory control point's sales were $2.8 billion and its procurements were in excess of $2.3 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, Connecticut 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, Alabama., 1983; Industrial College of the Armed Forces, Ft. McNair, D.C., 1989; Defense Systems Management College, Ft. Belvoir, Virginia., 1993; Aspen Leadership Institute, Aspen, Colorado 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 Exceptional Civilian Service Award.

COL Daniel K. Hicks, USAF

CHIEF OF STAFF
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 whole sale 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/GS-15 and below, including associates in the major ICP functional disciplines involving Item Managers, Procurement Specialists, Quality Assurance/ Technical Specialist as well as analysts.

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 awards include the Meritorious Service Medal with five oak leaf clusters.

Rear Admiral Henry B. Tomlin, III, SC, USN

COMMANDER,
DEFENSE SUPPLY CENTER PHILADELPHIA
DEFENSE LOGISTICS AGENCY



Navy Rear Admiral Henry B. Tomlin, III is the Commander of the Defense Supply Center Philadelphia, Defense Logistics Agency. DSCP annually buys over $12.4 billion worth of food, clothing, textiles, medicines, medical supplies, construction and equipment items for America's warfighters and other customers worldwide.

Rear Adm. Tomlin graduated in 1974 with a Bachelor of Science degree in engineering from Vanderbilt University and was commissioned through the NROTC program. After completion of the Navy Supply Corps School in Athens, GA, he was assigned as Assistant Supply, Disbursing, and Ship's Services Officer aboard USS Downes (FF-1070) at San Diego and Long Beach, CA.

In 1978, he joined the staff of the Navy Submarine School in New London, CT, and served as supply officer. Leaving active duty in 1980, Rear Adm. Tomlin attended the Wharton School of the University of Pennsylvania where he received a Master's Degree in Business Administration. Rear Adm. Tomlin has completed the Reserve Officer Strategy and Policy, Joint Military Operations, and National Security Decision Making Courses at the Naval War College. He has also attended the Reserve Components National Security Course of the National Defense University, the Joint Planning Orientation Course of the Armed Forces Staff College and the LOGTECH Program for Executives in Logistics and Technology at the University of North Carolina.

Rear Adm. Tomlin's past assignments include: Commanding Officer for Fleet Industrial Supply Center Jacksonville 108, Defense Finance & Accounting Service, Columbus 209, Naval Air Terminal Norfolk 207, Navy Supply Center Charleston 607, and Navy Supply Center Charleston 307; Assistant Chief of Staff for Plans and Policy at the Naval Expeditionary Logistics Support Force; Assistant Director, Supply, Ordnance and Logistics Operations Division (N41R), Office of the Chief of Naval Operations; Commander, Navy Expeditionary Logistics Support Group; Director Joint Reserve Forces, J-9, at Defense Logistics Agency at Fort Belvoir, VA.

He served as the senior US participant in Cooperative Support, a NATO maritime logistics exercise held in Constanta, Romania, and was a Team Chief of the Theater Logistics Control Center (TLCC) at US European Command during Operation Provide Comfort, the Kurdish relief effort. He served in the Multinational Joint Logistics Cell at Madrid, Spain, during Dynamic Mix, and stood up the Logistics Operations Center at Atsugi, Japan, for Pacific Exercise, or PACEX.

Awards and decorations include: Legion of Merit, Defense Meritorious Service Medal, Meritorious Service Medal, two Navy and Marine Corps Commendation Medals.

He is an active leader with the Boy Scouts of America and serves on a variety of city and community boards. He is a graduate of the Chamber of Commerce's Leadership Greenville Class XVIII.

Major General James H. Pillsbury, USA

DEPUTY CHIEF OF STAFF FOR LOGISTICS AND OPERATIONS, US ARMY MATERIAL COMMAND



SOURCE OF COMMISSIONED SERVICE ROTC

MILITARY SCHOOLS ATTENDED
Infantry Officer Basic Course, Transportation Officer Advanced Course, USA Command and General Staff College, USA War College

EDUCATIONAL DEGREES
Trinity University – BA – History
Troy State University – MS – International Relations

MAJOR DUTY ASSIGNMENTS

FROM	TO	ASSIGNMENT
May 73	Mar 74	Liaison Officer, later Assistant S-4, 2d Battalion, 47th Infantry, 9th Infantry Division, Fort Lewis, Washington
Apr 74	Feb 75	Mortar Platoon Leader, C Company, 2d Battalion, 47th Infantry, 9th Infantry Division, Fort Lewis, Washington
Feb 75	Apr 76	Support Platoon Leader, later Motor Officer, Headquarters and Headquarters Company, 2d Battalion, 47th Infantry, 9th Infantry Division, Fort Lewis, Washington
Aug 76	Feb 77	Student, Officer Rotary Wing Aviator Course, United States Army Aviation School, Fort Rucker, Alabama
Mar 77	Jun 77	Student, Aircraft Maintenance Officer and Repair Technician Course, Fort Eustis, Virginia
Jun 77	Jun 78	Section Leader, later Airlift Platoon Commander, 117th Aviation Company (Assault Helicopter), 52d Aviation Battalion, 17th Aviation Group, Korea
Sep 78	Apr 79	Student, Transportation Officer Advanced Course, United States Army Transportation School, Fort Eustis, Virginia
Apr 79	Apr 80	Platoon Leader, A Company, 5th Transportation Batalion, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky
Apr 80	Jan 81	Commander, Headquarters Detachment/Battalion S-1, 5th Transportation Battalion, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky
Jan 81	Mar 83	Production Control Officer, later Service Platoon Leader, A Company, 5th Transportation Battalion, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky
Mar 83	Jun 84	Executive Officer, later Commander, B Company, 5th Transportation Battalion, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky
Jun 84	May 87	Transportation Officer, later S-2 (Intelligence), later S-3 (Operations), 60th Ordnance Group, 21st Support Command, United States Army Europe and Seventh Army, Germany
Aug 87	Jun 88	Student, United States Army Command and General Staff College, Fort Leavenworth, Kansas
Jun 88	Nov 89	Maintenance Operations Officer, later Division Aviation Maintenance Officer, 8th Battalion, 101st Aviation Regiment, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky
Dec 89	Jun 91	Executive Officer, Division Support Command, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky and OPERATIONS DESERT SHIELD/STORM, Saudi Arabia
Jun 91	Jun 93	Commander, 8th Battalion, 101st Aviation Regiment, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky
Jun 93	Jun 94	Executive Officer, Force Development, Aviation Division, Office of the Deputy Chief of Staff for Operations and Plans, United States Army, Washington, DC
Jun 94	Jun 95	Student, United States Army War College, Carlisle Barracks, Pennsylvania
Jun 95	Jun 97	Commander, Division Support Command, 101st Airborne Division (Air Assault), Fort Campbell, Kentucky
Jun 97	Jul 98	Assistant Division Commander (Support), 10th Mountain Division (Light), Fort Drum, New York
Jul 98	Aug 99	Chief, Sustainability, Mobilization, Plans and Exercises Division, J-4, The Joint Staff, Washington, DC
Aug 99	Aug 00	Deputy Director, Logistics, Readiness and Requirements, J-4, The Joint Staff, Washington, DC
Aug 00	Aug 02	Commander, Defense Distribution Center, Defense Logistics Agency, New Cumberland, Pennsylvania
Aug 02	Dec 03	Deputy Chief of Staff, G-4, United States Army Europe and Seventh Army, Germany
Dec 03	Jul 07	Commanding General, United States Army Aviation and Missile Command, Redstone Arsenal, Alabama

US DECORATIONS AND BADGES
Defense Superior Service Medal (with Oak Leaf Cluster), Legion of Merit (with 2 Oak Leaf Clusters), Bronze Star Medal, Meritorious Service, Medal (with 2 Oak Leaf Clusters), Joint Service Commendation Medal, Army Commendation Medal (with 2 Oak Leaf Clusters), Army Achievement Medal, Parachutist Badge, Air Assault Badge, Senior Army Aviator Badge, Joint Chiefs of Staff Identification Badge, Army Staff Identification Badge, As of 17 Jul 07

Major General Willie J. Williams, USMC

COMMANDER, MARINE CORPS LOGISTICS COMMAND



Major General Willie J. Williams was promoted to his present grade and assumed his current position as the Commanding General of Marine Corps Logistics Command, Albany GA, June 2005.

He holds a Bachelor of Arts Degree (Business Administration) from Stillman College, Tuscaloosa, Alabama, a Master of Arts Degree (Business Administration) from National University, San Diego, California and a Master of Science Degree (Strategic Resources Management) from the Industrial College of the Armed Forces, National Defense University, and an Honorary Doctorate of Law from Stillman College.

Major General Williams was commissioned in the Marine Corps in May 1974. He began his career with the 11th Marine Artillery Regiment in May 1975, serving first as Supply Officer for the 3rd Battalion, and later as the Regimental Supply Officer/Assistant S4 Officer. In October 1977, he was ordered to the 3rd Force Service Support Group as the Officer-In-Charge, Inventory Control Point, Iwakuni, Japan. After his one-year tour in Iwakuni, he returned to the US for duty at Marine Barracks, North Island, San Diego, California as the Ship's Detachment Supply Officer, Pacific Ocean Area/Marine Barracks Supply Officer and as the Barracks Executive Officer. In June 1982, he reported to Quantico, Virginia for duty as Platoon Commander, Officer Candidate School and later attended the Amphibious Warfare School.

In May 1983, he became the Supply Officer, Mountain Warfare Training Center, Bridgeport, California. From August 1985 to June 1989 he served as the Assistant Division Supply Officer, 3rd Marine Division, Okinawa Japan, prior to attending the Armed Forces Staff College. While serving with the 3rd Marine Division, Major General Williams stood duty as the Logistics Officer, Contingency Marine Air Ground Task Force 3-88 during its Persian Gulf Deployment from May to December 1988.

After completing Armed Forces Staff College, he was assigned to joint duty with the Department of Defense Inspector General's Office in January 1990. During 1993 he attended the Industrial College of the Armed Forces. Following graduation, he reported to the 31st Marine Expeditionary Unit (Special Operations Capable) to assume the duties as the Commanding Officer of the MEU Service Support Group from September 1994 to September 1996. Major General Williams subsequently served as the Assistant Chief of Staff G4, 3rd Force Service Support Group prior to departing from Okinawa. Major General Williams was then transferred to the 1st Force Service Support Group in June 1997 for duty as the Assistant Chief of Staff, G3 before assuming duties in 1998, as the Commanding Officer of Brigade Service Support Group 1. Upon returning to Okinawa during July 2000 to June 2001, Major General Williams assumed the duties of Commanding General, Marine Corps Base, Camp Smedley D. Butler, Okinawa, Japan. From June 2001 to September 2003, Major General Williams was assigned as the Commanding General, 3d Force Service Support Group, III MEF, Okinawa, Japan. From October 2003 to May 2005, Major General Williams was assigned as the Assistant Deputy Commandant, Installations and Logistics (Facilities), Headquarters, US Marine Corps.

Major General Williams' personal awards and decorations include the Legion of Merit with gold star in lieu of second award, the Defense Meritorious Service Medal, the Navy and Marine Corps Commendation Medal, the Navy and Marine Corps Achievement Medal, the Armed Forces Expeditionary Medal, the Humanitarian Service Medal, the National Defense Service Medal and the Department of Defense Service Badge.

Mr. John D. Harris, II

VICE PRESIDENT CONTRACTS AND SUPPLY CHAINS, RAYTHEON COMPANY



John D. Harris, II is Vice President of Contracts and Supply Chain for Raytheon Company. He became an elected officer in June 2003. Raytheon Company (NYSE: RTN), with 2006 sales of $20.3 billion, is a technology leader specilaizing in defense, homeland security and other government markets throughout the world. With headquarters in Waltham, Massachusetts, Raytheon employes 73,000 people worldwide.

As part of his Contracts and Supply Chain responsibilities, Harris is responsible for the leadership, direction and performance of both organizations and for the development and implementation of global Supply Chain solutions in the service of customers.

Most recently, Harris was Vice President for Contracts for Raytheon. Prior to the role, Harris was vice president of Contracts for Raytheon's government and defense business from Septermber 2002 to June 2003. Before that, he was Vice President of Operations and Contracts for Raytheon's former Electronic Systems business. In this capacity, he was responsible for manufacturing, supply chain management, quality, environmental health and safety, and security for Raytheon Electronic Systems.

Prior to the formation of Electronics Systems, Harris was staff executive reporting to the Raytheon Chairman and CEO.

Harris joined Raytheon in 1983 as a member of the Contracts Leadership Development Program. Throughout his 22-year career, he has held positions of increasing responsibility with the company, including Deputy Division Manager of Contracts for Raytheon Electronic Systems and Vice President of Contracts for Raytheon Technical Services Company.

Harris is a member of the baord of trustees of Merrimack College, the board of advisors for the National Contract Management Association, the Executive Leadership Council and Foundation, the board of directors for the Urban League, the board of directors of Exostar and the Procurement and Finance Executive Council Committee of the Aerospace Industries Association.

Harris received a bachelor of science in business administration with concentrations in finance and operations from Boston University. He is also a graduate of Raytheon's Advanced Management program. Harris is a qualified Raytheon Six Sigma Specialist.

Conference Promotional Partners

LOCKHEED MARTIN

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.

LM MS2 delivers 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+™ 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 PBL services for many years and understands the unique demands of the military. SCM+™, our innovative logistics solution, 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

Lockheed Martin is renowned for commitment to its customers. We deliver what we promise because:

We never forget who we're working for®.

THANK YOU TO OUR PROMOTIONAL PARTNERS





Cover by R. Bruce Rose, DES-CT Graphic Arts

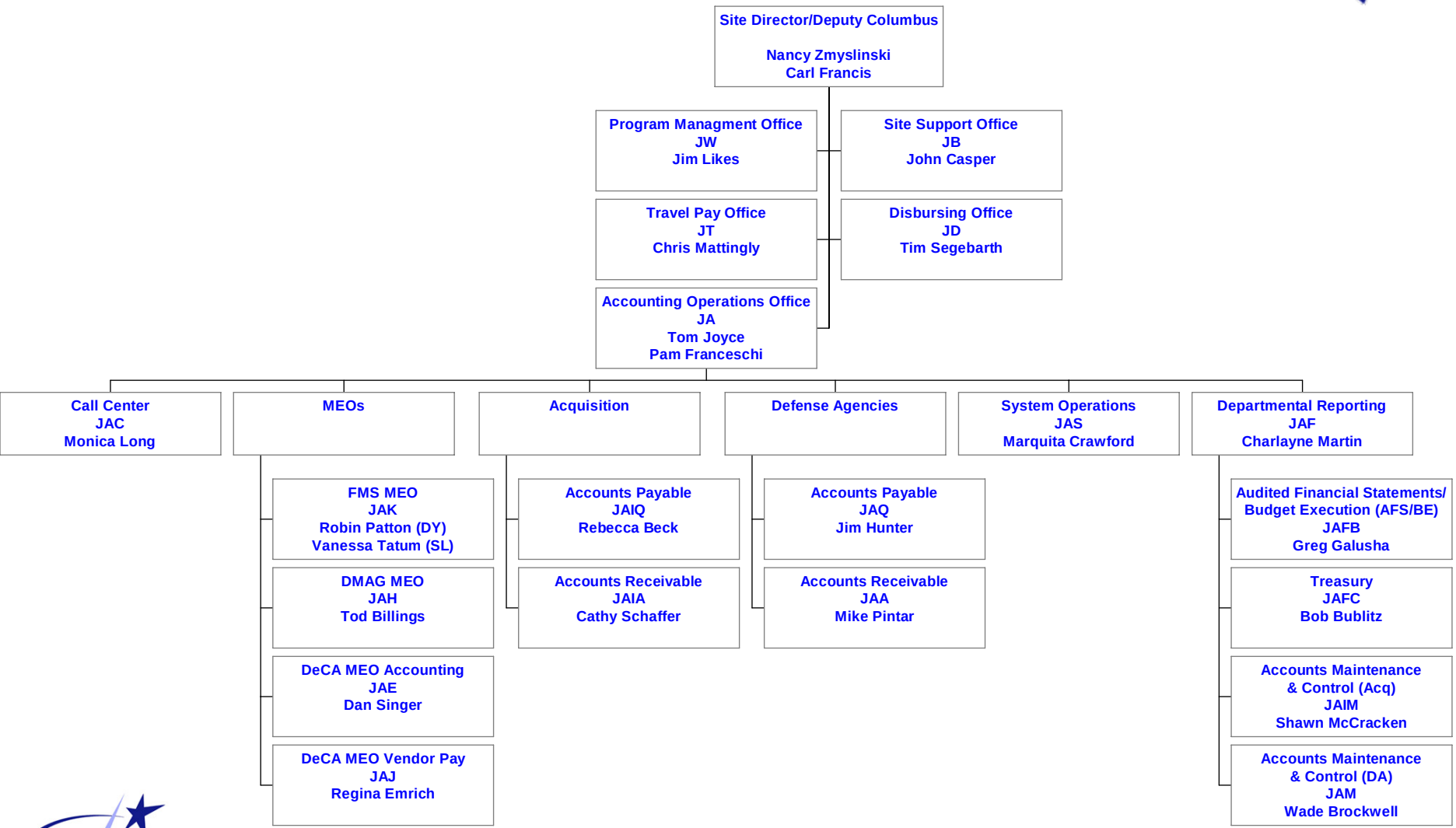
Accounts Payable - Defense Agencies/USMC
DSCC Business Conference

Accounts Payable Overview

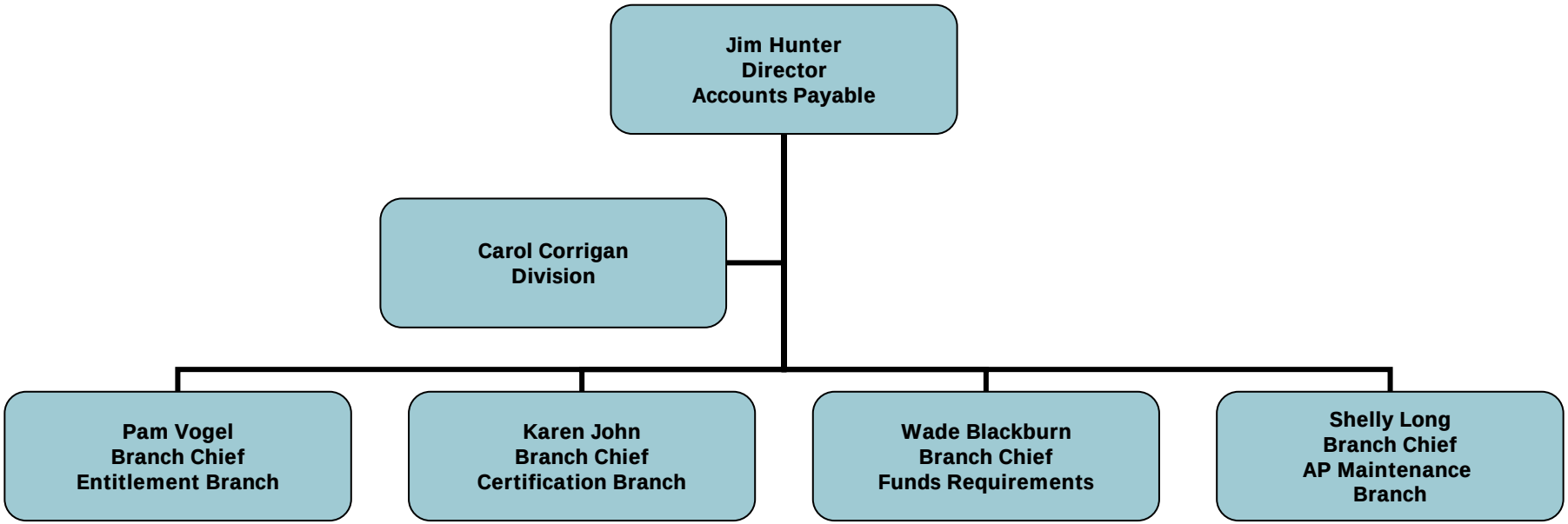
Cheri Bundy
Defense Agencies/USMC
Defense Finance and Accounting Services

Making Every Day Count

Accounting Operations, Columbus Phase I



ACCOUNTS PAYABLE OPERATIONS DIVISION



- **Accounts Payable Operations Division**
  - ✓ Entitlements Branch
  - ✓ Funds Requirements Branch
  - ✓ Certifications/Audit Branch
  - ✓ Accounts Payable Maintenance Branch
- **Multiple Entitlement and Accounting Systems**
- **Diverse Customer Base**

Making Every Day Count

ENTITLEMENT PROCESSING BRANCH

Systems used:

- EBS/BSM
- CAPS-W
- CAPS CLIPPER
- AVEDS
- FAS
- SRD-1
- EDA
- EDM
- EDI
- WAWF
- WInS
- POWERTRACK

Functions:

- Perform entitlement/computation actions necessary to generate payments to vendors and/or individuals for services performed and/or goods/materials received
- Review contracts, invoices, and receiving reports for propriety, verifying CCR/CEFT registration
- Process payments into the applicable entitlement system, ensure payments are computed and forwarded to the certification team timely to prevent interest penalty accruals
- Process Powertrack invoices within the 15 day Prompt Payment deadline to prevent interest penalty accruals

Making Every Day Count

CERTIFICATION AUDIT BRANCH

Systems Used:

- CAPSW
- CAPS CLIPPER
- AVEDS
- FAS
- SRD1
- EBS/BSM
- SABRS
- EDA
- EDM
- BOSS
- ACL
- WAWF
- EDI

Functions:

- **Payment Certification:**
  - ✓ Duly Appointed Certifying Officials'
  - ✓ Ensure Accuracy of Entitlement Prior to Disbursement
  - ✓ Ensure entitlement is Legal, Proper and Correct
- **Performs Pre-Pay & Post Pay Audits**
- **Manage EFT/Reject Process**
- **Initiate Governments Claims for Erroneous Payments**

Making Every Day Count

FUNDS REQUIREMENT BRANCH

Systems Used:

- DBMS
- E-BIZ
- WAAS
- EBS/BSM
- FAS/DFAMS
- IAPS
- DWAS
- SABRS
- DIFMS
- STARS
- BOSS

Functions:

- Researches and corrects prevalidation reports generated each night
- Resolve prevalidation issues referred by Entitlement Section personnel as outlined by the DoDFMR and recording accounts payables in supported accounting systems

ACCOUNTS PAYABLE MAINTENANCE BRANCH

Systems Used:

- EBS/BSM
- DBMS
- WAAS
- FAS
- DWAS
- DOD22D

Functions:

- Responsible for expenditure processing, clearing undistributed transactions, intransits, researching and clearing problem disbursements
- Research and monitor travel advances, research and post refund receivables
- Accruing and recognizing liabilities, establishing payables, reconcile and post payrolls
- Participates in joint reviews with customers
- Accounts Payable/Eliminations Entries

INTRAGOVERNMENTAL PAYMENT AND COLLECTION(IPAC)

Systems Used:

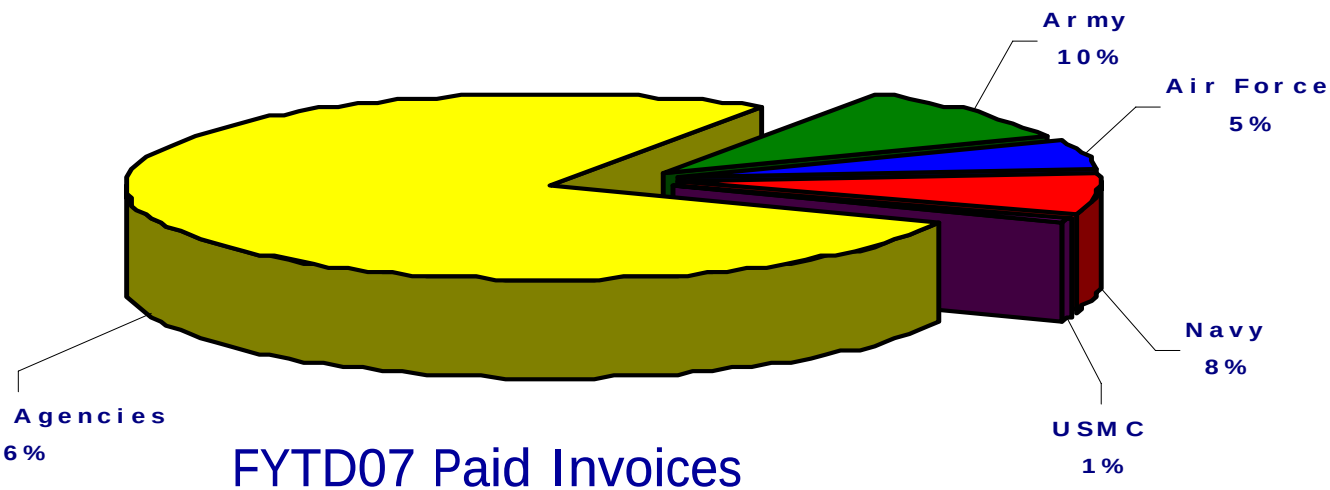
- IPAC
- DBMS
- E-BIZ
- WAAS
- EBS/BSM
- FAS/DFAMS
- IAPS
- DWAS
- SABRS
- DIFMS
- STARS

Functions:

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

Vendor Pay Magnitude of Operations

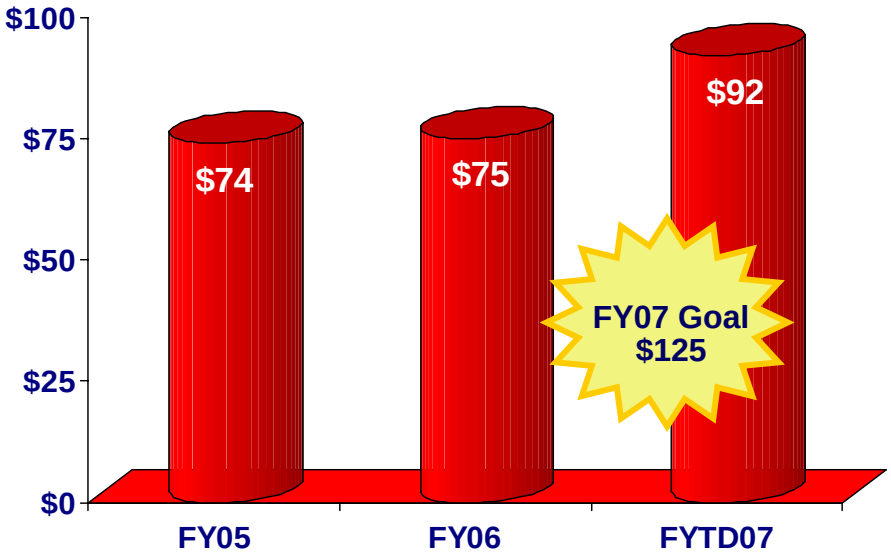
- Vendor Pay Network
  - ✓ 20 Vendor Pay Sites
  - ✓ 150,000 Contractors / Vendors
  - ✓ 12.7 Million Total Invoices Paid in FY06
  - ✓ $98.8 Billion PPA $ Disbursed in FY06
- Vendor Pay Service Breakdown
  - ✓ $77.1 Billion PPA Dollars Disbursed (1st, 2nd, & 3rd Qtr., FY07)
  - ✓ 10.3 Million Invoices Paid (1st, 2nd, & 3rd Qtr., FY07)



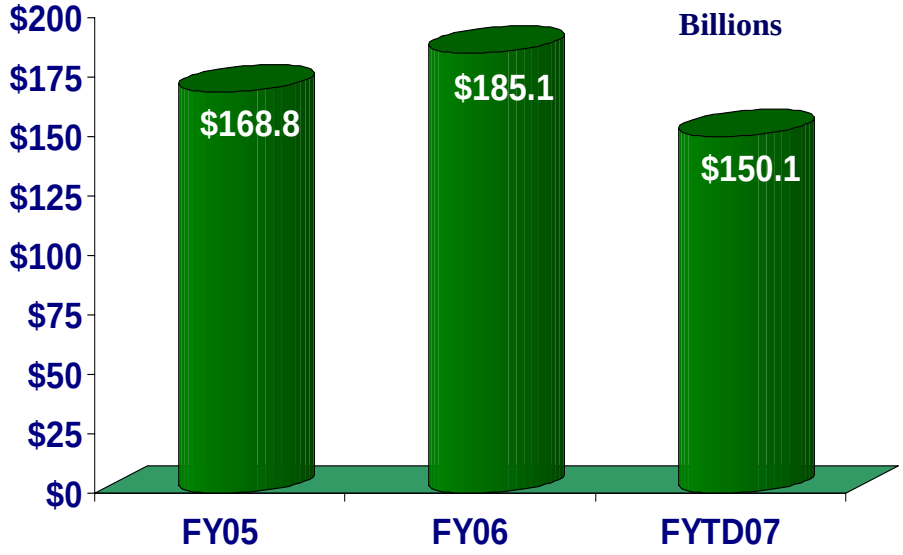
FYTD07 Paid Invoices

Magnitude of Operations – Columbus Center Accounts Payable

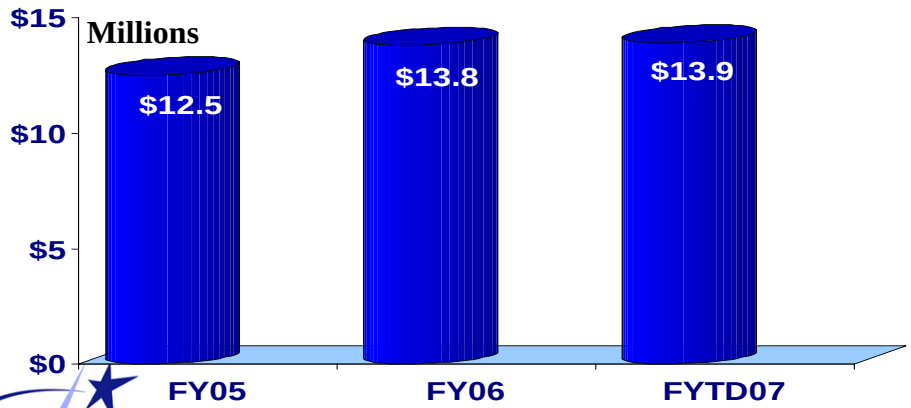
Interest $ Per Million



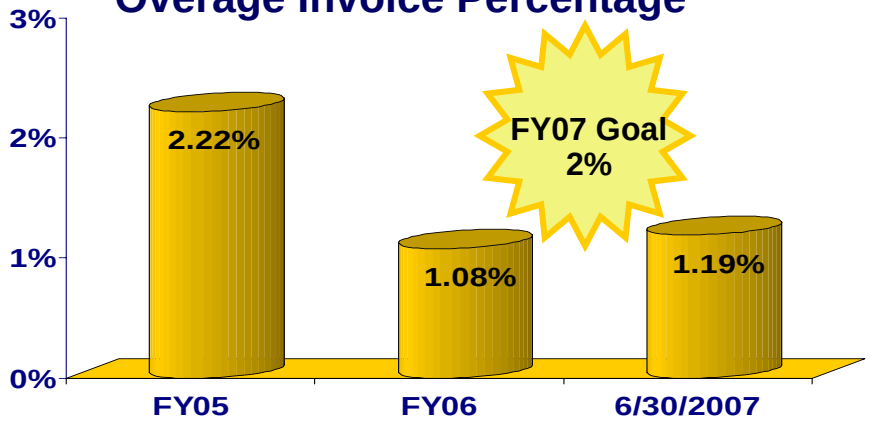
Prompt Pay Act $ Disbursed



Interest Paid



Overage Invoice Percentage

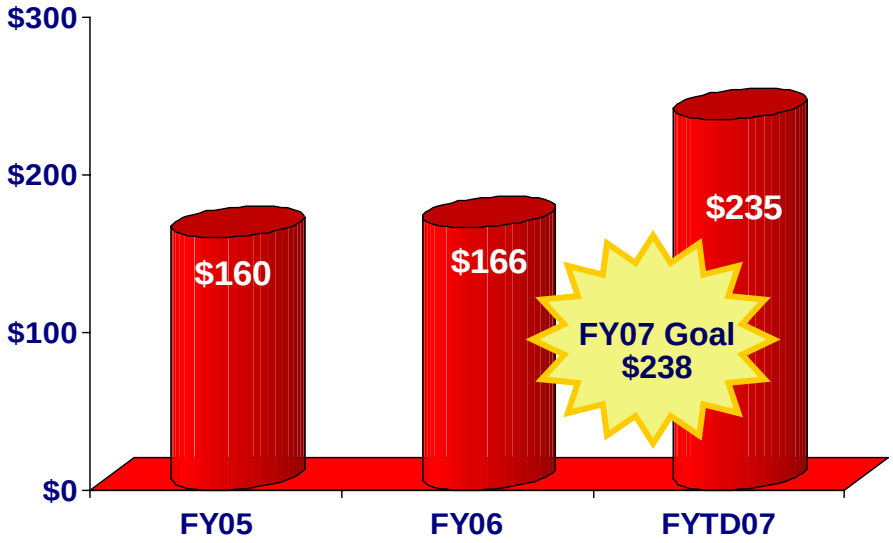


Making Every Day Count

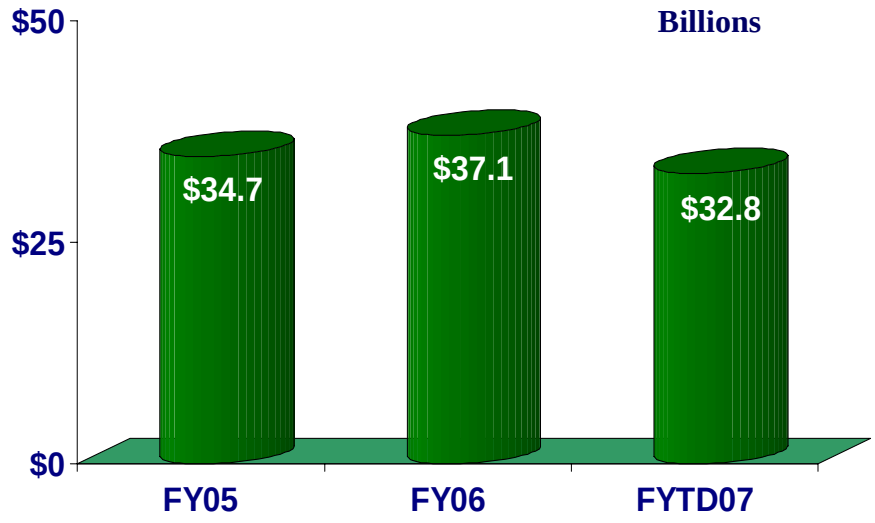
FYTD07 Data as of EOM Jun07, unless otherwise noted.

Magnitude of Operations – Columbus Center Vendor Pay

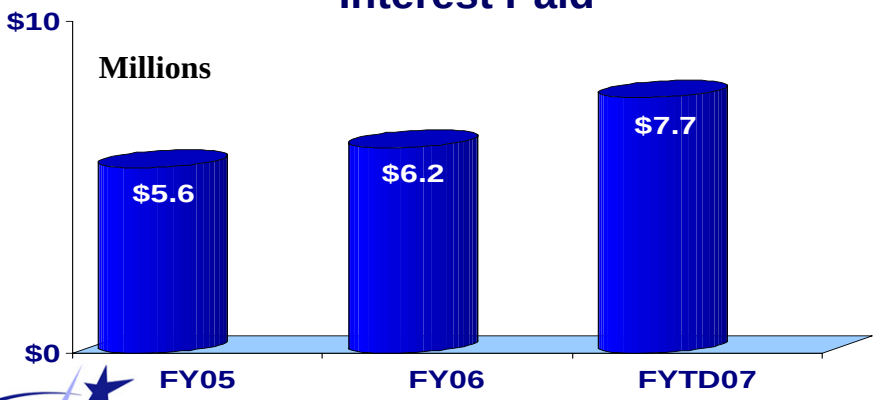
Interest $ Per Million



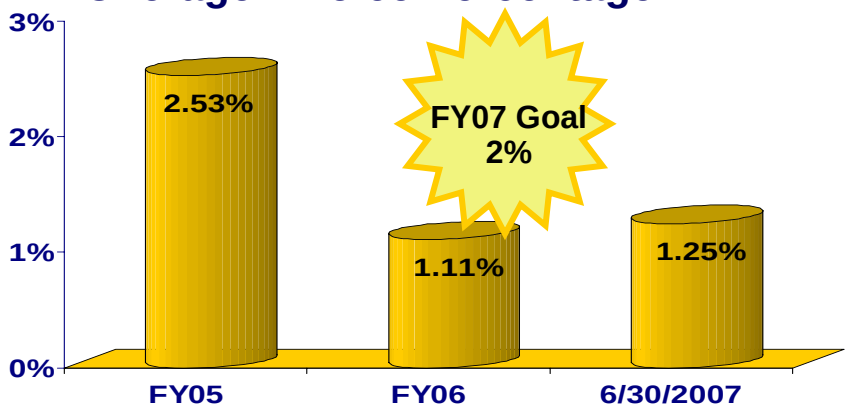
Prompt Pay Act $ Disbursed



Interest Paid



Overage Invoice Percentage



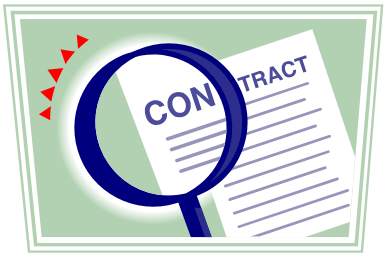
Making Every Day Count

FYTD07 Data as of EOM Jun07, unless otherwise noted.

Vendor Pay

- Payment for Day to Day Goods and Services
- Encompasses Entitlement Determination For
  - ✓ Non-DCMA Administered Contracts (Some Exceptions)
  - ✓ Transportation Payments
  - ✓ Miscellaneous Payments to Businesses and Individuals
- Uses Multiple Systems
- Deployed Across Multiple Locations Worldwide

Accounts Payable Process - 3 Way Match



Legal Agreement for purchase of good or services.



Vendor Invoice submitted when good are shipped or services rendered.



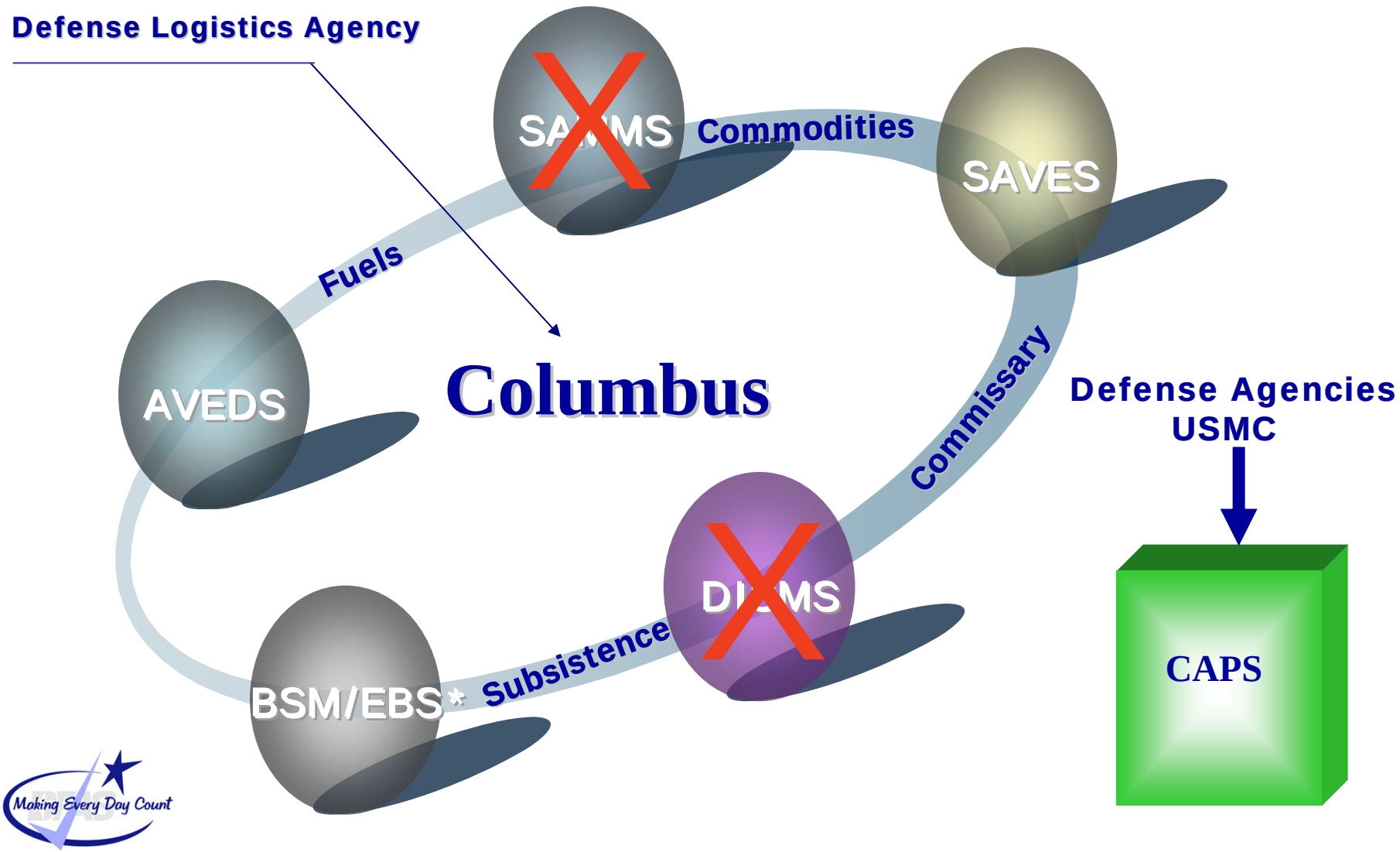
Receipt document completed by government official when goods or services are received.



Disbursement voucher created; Electronic Funds transfer to bank account.

Making Every Day Count

Accounts Payable Systems - Columbus



Non-Contractual Payments

Miscellaneous Categories

- Training
  - ✓ **Individual**
  - ✓ **College/University**
- Utilities
  - ✓ **Water**
  - ✓ **Gas**
  - ✓ **Telephone**
- Transportation
  - ✓ **Moving & Storage**
    - **Handling In**
    - **Handling Out**
    - **Temporary Storage**
  - ✓ **Freight**
  - ✓ **Personal Property**



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.

Proper Invoice (CONT.)

- Contact name (where practicable) of person to be notified in event of a defective invoice
- Name, title, phone number and address
- 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.

Vendor Pay

Areas of Emphasis

- Increase Electronic Commerce
- Customer Service - Provide Best Value
- Overage NTE 2% (In FY07)
- Reduce Interest
- Increase Discounts Taken
- Eliminate Duplicate and Erroneous Payments
- Streamline and Standardize Processes

Challenges

- Receipt and Acceptance Documents
- Electronic Solutions
- Creating Efficiencies
  - ✓ Minimizing Re-work
  - ✓ Standardized Processes
- Maximize Resources

Common Problems With Invoices

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

Common Problems With Invoices (CONT.)

- An invoice is returned under the following conditions:
  - An invoice is received prior to a service period
  - There is no contract
  - The invoice is not a proper invoice

- An invoice will not be returned when:
  - There is destination acceptance and no receiving report
  - An incorrect line of accounting data

Vendor Pay

What Can You Do To Help?

- **Know Terms and Conditions of Your Contract**
  - ✓ **Bill Accordingly**
- **Invoice Electronically (WAWF, WInS, EDI)**
  - ✓ **Track Receipt of Invoice**
- **Receive Payment Electronically**
  - ✓ **Update/Validate your CCR Registration**
- **Utilize My Invoice**

Keys to Success

- On-going communication
- Employee dedication
- Team effort

Can Do ! -- Will Do !



Making Every Day Count

Wide Area Workflow Advantages

- Improves cash flow management
- Eliminates lost documents
- Reduces operating cost by saving postage
- Provides 100% invoice status visibility
- Electronic submission of invoices and receiving reports (DD250s)
- Global accessibility of documents & audit capability
- Free-of-charge web-based system

Making Every Day Count

MOCAS Operations Overview

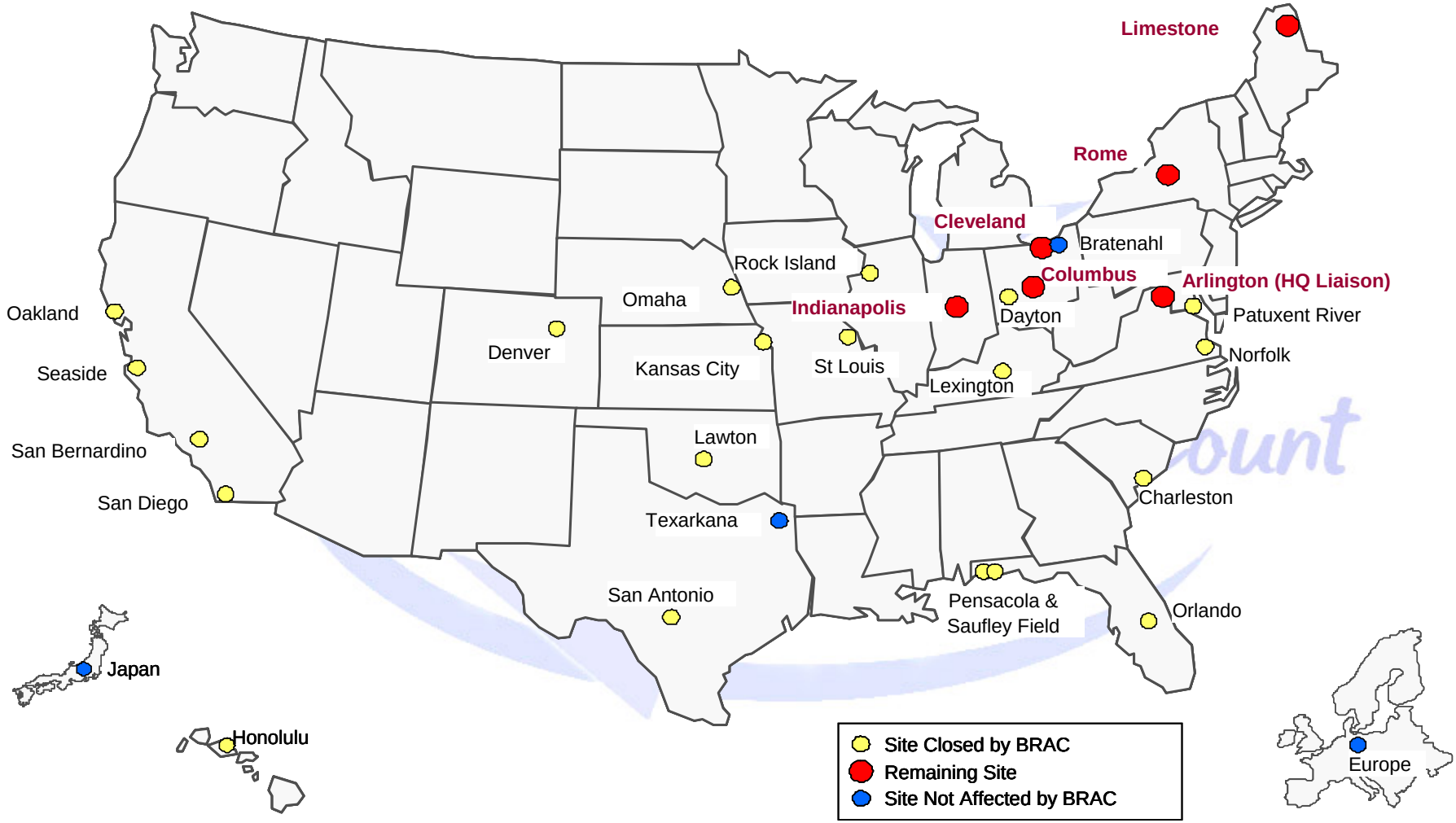
Making Every Day Count

DFAS Columbus

Accounts Payable Acquisition - MOCAS

August, 2007

DFAS Structure – 2005 BRAC Law



* FTEs effective EOM August 2005 (Geographic Location Report, Military Personnel Report)

FY2009 End State - Operations Highlights

Cleveland
Navy Field Accounting
Marine Corps Field Accounting
Navy/Marine Corps
Active & Reserve Pay
Disbursing
Civilian Pay
Corporate Organizations
Strategic Business Mgmt

Centers of Excellence Cleveland

Retired and Annuitant Pay
Garnishments

Columbus
Air Force Field Accounting
Defense Agencies Accounting
Disbursing
Corporate Organizations
Strategic Business Mgmt

Center of Excellence Columbus

Acquisition Accounting including Contract Pay

Indianapolis
Army Field Accounting
Classified Accounting
Corporate Accounting
Disbursing
Army/Air Force Active & Reserve Pay
Trust Fund Accounting
Civilian Pay
Transportation Payments
Travel Pay
Out of Service Debt
Corporate Organizations
Strategic Business Mgmt

Center of Excellence Indianapolis

Security Assistance Accounting

Limestone
Air Force Field Accounting
Administrative Services

Center of Excellence Limestone

Transportation Working Capital Fund Accounting

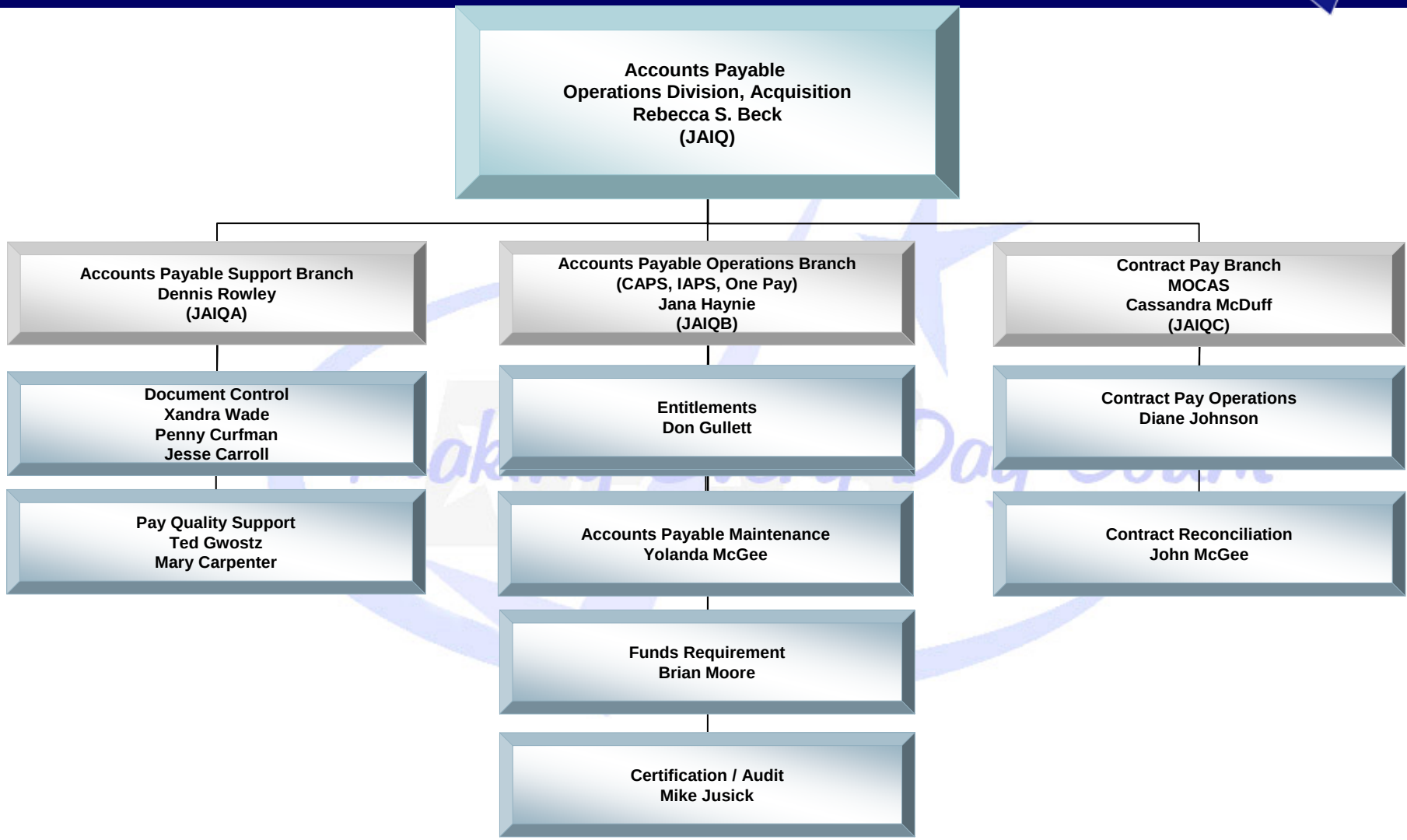
Rome
Army Field Accounting
Administrative Services

Centers of Excellence Rome

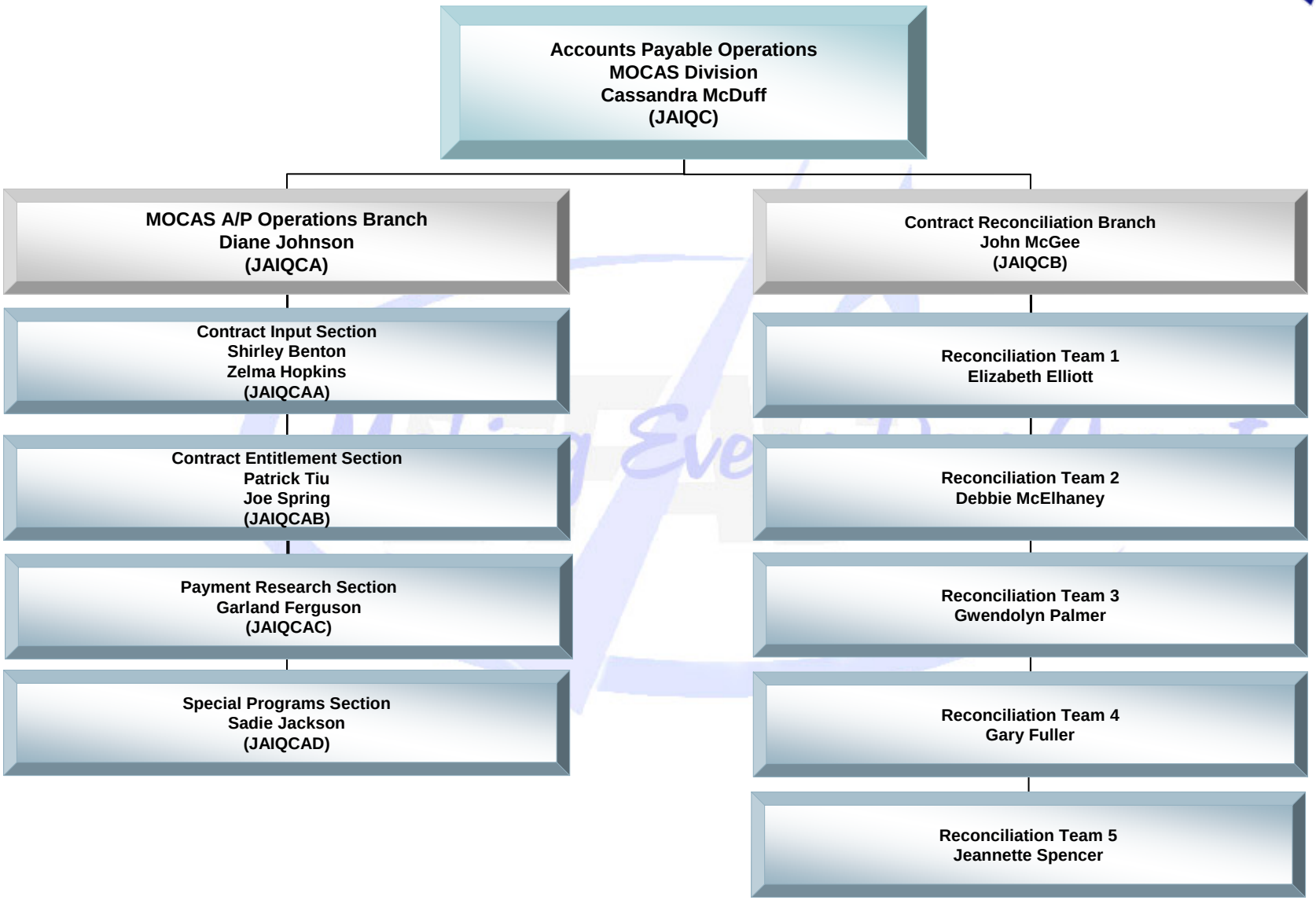
Medical Accounting
Special Ops Accounting

NOTES:
1. Backup for Travel Pay will reside in Columbus until DTS is fully implemented
2. Arlington Liaison, Bratenahl, Texarkana and OCONUS locations also continue mission operations

Accounts Payable Acquisition Directorate



Accounts Payable Acquisition – MOCAS Division



What is MOCAS?

Mechanization Of Contract Administration Services

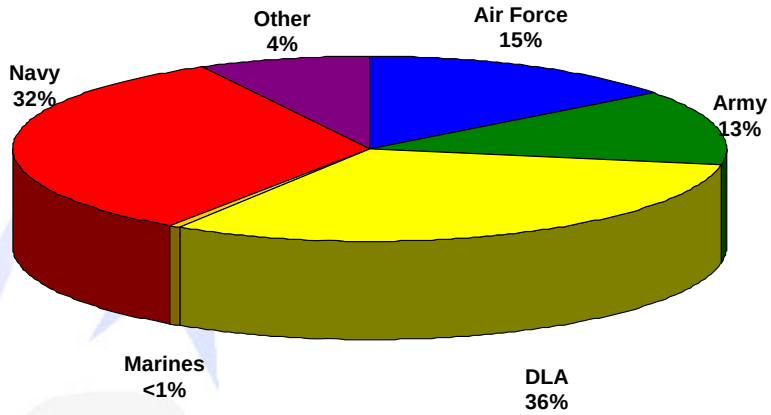
- Integrated system supporting post award contract administration
- Used by:
  - ✓ DCMA Contract Administration Offices
  - ✓ DFAS Contract Pay
  - ✓ Procurement Offices
  - ✓ Funding Stations (Prevalidation Business Partners)
- Pays More Complex Contracts
  - High Dollar
  - Multiyear Contracts
  -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

Contract Pay Magnitude of Operations

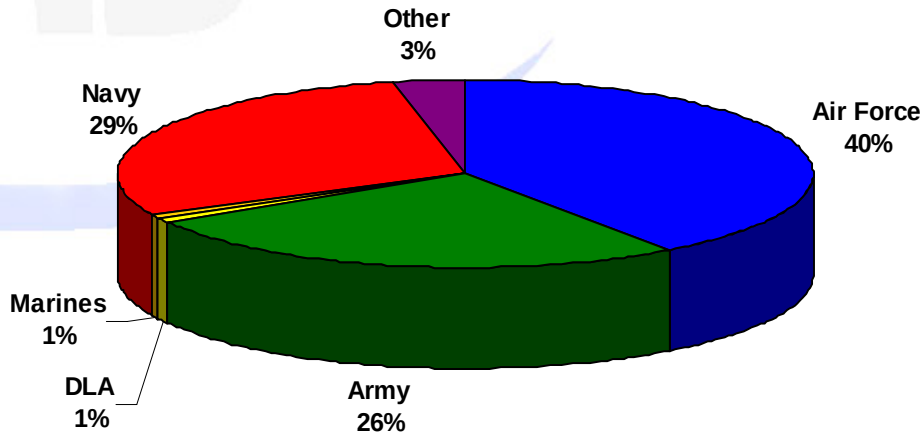
- Contract Pay - FY 06
  - ✓ 302,269 Active Contracts
  - ✓ 16,198 Active Contractors
  - ✓ 1,162,319 invoices processed
  - ✓ $130.6 Billion Disbursed

- Contract Pay – FY 07 YTD
  - ✓ 329,922 Active Contracts
  - ✓ 17,342 Active Contractors
  - ✓ 836,524 Invoices Processed
  - ✓ $117.3 Billion Disbursed
    - As of 6/30/07

Total Contracts - FY 07 YTD

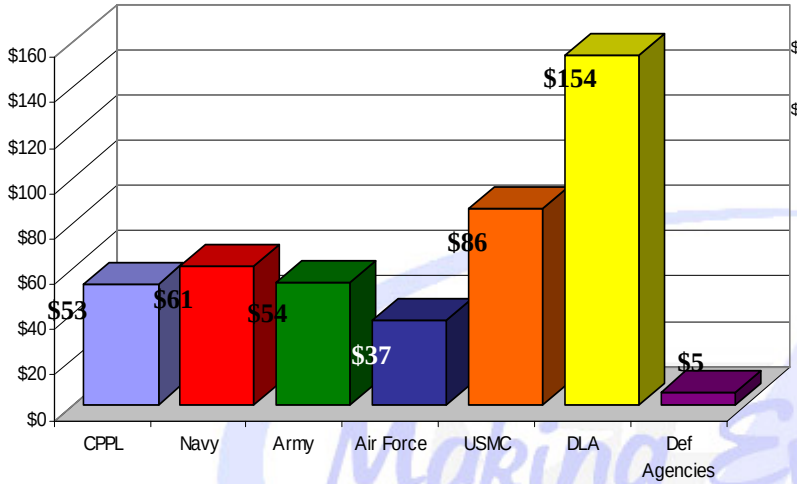


Obligation Dollars by Service FY 07 YTD



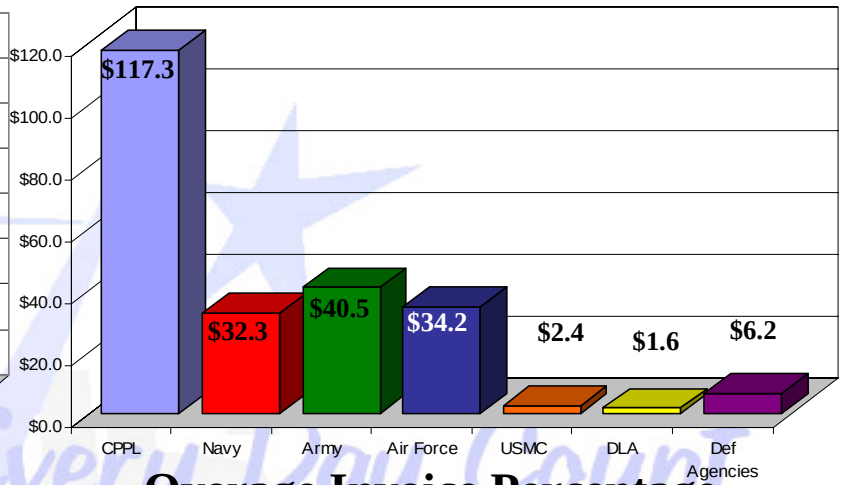
Contract Pay at a Glance - FY07 YTD

Interest $ Per Million

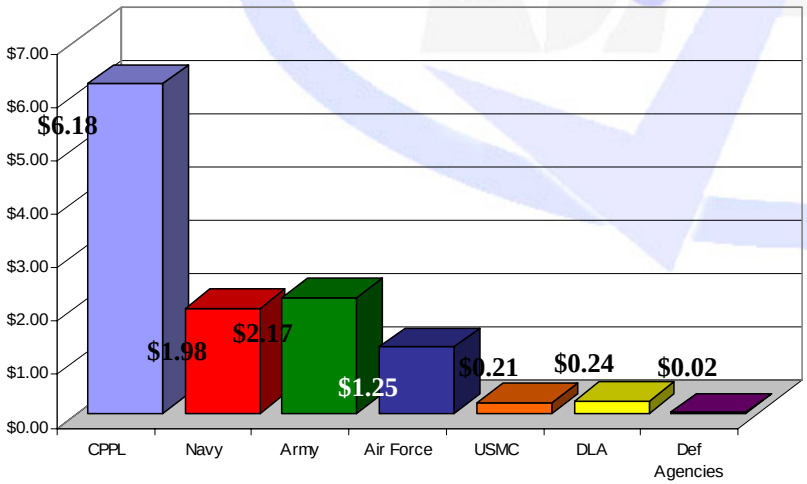


Prompt Pay Act $ Disbursed

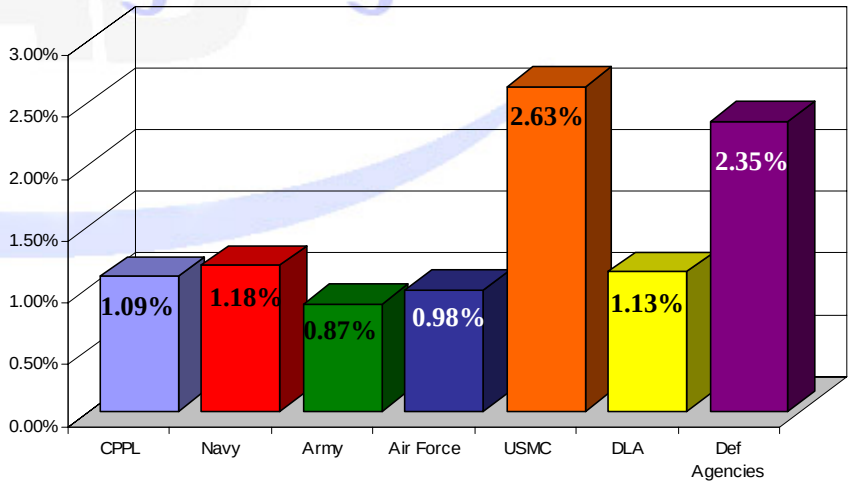
In Billions



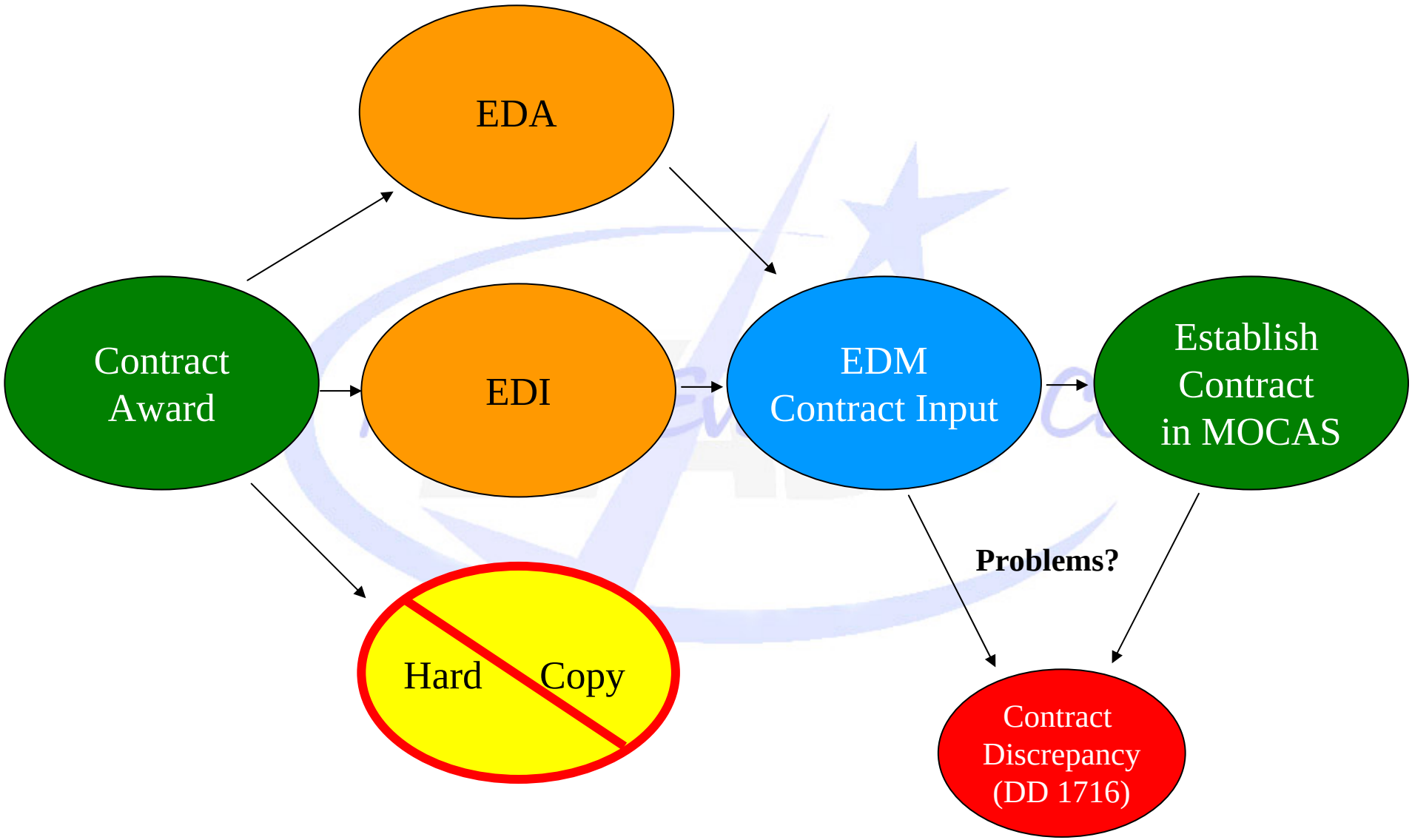
Interest Paid



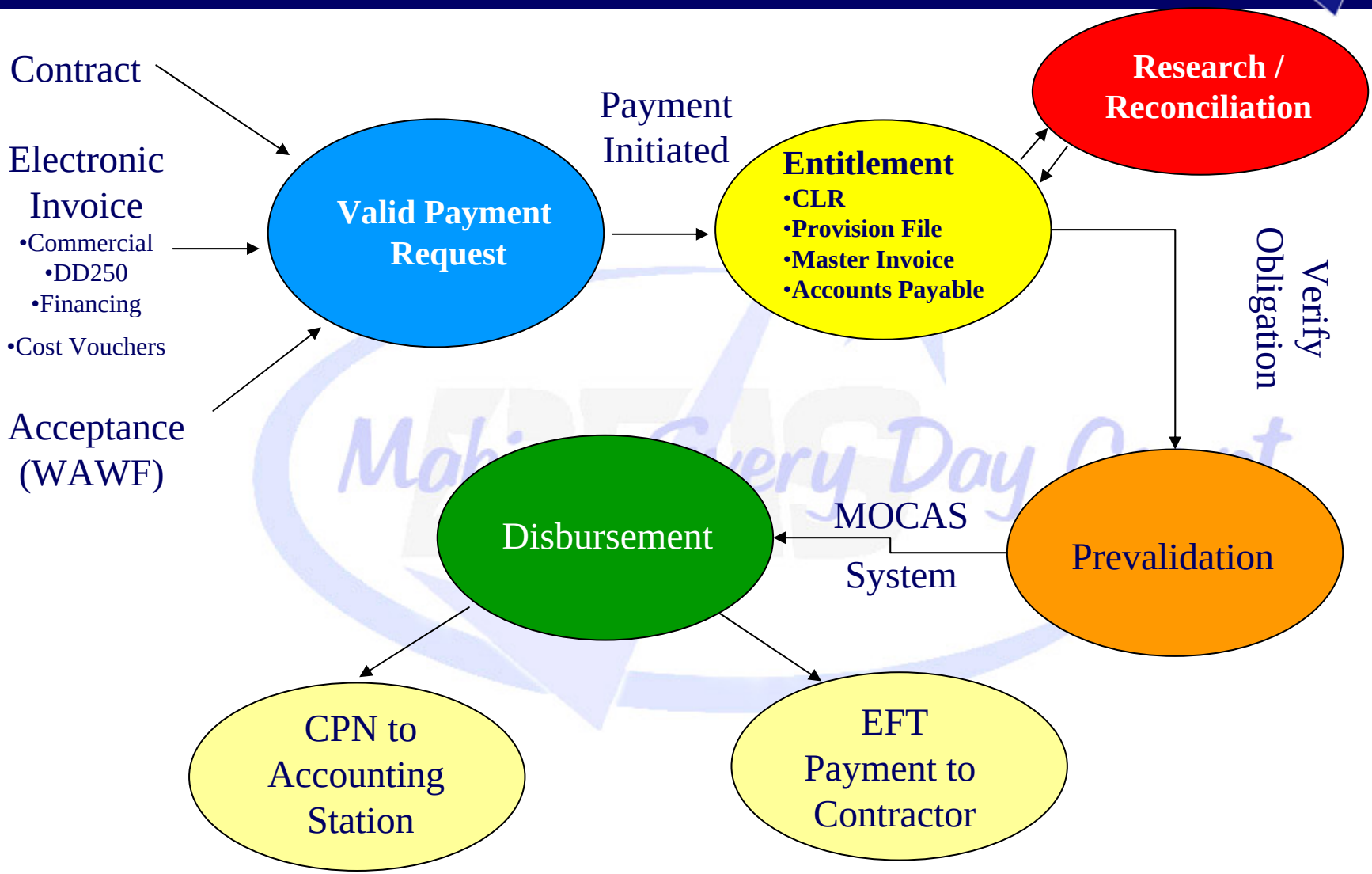
Overage Invoice Percentage



Contract Management



Current Payment Process



Requirements for a Proper Invoice

Vendor's Name
-As stated
on invoice

Government
Contract Number

Description of
Goods / Services
(CLIN, QTY,
Unit Price)

Invoice Date
-Calculate
discounts

Shipment Number



Registered in CCR
- Taxpayer ID
- Banking Info

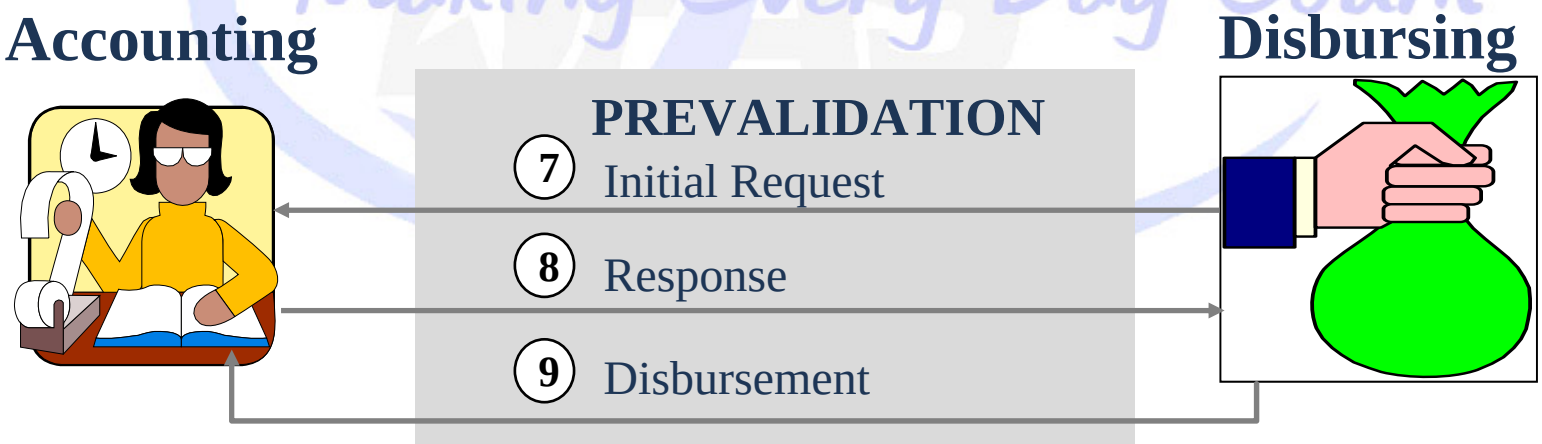
Shipping Terms
(if included in
Contract)

Contact Name and
Phone Number,
where Practical

Payment Terms
(Including Discount,
if Offered)

Prevalidation Thresholds

- Thresholds
  - ✓ **Nov 1, 2006 reduced to $5000**
  - ✓ **Anticipated drop to $2500 in FY 07**
  - ✓ **FY05 and future contract disbursements $0**
  - ✓ **Vendor Pay is currently at $0**
- Five Calendar Day Standard



What is Contract Reconciliation?

Contract Reconciliation Division:

- ✓ To identify and correct errors and out of balance conditions related to obligations and disbursements
- ✓ For Contract Management
  - Workload divided by geographic region and org code
  - East and West
- ✓ Services billed by the hour
- ✓ Priorities
  - Unpayable Invoices
  - WYNNE list
  - Canceling Funds
  - Findings from outside audit agencies (GAO, DoDIG, DCAA)
  - Reduction Modifications (resulting in negative ULO's)
  - Audits (close out, problem disbursements, NULO's, WIP issues)

Making Every Day Count

Reasons for Reconciliation

- Input Errors
- Payment Errors
- Canceling Funds
- Contract and Modification Errors
- Contract Closeout
- Contractor Billing Errors
- Contract Administration Actions
  - ✓ Price / quantity changes, financing methods, etc.

Ways to Assist the Reconciliation Process

- Monitor contracts to ensure obligations/disbursements are correct. Early detection and correction of problems
- Clear, concise payment and billing instructions
  - ✓ 1 CLIN : 1 ACRN relationship
- Canceling Funds Requests
  - ✓ Ensure funds are truly at risk
- Submit 1797 with all requests
  - ✓ Give specific reason for reconciliation
  - ✓ Provide obligation audit

Reconciliation Directorate Points of Contact

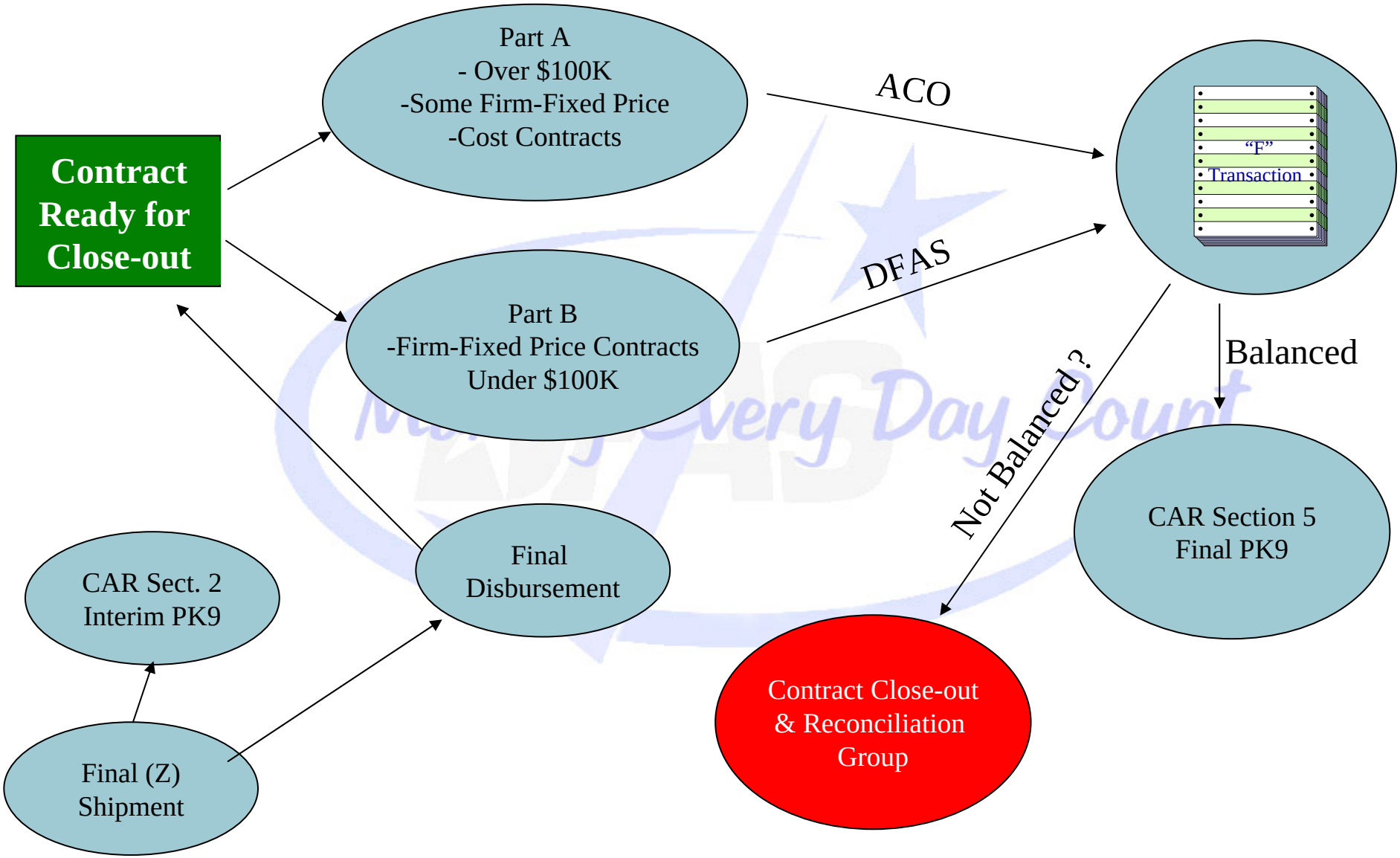
POC		Phone (614-693-)	FAX
Reconciliation Director	John McGee	8549	2450
MOCAS Accounts Receivable	Vic Rivard	5576	2448

Central 1797 email address: *cco-reconciliation-maillog@dfas.mil*

Mail log fax #: 614-693-2596

Contract Input fax #: X2433 - South
X2427 - North
X2440 - West

Contract Closeout



Contract Progression in MOCAS

- Reflects the Contract's Progress or stage of performance in MOCAS
- Section 1 Active
- Section 2 Physically completed
- Section 3 Dormant (Bankruptcy, termination or litigation
- Section 4 DFAS-CO Financial Reconciliation and adjustments
- Section 5 Closed during the current month
- Section 8 Closed in the prior month (CLR & CLIN data drop from MOCAS)
- Section 9 Closed two or more months prior.

Returned / Recycled Invoices

- An average of 7,600 Invoices Returned Monthly in FY 07
- Represents Rework for Us and You
  - ✓ Resubmission of Invoices
  - ✓ Reprocessing of Invoices
- Causes Delays in Payment
  - ✓ Slows Cash Flow

Making Every Day Count

Top 5 Reasons for Returned / Recycled Invoices

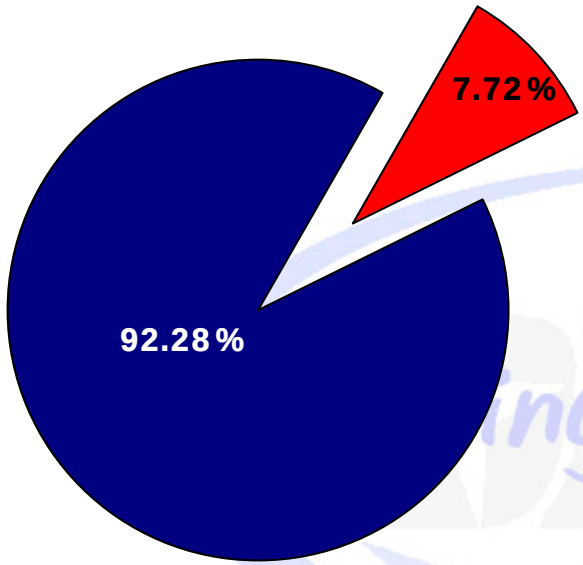
- Input Error (E-16)
  - ✓ Internal Training
- Non-Distribution to Terminal (E-12)
  - ✓ The contractor must ensure proper distribution of the DD250 is made to the CAO terminal prior to resubmitting the invoice for payment.
- Invoice Not Billed IAW Contract (E-11)
  - ✓ Item Information/ACRN Missing/Incorrect
    - The contractor should review contractual terms and submit a corrected invoice for payment.
- Recycled: Invoice not returned to the contractor (E-18)
  - ✓ DFAS has removed the invoice from the MOCAS system. The invoice will be re-input, having corrected the problem unique to the invoice.
- Shipment Number Missing/Incorrect (E-06)
  - ✓ The contractor must annotate the invoice with a correct shipment number. The invoice may then be resubmitted for payment.

Returned Code Variables

Code	Description
E-01	DFAS Not the Paying Office
E-02	Awaiting a Definitizing Modification
E-03	Contract Number on Invoice is Missing or Invalid
E-05	Duplicate Invoice/Shipment Number
E-06	Shipment Number is Missing or Incorrect
E-07	Evidence of Shipment Required
E-08	Invoice Requires Approval
E-09	Per Instructions of TO/ACO/PCO
E-10	Item Number Requires Verification
E-11	Invoice Not Billed IAW the Contract
E-12	Error on DD250
E-13	Inspection/Acceptance Problem
E-14	Unauthorized Overshipment
E-15	Miscellaneous
E-16	Input Error
E-17	Transportation
E-18	Invoice Not Returned to Contractor
E-19	All Other Reasons for Return to Contractor
E-20	No Active Central Contract Registration (CCR)
E-21	Hard Copy Invoice Submission Unauthorized

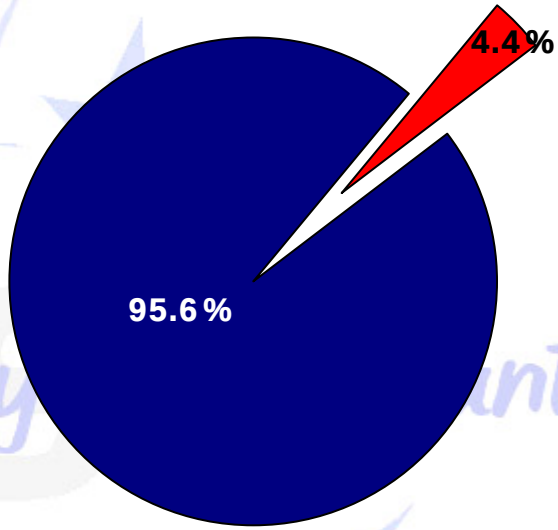
Contract Pay Statistics – June 07

Returned Invoices



	June
Invoices Returned / Recycled	7,321
Invoices Processed	87,463
Invoices Paid	94,784
% Returned / Recycled	7.72%

Lost Discounts



	June
Discounts Offered	2,137
Unavailable	216
Refused	654
Taken	1,174
Lost	93
% Lost	4.4%

DFAS/DCMA Tentative EOM Processing Calendar Year 2007

- Aug 29th dated 30th
- Sep 27th dated 28th
- Oct 29th dated 30th
- Nov 28th dated 29th
- Dec 27th dated 28th

Making Every Day Count

* Please be advised that dates are subject to change and month-end transfers still need to be factored into this schedule.

Tips To Avoid Payment Delays

- Resolve Contract Term Questions Early
  - ✓ Don’t be afraid to speak up!
- Submit Data Electronically
- Provide all Pertinent Information
  - ✓ Contract
  - ✓ Invoice
  - ✓ Receiving Report
- Bill in Accordance with the Contract

Making Every Day Count

Resources

- *www.dfas.mil*
  - ✓ Contractor Payment Information Booklet
  - ✓ My Invoice Information
  - ✓ Workload Statistics
  - ✓ Commercial Pay Corner Newsletter
  - ✓ E-Commerce Initiatives

- Customer Information Guide (CIG)
  - ✓ Available on the web at:
    - http://www.dod.mil/dfas/contractorpay/customerservice/cig.html
  - ✓ 1.800.756.4571, Option #6

Making Every Day Count

Making Every Day Count

Electronic Commerce & Wide Area Workflow Overview

Presented by:
Alan Ream
eSolutions Office
Defense Finance and Accounting Service

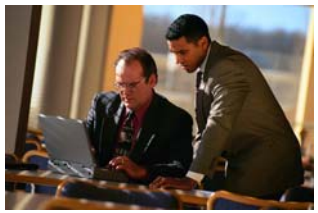
Topics

- 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



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**.

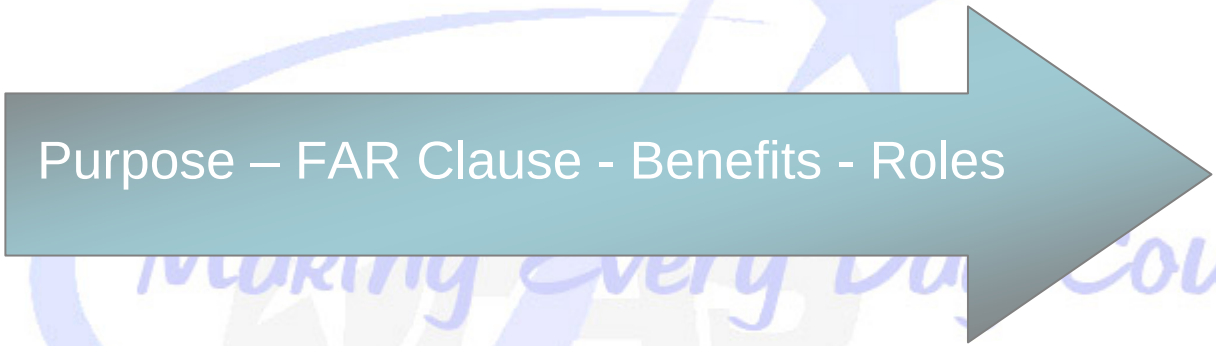
5



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.**



…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

Making Every Day Count

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.

Making Every Day Count

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

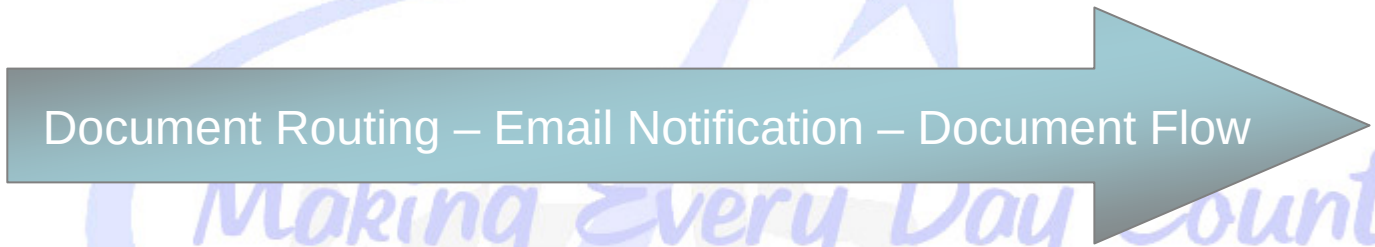
Making Every Day Count

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

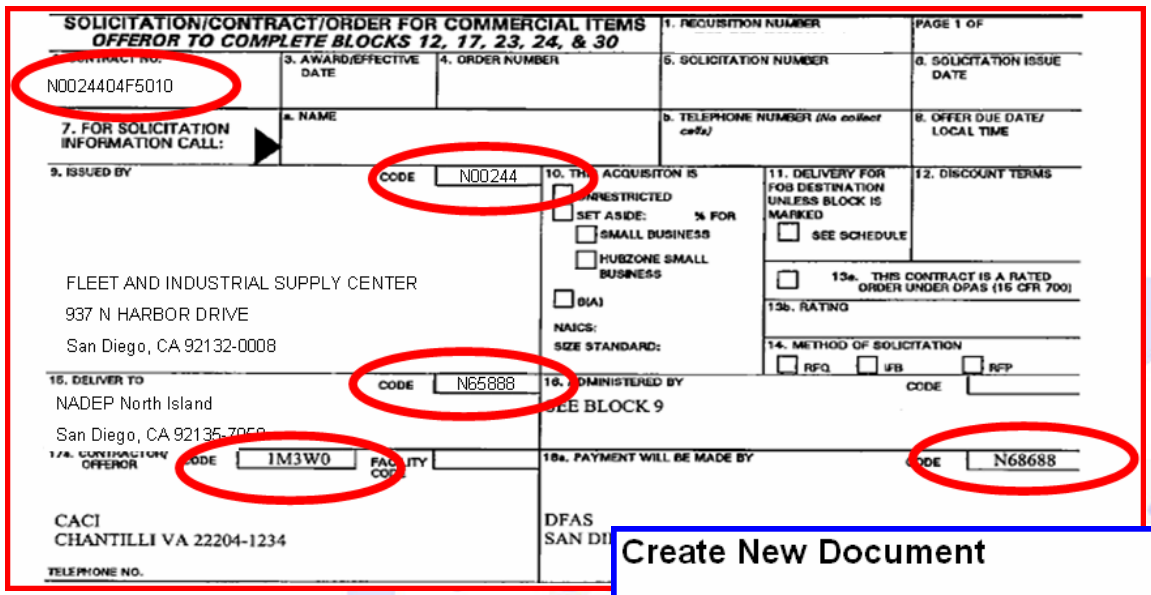
- Stand Alone Invoice - *FAR 32.905*
- Fast Pay Invoice - *FAR 52.213-1*
- Invoice 2-IN-1 - *FAR 32.905*
- Commercial Item Financing - *FAR 32.202-1(b); FAR 52.232-29 & -30*
- Performance Based Payment - *FAR 32.1003; FAR 52.232-32*
- Progress Payment - *FAR 32.5; FAR 52.232-16*
- Stand Alone Receiving 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

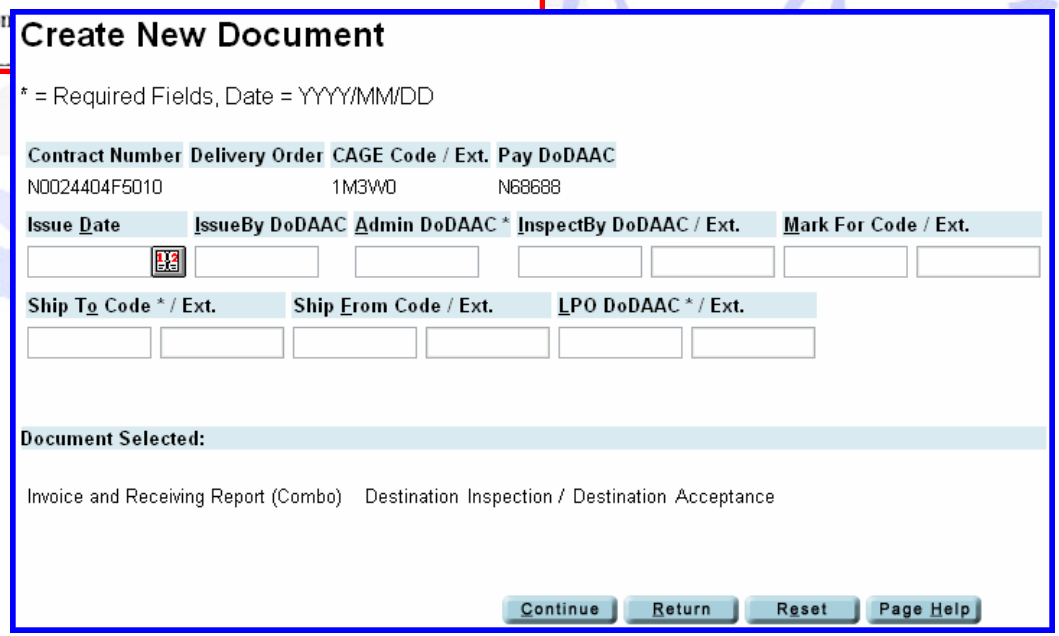
17a. CONTRACTOR/ OFFEROR CODE 1M3W0 FACILITY CODE

18a. PAYMENT WILL BE MADE BY CODE N68688

CACI
CHANTILLI VA 22204-1234

DFAS
SAN DI

TELEPHONE NO.



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.	

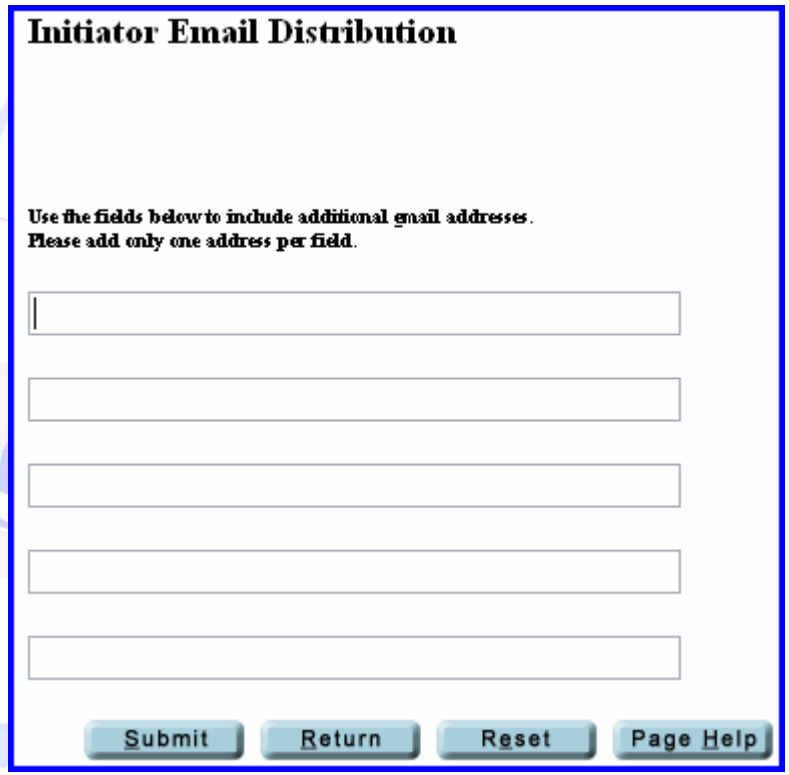
Document Selected:

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

Continue | Return | Reset | Page Help

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

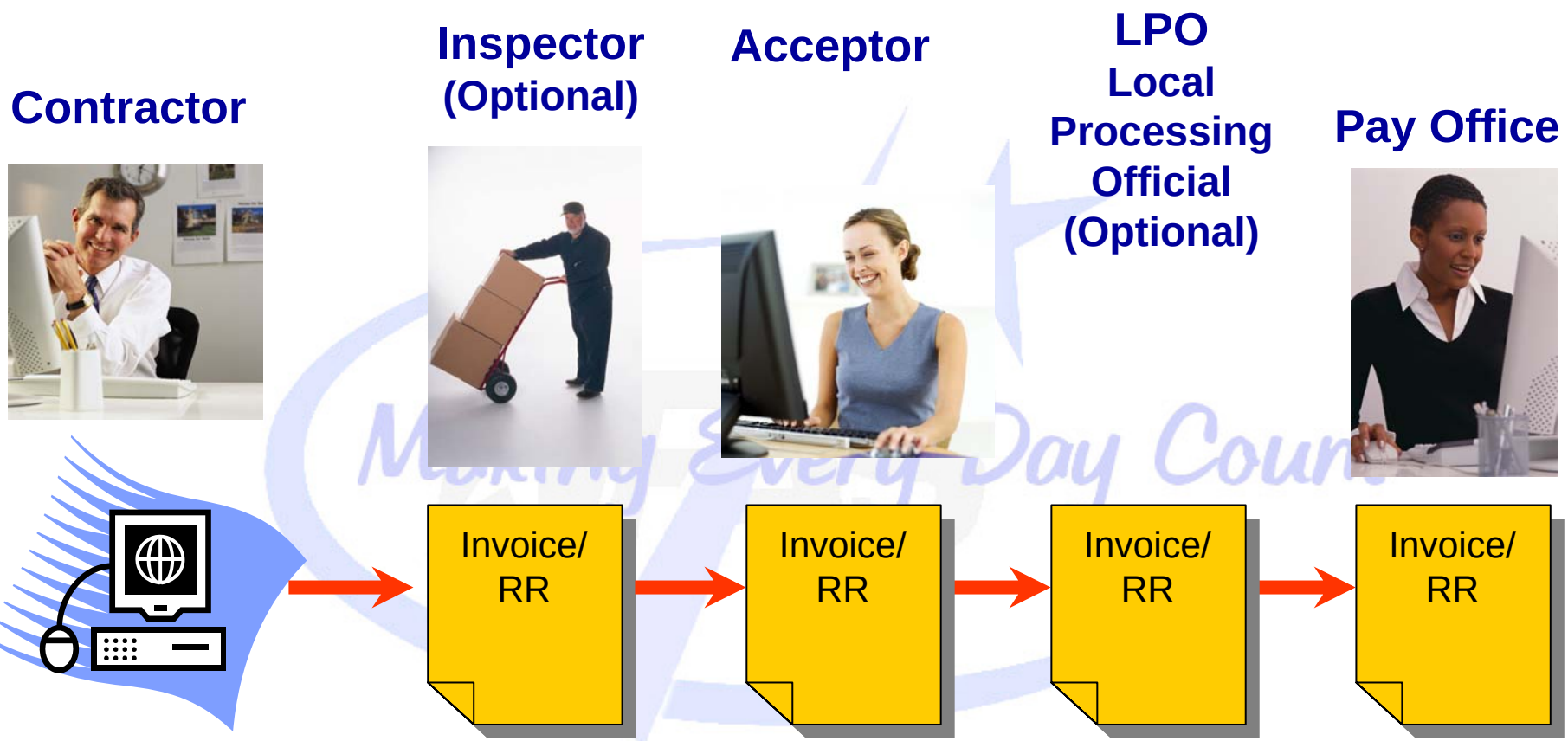
5.



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

Invoice 2-in-1 Workflow



Invoice and Receiving Report Travel as One Document

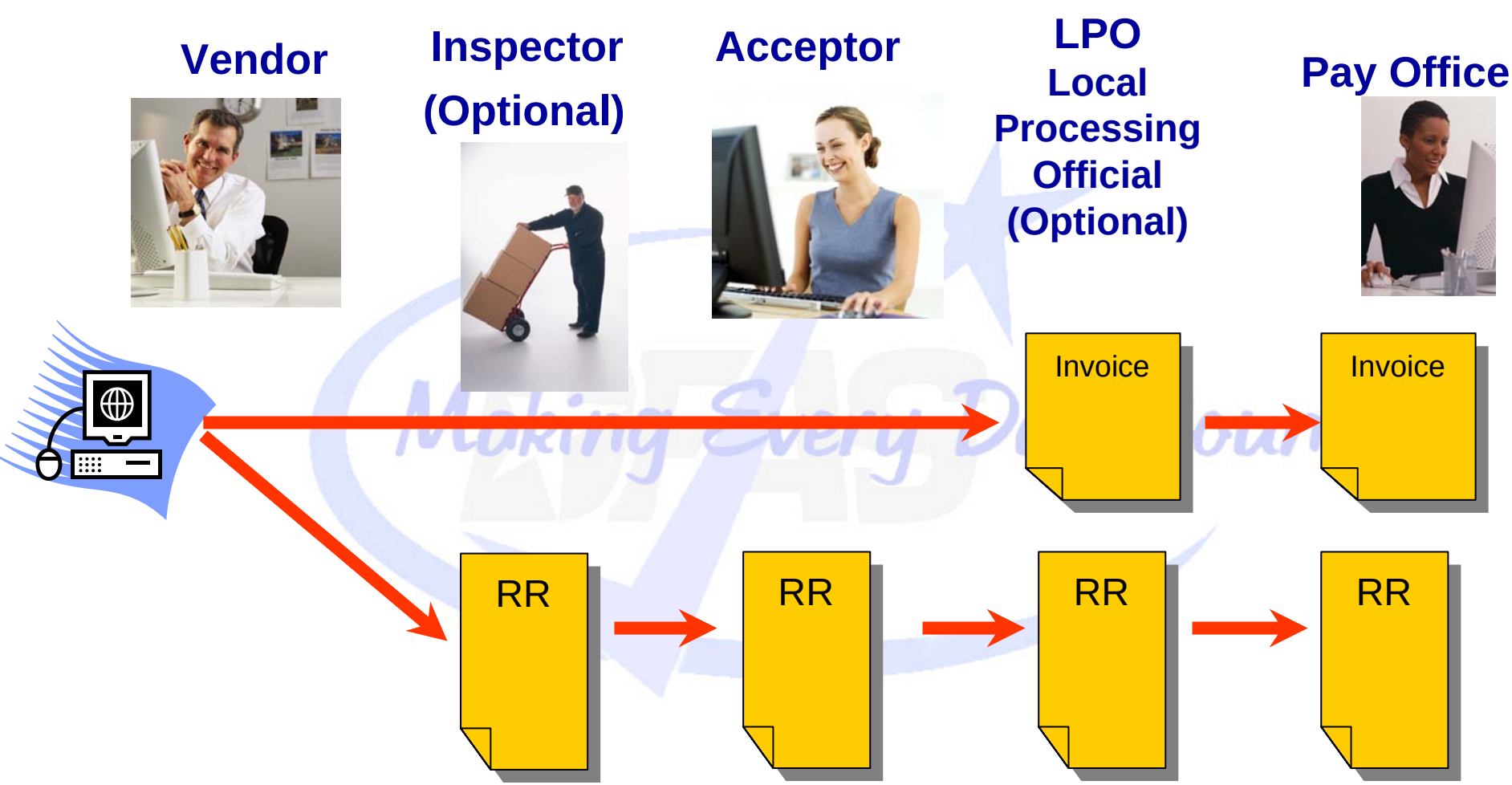
Invoice 2-in-1 Demonstration



Click for Demo

Create 2-in-1

Combo (Invoice/RR) Workflow



Invoice and Receiving Report Travel as 2 Separate Documents

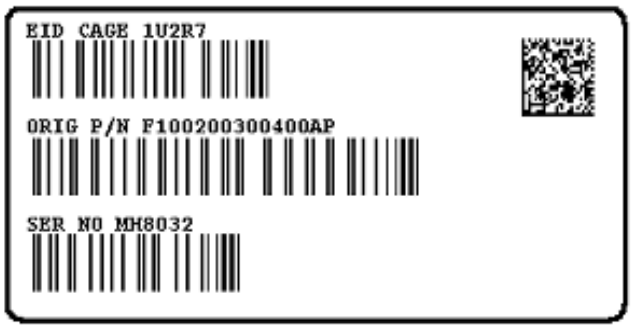
Combo Demonstration



Click for Demo

Create Combo

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	

- 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)



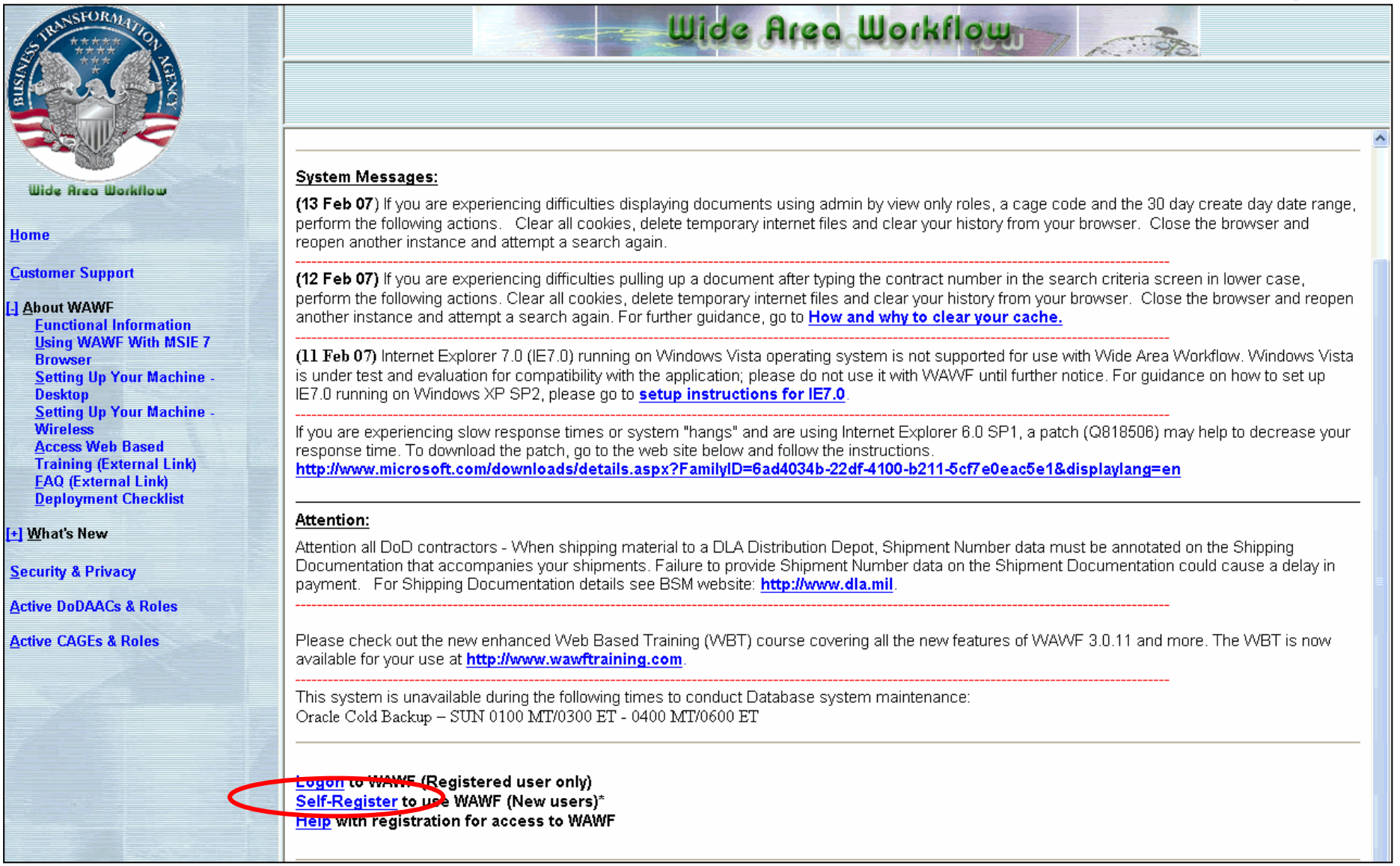
- RFID technology is a means of identifying a unique object or a person using a radio frequency transmission.
- DFARS Clause 252.211-7006 The Contractor shall electronically submit advance shipment notice(s) with the RFID tag identification (specified in paragraph (d) of this clause) in advance of the 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?



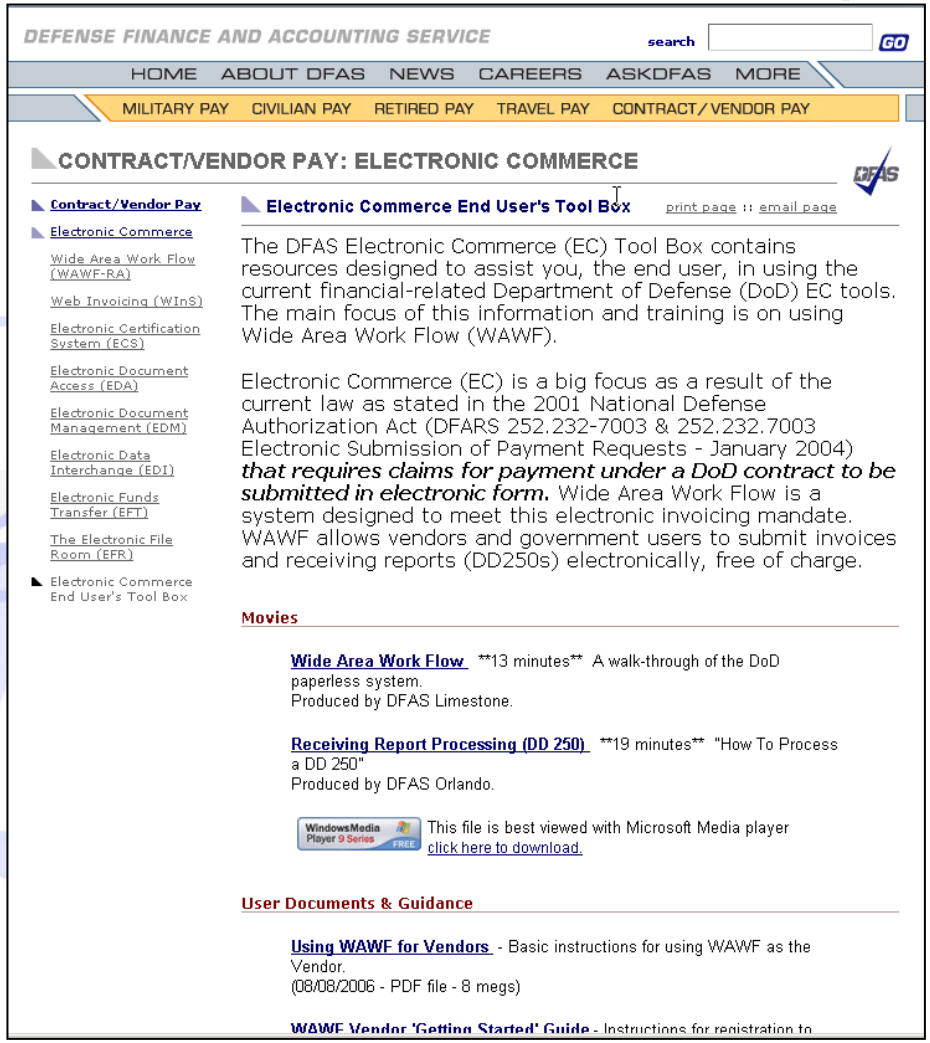
Tools & References

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!

Making Every Day Count

Distribution Planning & Management System (DPMS)

Land & Maritime Supply Chains Business Conference & Exhibition

August 27-29, 2007





Presented By: Ms. Fran Mutschler
DDC J3/J4-TOT

Agenda

- Introduction
- Defining DPMS
- Benefits to Customers, Vendors, DLA/DOD
- DPMS Requirements
- Container Booking Process
- Conclusion
- DPMS Live Demo

DLA's Goals

DLA's Enterprise Goal:

- Improve the flow of DOD cargo through the Defense Transportation System.





Establish a DLA Enterprise-Wide Transportation Solution to Enhance the Supply Chain Through Centralized Management and Service.

Introduction

The Defense Distribution Center Launched a Transportation Initiative to Support DLA Vendors and Our Customers.

DPMS Offers Efficiencies to Our Vendors and Customers.





Introduction

Our Nation's Military And Support Assets are Always on the Move. Troops Rotate, Ships Move, and Deployment Sites Change Daily.

DPMS Provides Correct Shipping Information for Cargo Destined to our Warfighters.



DPMS Provides the Real-Time Shipping Information

Definition

- A DLA Enterprise Wide Distribution & Transportation System that Improves Cargo Movement from DLA Vendors to Customers While Providing In-Transit Visibility.
  - FOB Destination Contracts
  - FOB Origin Contracts

Benefits for Vendors and DLA

FOB Destination

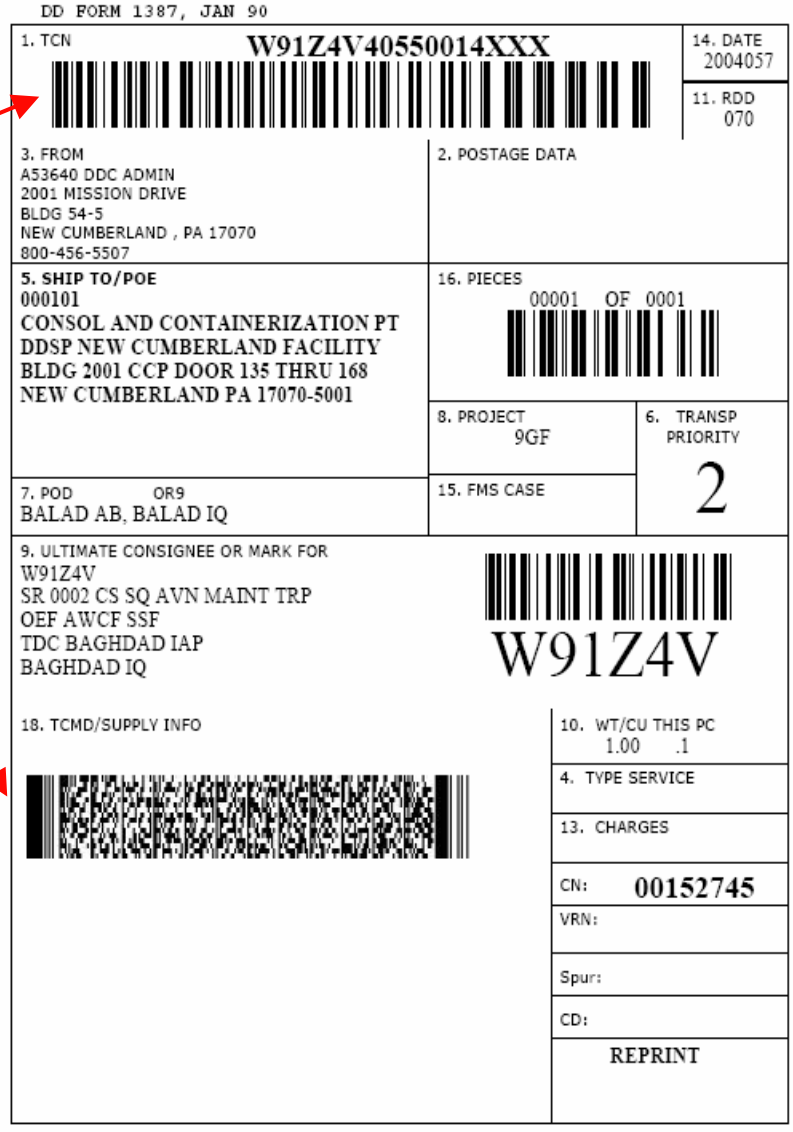
- Immediate Vendor Access to Shipping Addresses
- MIL-STD 129P Compliant Shipping Label – 2D barcode
- Documentation Printed at Vendor's Location
- Reduced Returned Shipments for Incorrect Address
- In-Transit Visibility of Vendor Shipments via MRO Tracker **
- Due In Data to Ports and Transshipment Points
- Faster Delivery, Less Frustrated Cargo at CCP and Ports
- Offers Data to Air Clearance Authority

FOB Origin

- Cost Reduction Using Government Negotiated Transportation Rates
- Automated Mode of Shipment Selection
- Provides Carrier's Tracking Number in Advance of Pick-Up
- Automatic Freight Charge Calculation
- Shipping Documentation Printed at Vendor Location
- Carriers Paid Through PowerTrack

MIL STD 129P Compliant

- DPMS Produces a MIL-STD-129P Compliant MSL
- Includes Linear and 2D Barcodes
- TCN, Final Destination and Pieces Barcoded
- Most Current Routing through Transshipment Points to Final Destination
- Reduces Customer Wait Time (CWT)
- Easier Receipt Process



DD FORM 1387, JAN 90

1. TCN W91Z4V40550014XXX

14. DATE 2004057

11. RDD 070

3. FROM
A53640 DDC ADMIN
2001 MISSION DRIVE
BLDG 54-5
NEW CUMBERLAND , PA 17070
800-456-5507

2. POSTAGE DATA

5. SHIP TO/POE
000101
CONSOL AND CONTAINERIZATION PT
DDSP NEW CUMBERLAND FACILITY
BLDG 2001 CCP DOOR 135 THRU 168
NEW CUMBERLAND PA 17070-5001

16. PIECES 00001 OF 0001

8. PROJECT 9GF

6. TRANSP PRIORITY 2

7. POD OR9
BALAD AB, BALAD IQ

15. FMS CASE

9. ULTIMATE CONSIGNEE OR MARK FOR
W91Z4V
SR 0002 CS SQ AVN MAINT TRP
OEF AWCF SSF
TDC BAGHDAD IAP
BAGHDAD IQ

W91Z4V

18. TCMD/SUPPLY INFO

10. WT/CU THIS PC 1.00 .1

4. TYPE SERVICE

13. CHARGES

CN: 00152745

VRN:

Spur:

CD:

REPRINT

FRUSTRATED Shipments

- **Shipments w/o Advance Shipping Notice and Proper Labeling are *FRUSTRATED***
  - Consolidate & Containerization Point
  - Air & Water Ports of Embarkation

- ***Can Result in Delayed Vendors' Payments!!***

Vendor Support

- Maintain Shipment History
- Enable Vendors to Ship Cargo Quicker (No Waiting for Delivery Instructions)
- On-Line Sign-Up / Live Meeting Training
- Helps Reduce Overhead Costs – Cash Flow

DPMS Access Requirements

- What the Vendor Needs:
  - Minimal System Requirements For Web
    - Personal Computer
    - Internet Access
    - Laser or Thermal Printer

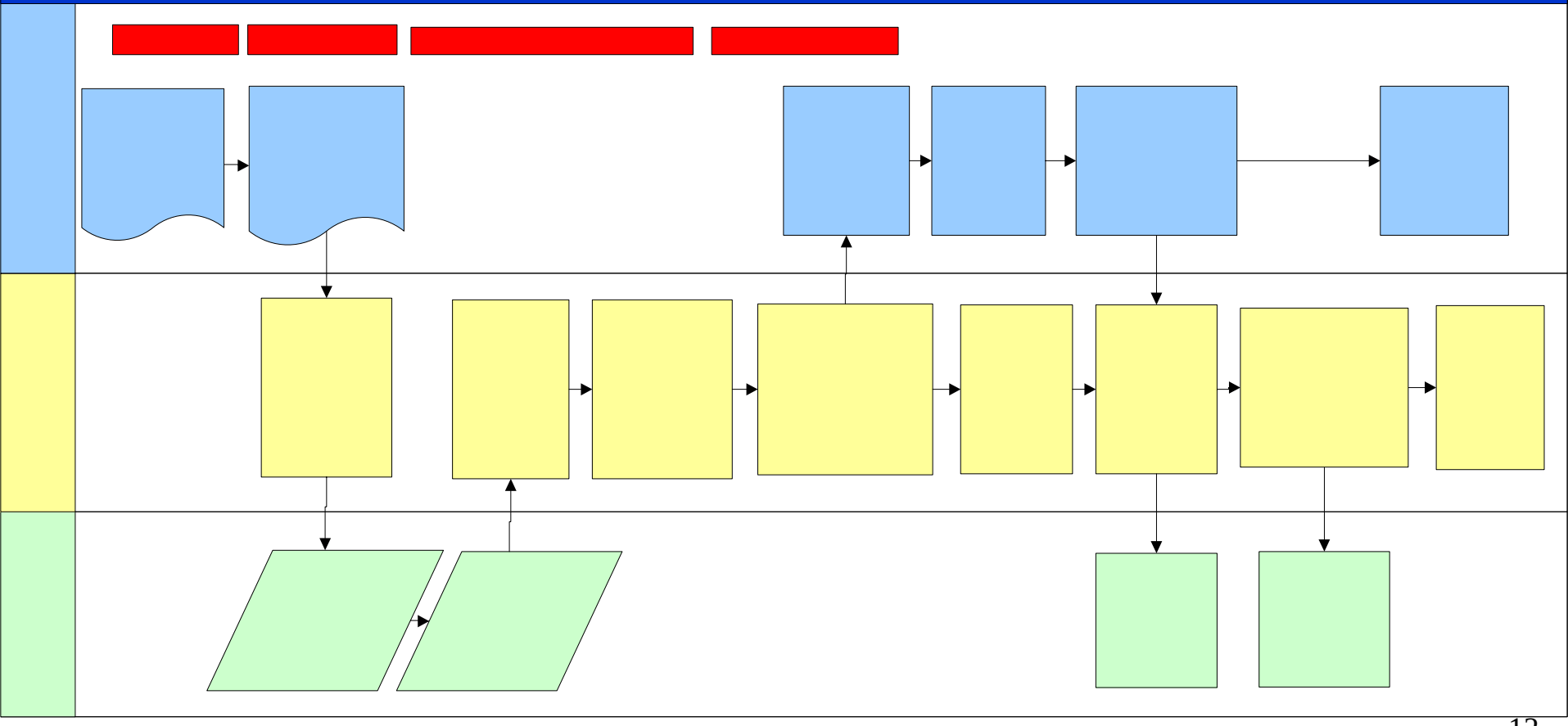




- What DLA Provides:
  - System Security
    - Firewall Protection Prevents DSS Data Corruption or Loss from Outside Sources
    - Vendor Data Protected by Secure Logins and Passwords

Container Booking Process

Prime Vendor DDC Container Booking Process



Vendor Over Ocean Container Booking Request & Instructions

Vendor Over Ocean Container Booking Request

Vendor Name:	**To: Defense Distribution Center (DDC)** New Cumberland, PA 17070 Email: delivery@dla.mil 1-800-456-5507 Fax: 717-770-2701	
Vendor Address	**Vendor Email:**	
Vendor POC:	**Vendor POC Phone Number** **Vendor POC Fax Number**	
Date Material Available for Loading	**Destination DODAAC:**	
Number of Dry Containers	**Size**	
Number of High Cube Dry Containers	**Size**	
Number of Reefer Containers	**Size**	**Temperature**
Number of High Cube Reefer Containers	**Size**	**Temperature**
Vendor Reference Number		
Vessel Preference (Subject to Availability):	**Preferred Port of Loading (City):**	
Carrier Preference:	**Required Delivery Date (If Available**	

Instructions: Vendors are required to complete all available information on the form to ensure quick processing of your request for container bookings.

Vendor Shipping Instructions

1. Consignor (Shipper) DDC SC3105 Defense Distribution Center New Cumberland, PA 17070 1-800-456-5507 Fax: 717-770-2701 Email: delivery@dla.mil	**2. Booked Carrier** APLS CONTAINER 1 OF 1 **3. Carrier Booking Number** 092211360 **5. PCFN:** 427727 **6. TCN:** SC31053275M050ML2
4.Vendor and Address: IMPERIAL SALES COMPANY PO BOX 966 WATSONVILLE CA 95077	
7. Consignee **DODAAC:** UY1009 **In Clear Address:** BAHRAIN MARITIME-MERCANTILE INTL 812 MAJLIS AL TA AWON HIGHWAY SITRA BH	**8. Point of Origin: Street Address City, State, Zip Code** MARTHA OLSENS 2619 LYCOMING WAY, SUITE 100 STOCKTON, CA 95206 **9. Vendor Reference Number:** 557 / 29071
10. Size/Description of Container: 1 - 40 FT DRY CONTAINER	**11. RDD** 17 DECEMBER 2006
12. Origin Stop Off Remarks	**13. Port of Loading (POE):** 3D2 OAKLAND, CA
14.VESSEL NAME: APL PHILIPPINES P3275	**15. Port of Discharge (POD):** PK1 BAHRAIN
16. Cut Off Date for Port: 07 NOVEMBER 2006	**17. Sail Date:** 09 NOVEMBER 2006

18. Container Remarks:

Van Owner	Container #	Seal #	Temperature	Type	Size

TAC	TCN:	Pieces	Description of Package Goods	Weight	Volume
S1LM					

Instructions: Vendors are required to complete Container Remarks, Block 18 and provide a detailed packing list within 2 hours of loading a container. This will reduce the Do Not Lift list published by SDDC.

VENDOR REQUIREMENTS

- Loading Capability For SEAVANS
- Staging Area For Loading Containers





BENEFITS

- Customs Documentation
- RFID Tags
- Customer INTRANSIT Visibility





FUTURE ENHANCEMENTS

- SEAVAN Process in DPMS
- Electronic Process Will Eliminate Need For EMAIL/FAX Correspondence

- **AUGUST TARGET ROLLOUT DATE**



DPMS Enhancements

- **Since September 2006:**
  - **DD250**
  - **FedEx for FOB Origin Shipments**
  - **Container ID Labels**
  - **WWX for FOB Origin**
  - **Packing Lists**

- **Planned Direction:**
  - **Web Services**
  - **Multiple Shipping Locations**
  - **Contract Systems Integration ****
  - **FAR Clause Mod incl. FMS**
  - **DPMS Mandatory**
  - **WAWF Integration**

DPMS Will Provide



Reduced Operating Cost for Vendors

Visibility, Control, and Velocity

Advanced Shipping Notices



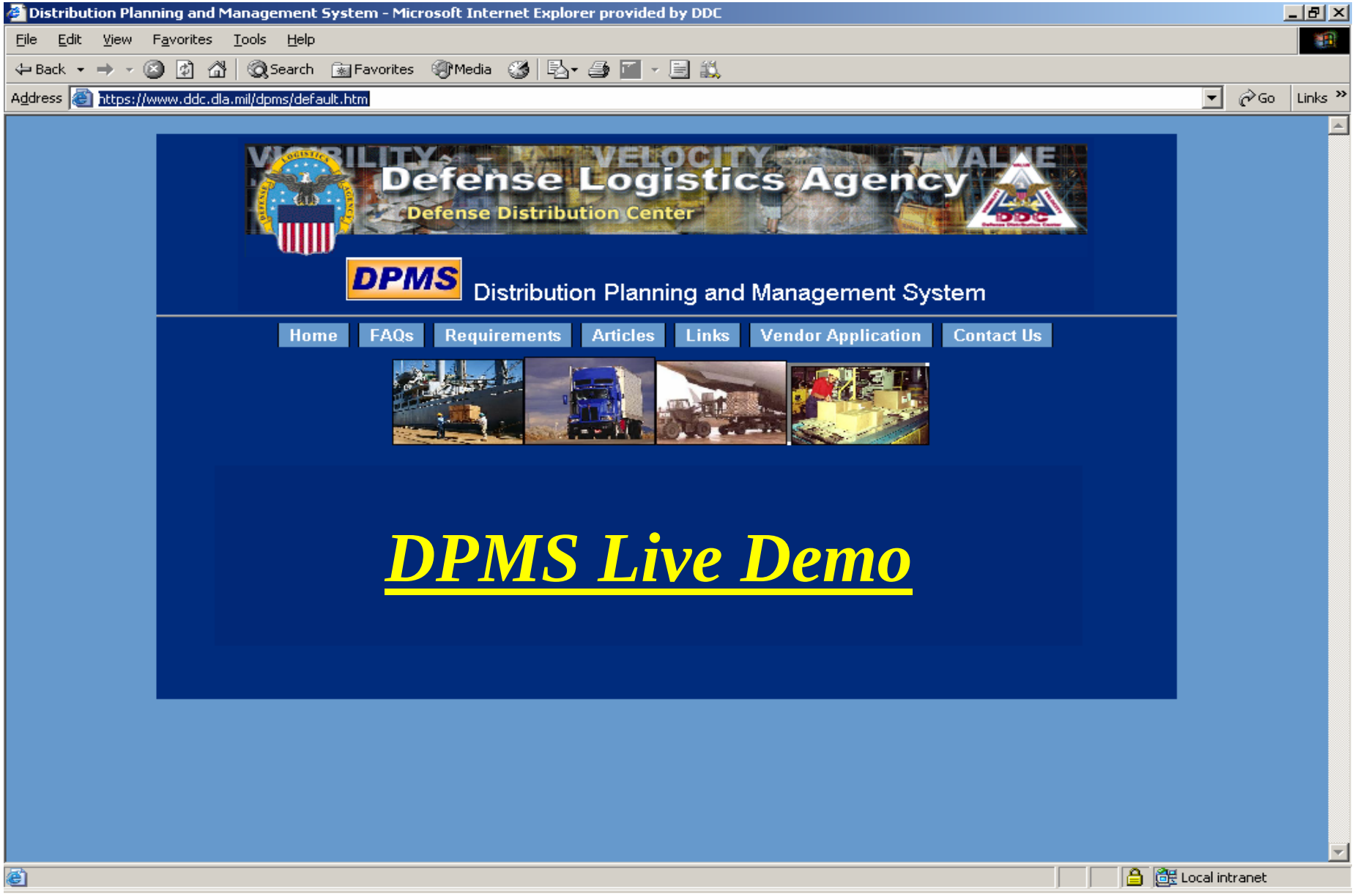
Efficient Shipment Planning

Transportation Cost Savings

DDC Transportation

- Email Mailbox
  - **Delivery@DLA.MIL**
- Helpdesk - Toll Free
  - 1-800-456-5507
- FAX
  - 717-770-2701
- DPMS web site
  - http://www.ddc.dla.mil/dpms/default.htm

https://www.ddc.dla.mil/dpms



Backup Slides

WAWF/DD250

MARK FOR:
FB6520
FB6520 176 WG LRS BASE SUPPLLY
BLDG 23 CML PHN 907 249 1262
5005 RASPBERRY RD
ANCHORAGE AK 99502
USA

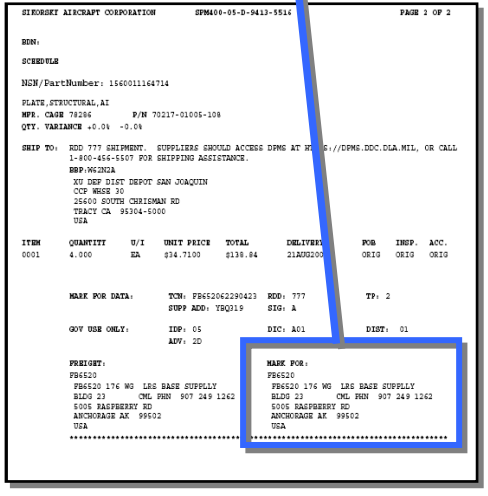
9. ULTIMATE CONSIGNEE OR MARK FOR
FB6520
FB6520 176 WG LRS BASE SUPPLLY
BLDG 23 CML PHN 907 249 1262
5005 RASPBERRY RD
ANCHORAGE AK 99502

13. SHIPPED TO CODE FB6520
FB6520 176 WG LRS BASE SUPPLLY
BLDG 23 CML PHN 907 249 1262
5005 RASPBERRY RD
ANCHORAGE AK 99502 US

Contract

MSL

DD 250


SIKORSKY AIRCRAFT CORPORATION SPM400-05-D-9413-5516 PAGE 2 OF 2

BDN:

SCHEDULE

NSN/PartNumber: 1560011164714

PLATE,STRUCTURAL,AI
MFR. CAGE 79286 P/N 70217-01005-108
QTY. VARIANCE +0.0% -0.0%

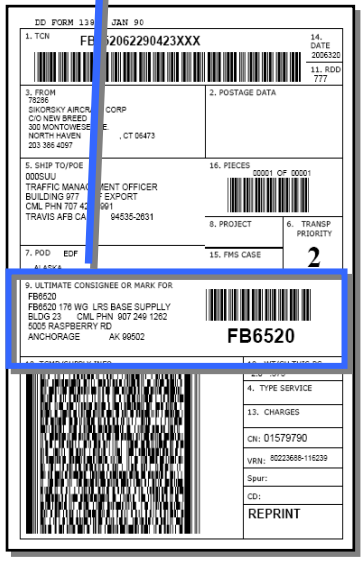
SHIP TO: RDD 777 SHIPMENT. SUPPLIERS SHOULD ACCESS DPMS AT HTTPS://DPMS.DDC.DLA.MIL, OR CALL 1-800-456-5507 FOR SHIPPING ASSISTANCE.
DRP:W62N2A
XU DEP DIST DEPOT SAN JOAQUIN
CCP WHSE 30
25600 SOUTH CHRISMAN RD
TRACY CA 95304-5000
USA

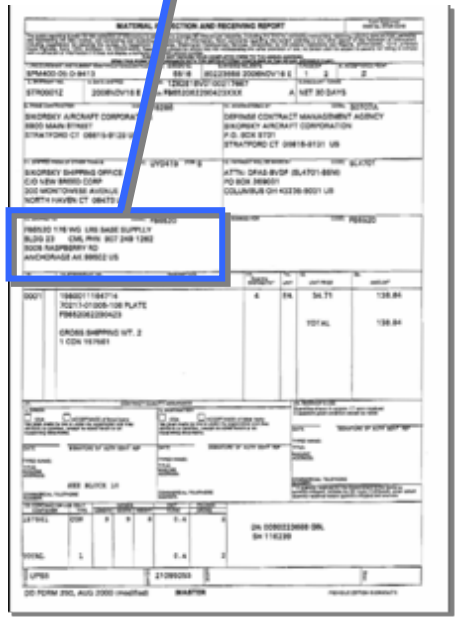
ITEM	QUANTITY	U/I	UNIT PRICE	TOTAL	DELIVERY	FOB	INSP.	ACC.
0001	4.000	EA	$34.7100	$138.84	21AUG200	ORIG	ORIG	ORIG

MARK FOR DATA: TCN: FB52062290423 RDD: 777 TP: 2
SUPP ADD: YBQ919 SIG: A
GOV USE ONLY: IDP: 05 DIC: A01 DIST: 01
ADV: 2D

PREIGET:
FB6520
FB6520 176 WG LRS BASE SUPPLLY
BLDG 23 CML PHN 907 249 1262
5005 RASPBERRY RD
ANCHORAGE AK 99502
USA

MARK FOR:
FB6520
FB6520 176 WG LRS BASE SUPPLLY
BLDG 23 CML PHN 907 249 1262
5005 RASPBERRY RD
ANCHORAGE AK 99502
USA


DD FORM 139[illegible] JAN 90
1. TCN FB52062290423XXX
14. DATE 2006320
11. RDD 777
3. FROM 79286 SIKORSKY AIRCRAFT CORP C/O NEW BREED 300 MONTOWESE[illegible] NORTH HAVEN , CT 06473 203 366 4097
2. POSTAGE DATA
5. SHIP TO/POE 000SUU TRAFFIC MANAGEMENT OFFICER BUILDING 977 PORT OF EXPORT CML PHN 707 437-[illegible]991 TRAVIS AFB CA 94535-2631
16. PIECES 00001 OF 00001
8. PROJECT
6. TRANSP PRIORITY 2
7. POD EDF ALASKA
15. FMS CASE
9. ULTIMATE CONSIGNEE OR MARK FOR
FB6520
FB6520 176 WG LRS BASE SUPPLLY
BLDG 23 CML PHN 907 249 1262
5005 RASPBERRY RD
ANCHORAGE AK 99502
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4. TYPE SERVICE
13. CHARGES
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Spur:
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REPRINT



Defense Logistics Agency



BRAC 2005

DLR Procurement Road Ahead

Mr. Stephen E. Rodocker

27-29 Aug 07

Agenda

- BRAC Initiatives
- Implementation Strategy
- Strategic Sourcing Overview
- Challenges
- Progress
- Questions

Overview of the BRAC 05 Supply and Storage Decisions and Pillars

Decision 35 (Recommendation 176): Depot Level Reparable (DLR) Procurement Management Consolidation

DLR Procurement Pillar:

Transfer procurement management and related support functions for the procurement of DLRs from the Military Services to the Defense Logistics Agency (DLA).

Consumable Item Transfer (CIT) Pillar:

Transfer of function related to the management of consumable items from the Military Services to DLA.

Decision 43 (Recommendation 175): Commodity Management Privatization

Commodity Management Privatization Pillar:

Transfer supply contracting functions for tires, packaged petroleum products, and compressed gasses from the Military Services to DLA. Disestablish (privatize) all other supply, storage, and distribution functions for these commodities.

Decision 51 (Recommendation 177): Supply, Storage, and Distribution Management Reconfiguration

Strategic Distribution Pillar:

Designate 2 DLA Distribution Depots as Strategic Distribution Platforms (SDPs), mirroring the 2 existing SDPs. Designate remaining DLA Defense Depots (DDs) as Forward Distribution Points (FDPs), focused on local customers.

Maintenance Depot Supply and Storage (Retail Supply Operations) Pillar:

Transfer all supply, storage, and distribution functions / work in the Military Service Maintenance Depots from the Military Services to DLA.

Note: **For briefing purposes Decision 35 will be presented as two recommendations.**

DLR Procurement Management Consolidation

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....*

Post-BRAC Business Model

- **A Single, Integrated new DLR procurement management provider supporting all Service requirements by FY 11:**

Value Added

- **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**

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

DLA Today & Tomorrow
Streamlined Acquisition

Today

- Air Force
- Army
- DLA
- Marine Corps
- Navy

- •Multiple Clauses
- •Multiple Policies
- •Fragmented Collaboration
- •Multiple Processes
- •Multiple Systems

Tomorrow

- ✓***Single*** Policy
- ✓***Single*** Process
- ✓***Single*** Automated System
- ✓***Single*** Supplier Collaboration Model

DLA's Strategic Plan for DLR Procurement Management

Extend the DLA Enterprise

Maximize warfighter potential by extending the Enterprise to provide worldwide response and integrated, best value supplies and services consistently to our customers.

- **Extend competencies and capabilities closer to the warfighters.**
- **Actively engage the warfighters to better understand their needs and meet their requirements.**
- **Align demand and supply chain capabilities within the supply chain management model to better support the warfighters and their weapons systems.**
- **Design, implement, and sustain a best value enterprise IT environment.**

Implementation Strategy

DLR Detachment Implementation Strategy

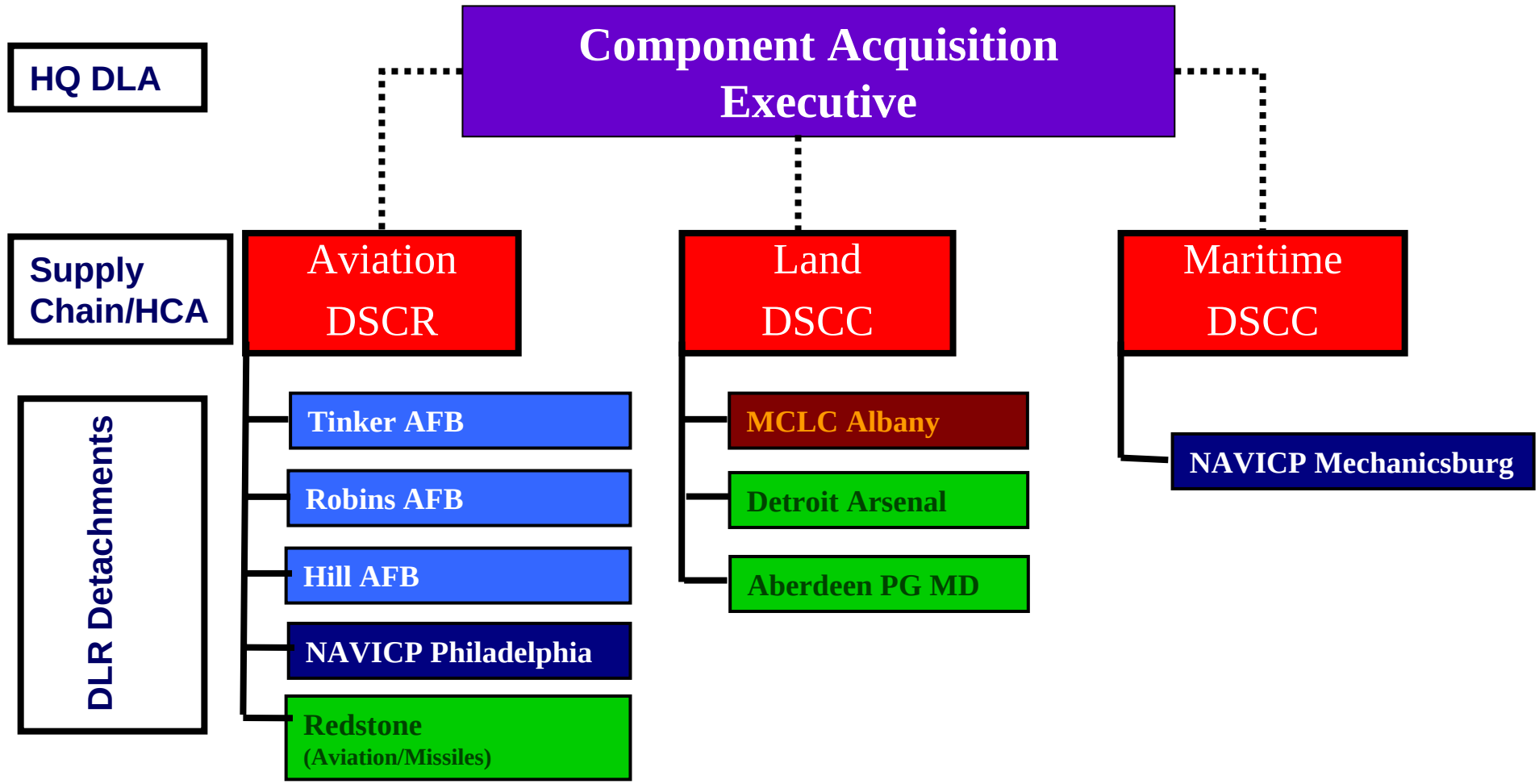
Initial Transition

- Buy all new DLRs
- Tiered Implementation
- "As-is / Where-is" - Policy, Process, & IT systems
- Work is reimbursable for acquisition services
- Military Services retain Item Management
- Joint Governance for Joint Acquisition Strategies
- Establish Strategic Materiel Sourcing Group (SMSG) I.T. Solution for strategic sourcing data
- Consolidated buys identified by Strategic Material Sourcing Group…long term contracts for consumables & DLRs
- Jointly established Key Performance Indicators and PBAs

DLA Desired End-State

- Detachments remain in place & report to single Chief of Contracting Office at appropriate DLA Supply Chain Head of Contracting Authority
- Single contract writing tool in BSM (e-Procurement)…DLA Policies & Procedures
- DLA Detachment responsible for all DLR procurement
- Full visibility of all procurement & requirement forecasting information
- Fully automated Performance Measurement system to capture & report performance
- Joint Governance for Joint Acquisition Strategies

Depot Level Reparables Organization Structure



Tiered Implementation Approach (Notional)

Tier I - 48%/16%**	Tier II – 46%/62%	Tier III – 5%/20%	Tier IV - 1%/2%
• No Data Rights • No First Article • Part Number Buy (non-NSN) • Single Item Procurement (NSN) • Transactional Buys (NSN) • New DLR Procurement (NSN)	• Corporate Contracts – Buy ONLY • Single Item Procurement (not in Tier I) • Multiple Item Procurements (NSN/non-NSN) • New DLRs • Special Tests • Technical Requirements • No Special Services	• OSD Maturity Model I & II PBLs • DLR with incidental services - not repair • Performance Incentives (Positive and Negative) • Requires Business Case Analysis	• OSD Maturity Model III & IV PBLs • Combined with Program Requirements • Requires Business Case Analysis

- **USAF -- All Tiers transferred concurrently**
- **Track and report performance based on jointly established Key Performance Indicators**

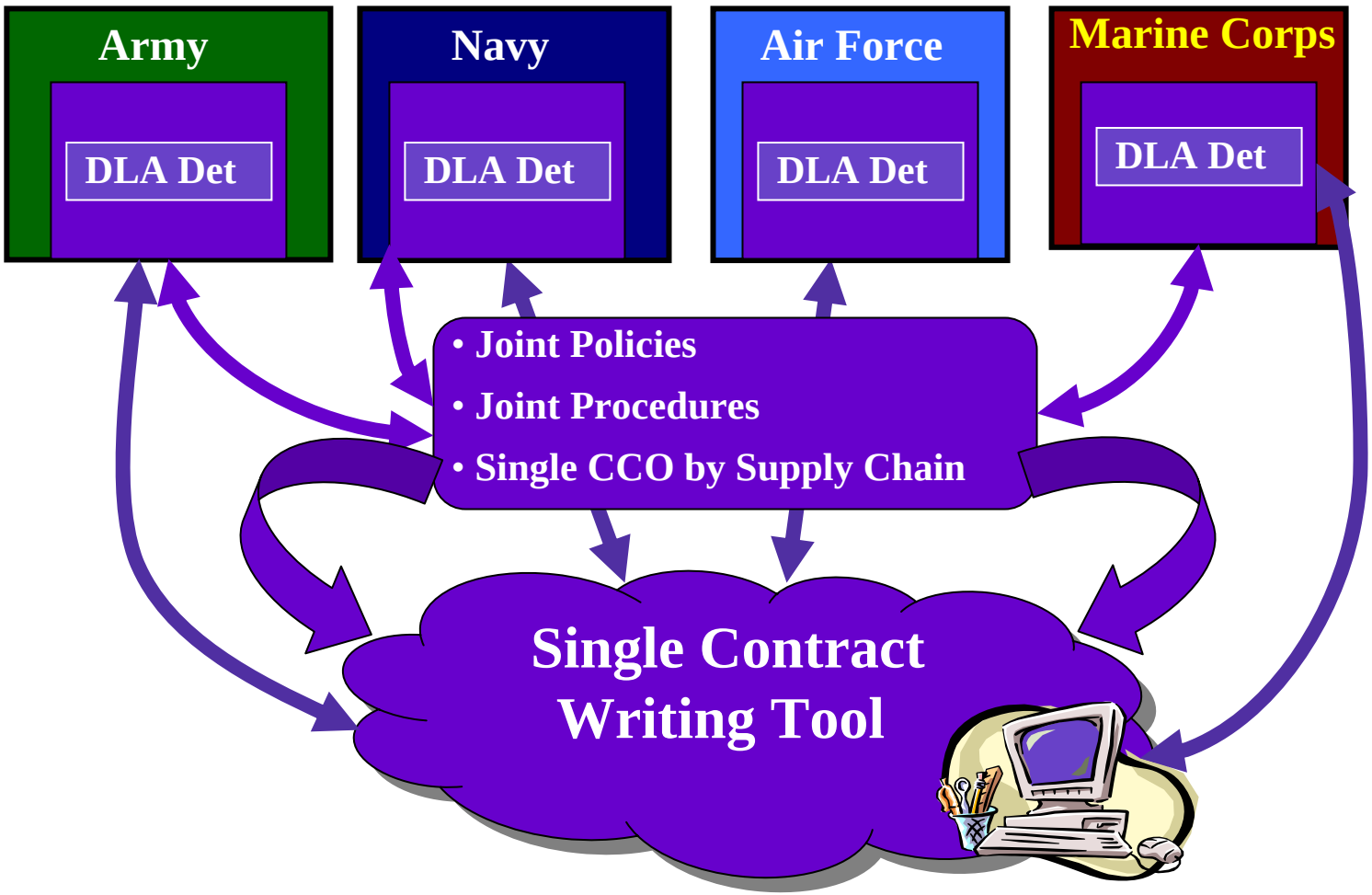
**** Items/Dollar Value**

Procurement Business Process – At Detachment Stand-up



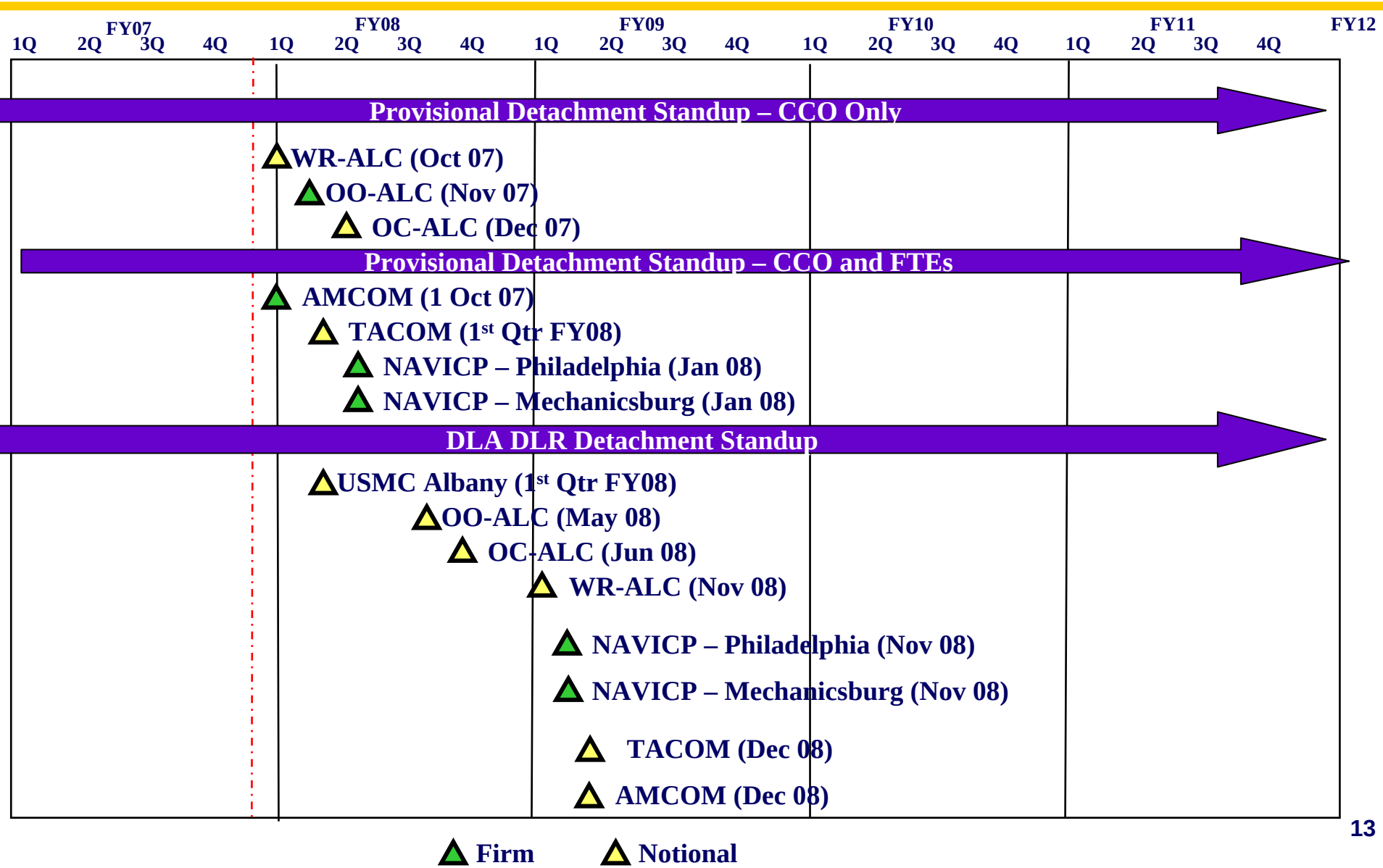
DLA buyers will execute contract actions for current purchase requests & administer existing contracts

End-State Procurement Process



DLA buyers will execute contract actions using single contract writing tool

Implementation POA&M
FY07 – FY11



Strategic Sourcing Overview

DLA Strategic Partners & Top MILSVC Suppliers

- Synergy Across Department – 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

Joint Acquisition Strategies Board Governance Model

Level I Roles
- Champion joint acquisition strategies
- Resolve conflicts that inhibit joint acquisition strategies
- Approve overall sourcing and supply chain goals
- Oversee and Monitor performance metrics
- Establish Level II Board

ARMY | NAVY | AIR FORCE | MARINE CORPS | DLA

•Standing Membership

(Some Acquisitions May Require Other Vested Senior Leaders)

Level I*

(MRCAG / HQ)

GO/Flag Off / SES

Direction - *Strategic Sourcing Strategies-* *Approval*

Level II (Aviation, Land or Maritime Supply Chain) Roles as Delegated by Level I
- Own DLR sourcing process
- Set overall sourcing and supply chain objectives and goals
- Approve DLR Acquisition Strategies, Plans, Measures
- Evaluate ongoing strategic procurement performance
- Charter DLR Procurement IPTs

ARMY | NAVY | AIR FORCE | MARINE CORPS | DLA (HCA)

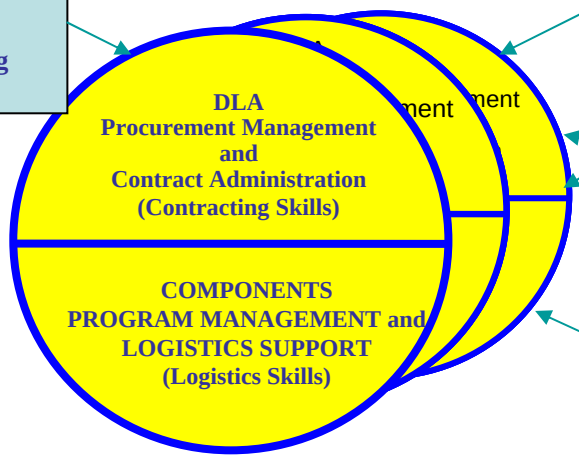
Level II

(Supply Chain)

GO/Flag Off / SES

DLR Procurement IPT

DLA SPE Provides Contracting Guidance



TRANSFERRED: Procurement Management

SHARED: Strategy Development

RETAINED: Requirements Management, Financial, Technical

Level III

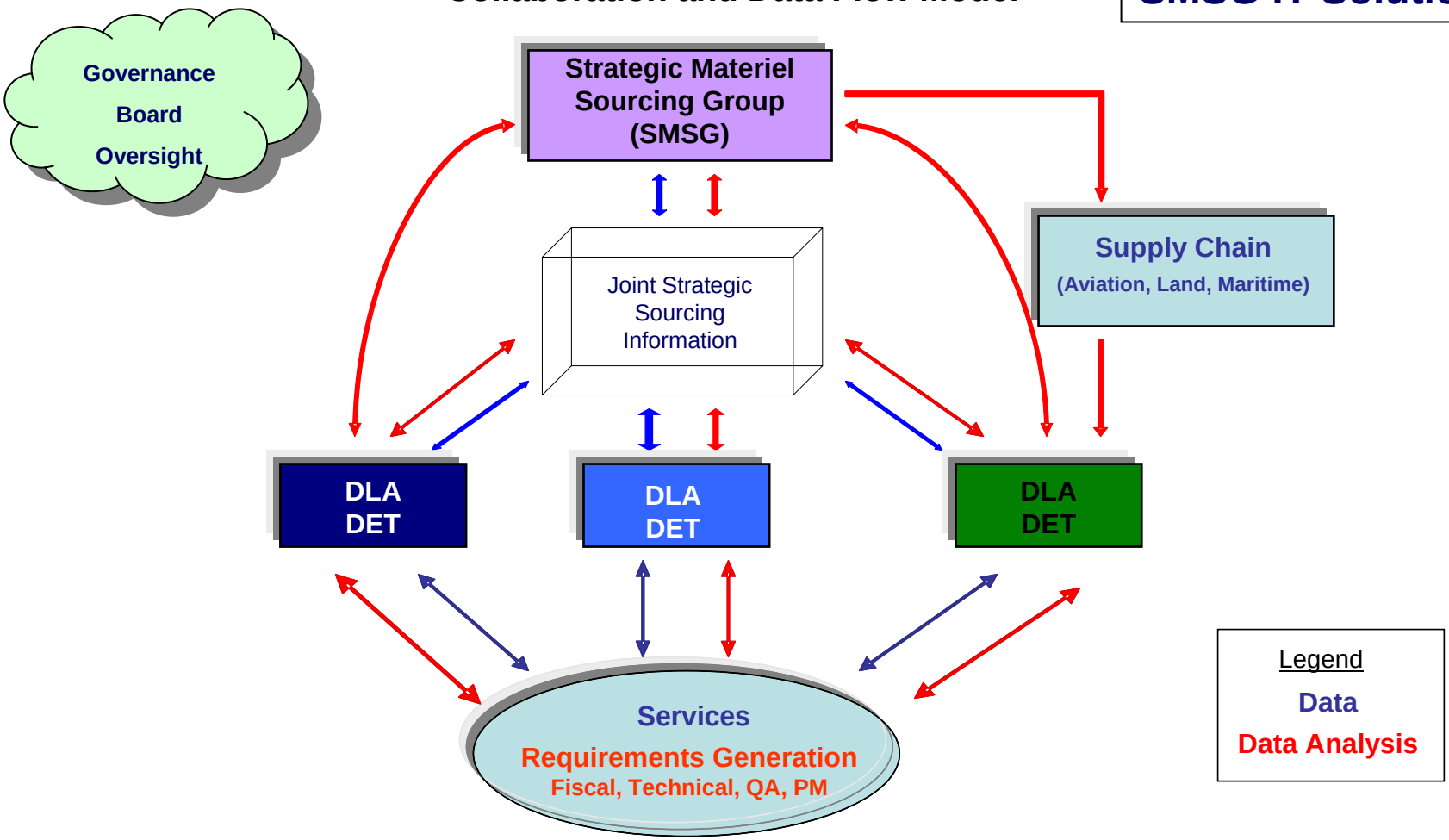
(Program Execution)

Level III – DLR Procurement Roles
- Establish/execute Joint Component DLR procurement strategies under the direction of the Level I & II Governance
- Execute supplier business agreements (includes sole source & competitive)
  - ✓ determine contract Terms & Conditions
  - ✓ performance requirements
  - ✓ determine price reasonableness
  - ✓ select source
- Capture, monitor, and distribute supplier performance
- Manage operational relationships with suppliers
- Conduct & maintain DLR market intelligence

Developing Joint Opportunities

Joint DLR Acquisition Collaboration and Data Flow Model

SMSG IT Solution



Challenges

Depot Level Reparables Transition Challenges

1. Day one DLA DLR detachment standup schedule shows earliest transition May 08, two thirds of the way through FY 08

2. Provisional Detachment Stand-up schedule of 01 OCT 07

3. Identifying & Programming Legacy IT System Changes

4. Ensuring that the transferring workforce numbers match the work which will be processed by DLA

Progress

Progress

- Governance Structure agreed upon by Materiel Readiness Component Advisory Group (MRCAG)
- Implementation Strategy Document completed and agreed upon by each Service and DLA
- Overarching Plan of Action & Milestones completed
- Initiated Pathfinder effort
- Finalized Savings Model
- Finalized Financing Of DLR Purchases

Depot Level Reparable Next Steps

- **Obtain USAF signature on Governance Charter**
- **Identify Site CCO**
- **Complete Site specific Plan of Action & Milestones**

Summary

- DLA and Air Force committed to a smooth transition
- DoD DLR Working Group aggressively spearheading effort
- Remaining challenges being worked
- Detachment Stand-up gives best chance to achieve savings
- Change management activities ramping up.

Defense Logistics Agency

Electronic Capability Assessment Plan (eCAP)

&

Monthly Wartime Rate

Prepared for: DSCC Supplier Conference

Date: August 2007

Agenda

- Monthly Wartime Rate (MWR)
- New surge plan process
  - Electronic Capability Assessment Plan (eCAP)
- eCAP Demonstration

What is the MWR

- A single monthly wartime rate that represents:
  - the Services recurring War time requirement, starting 30 days after a surge order is initiated.

- MWR will replace the current 6-month surge schedule

		OLD							NEW
NIIN	Item Name	D1	D2	D3	D4	D5	D6	Est. PLT	MWR
014469498	BATTERY,STORAGE	370	10	10370	11309	11600	11720	75	**9358**
014699184	BATTERY,STORAGE	0	0	92	105	110	110	96	**105**
014851472	BATTERY,STORAGE	174	0	1531	1656	1698	1703	30	**1607**
002246656	CLEANING COMPOUND, RiIFLE	0	0	214556	245945	259841	260722	72	**244799**
014786529	PARTS KIT, SEAL REPL	0	0	20	19	19	20	166	**8**

Why the Change to MWR

- Supply Chain Strategy
  - Rate based formulas/models
  - Contracts are in rates (units per period)

- Industrial Base Strategy
  - DFAR surge option clause (percent increase, production rate)
  - DD Form 2737 IB Questionnaire

Benefits of Moving to the MWR

- Reduce problems with Supplier's understanding the six-month schedule
- Simplifies contracting & Surge Plan (CAP)
- Matches current rate based tools:
  - Supply and Demand (SAD) Planner forecasting
  - Industrial Capabilities Survey
  - Alignment to BSM

New surge plan process - eCAP
(Electronic Capability Assessment Program)

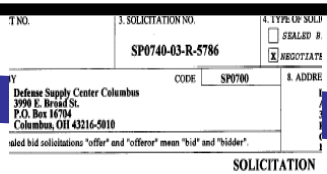
Supplier eCAP

- Standardized format for all surge plan submissions
- Captures surge coverage and shortfalls from DLA suppliers for better management and planning purposes
- Improved ability to identify investment opportunities
- Aids in capturing the level of coverage available

CAP Process Flow - Solicitation



Buyer/KO



Solicitation w/ S&S uploaded on DIBBS/Proc. Gateway

Solicitation Opens



Supplier follows instruction in solicitation and logs into eCAP

52.217-9007
Surge and Sustainment (S&S) Instructions to Offerors
(August 2007)



Supplier prepares eCAP



Supplier prints and mails CAP Summary

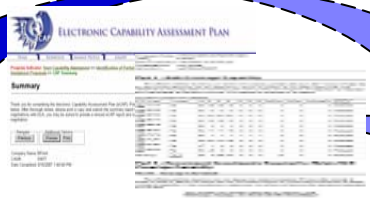


CAP Summary is a Binding Document Attached to Supplier's Bid

Solicitation Closed

CAP Process Flow – Source Selection

Source Selection Begins



eCAP revised

Supplier's CAP Summary is sent to ISS for evaluation



ISS revises the government eCAP/ CAP, if required



Buyer/KO

52.217-9008 Surge and Sustainment (S&S) Evaluation Factors (September 2004)



ISS evaluates supplier's eCAP record & CAP Summary



If required, Buyer/KO or ISS negotiates w/supplier

Source Selection Ends

ISS sends evaluation to Buyer/KO

CAP Process Flow – Award

Contract Award

Contract Award SP075 0 – 04 - D - 2629

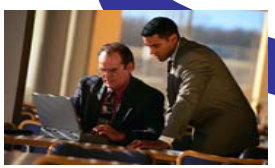
Supplier Awarded Contract with the eCAP agreement incorporated



If government funding is required the Contracting Officer will submit a request to the ISS



The Industrial Specialist will prepare and submit a formal funding request for the surge provision



If funding is approved, the contracting officer will be notified by the ISS

Contract Mod SP0750 - 04 - D - 0001

Supplier is issued a Mod and instructed to implement the surge preparations

Surge Provision Becomes active

CAP Process Flow – Post Award



CAP Summary

Supplier Change Event

Buyer notifies ISS of changes



eCAP revised



Print revised CAP Summary



Buyer/KO



ISS evaluates supplier's eCAP record & CAP Summary



Supplier revises eCAP/ CAP Summary, if required



If required, Buyer/KO or ISS negotiates w/supplier

Contract/ eCAP Updated

ISS sends evaluation to Buyer/KO

System Demonstration

Electronic Capability Assessment Plan (eCAP)

DoD EMALL
www.emall.dla.mil

1st Choice Support for the Warfighter

DOD EMALL

Point, Click, Ship

One Stop Support for the Warfighter!



Business Conference & Exhibition, August 27-29, 2007

DOD EMALL Contracting Office

Live On-line Demo Shop on DOD EMAL.

Supplier Account Manager (SAM) PM's Office, Battle Creek

- Catalog Design
- Catalog Hosting
- Order Transmission & Testing (EDI and Encrypted E-Mail)
- Catalog Changes
- Supplier Pages

-Marketing

Mantech Software Applications & Systems Designs

- Central Contractor Hosting System (CCHS - Automated Modifications and Post Award Actions)

DOD EMALL Supports the Field Level

Pre-Deployment Support



Deployment Lists
Shopper/Orderer
Workflow

In-Theater Support



National Stock Number
& Commercial Catalogs
Re-Order Lists
Order Tracking

Base Level Support



Facilities Services Contracts
Re-Order Lists
Regional/Local Catalogs
Regional/Local Pricing

General Information

- Contacting the Help Desk
- DOD EMALL Training
- Supplier's Corner
- DOD EMALL Supplier's List
- Learn More about DOD EMALL
- DOD EMALL Policy Statements

Shop

Catalog Search

Catalog Search allows the user to search by keyword, part number, UPC, catalog number, NIIN or NSN. You will also be able to browse by category or narrow your search according to particular attributes, e.g. price or supplier.

Power Search

Power Search is a feature of DOD EMALL that allows a user to manually search for up to two hundred part numbers, manufacturer part numbers or NSNs at one time. You can also import a text file for an easy way to search for multiple items without typing in each number.

Product Comparisons

Product Comparisons allow the user to display more than one item, side-by-side to assist in review of product information such as Item description, Unit of Issue, and Price.

Specialty Stores

Specialty Stores is where you will find collections of items built by DOD EMALL for broad user groups. These collections contain like items in logical groups and are available to all users to speed up the shopping process. You can review ach list and select multiple items from it for adding to a shopping cart.

Competitive Pricing

Competitive Pricing (e.g. On Demand Manufacturing) occurs after the user adds an unpriced item(s) to a shopping cart, and before the user clicks **"Checkout"**. It is used to request and receive competitive quotes from multiple vendors who are already on contract and have the ability to make a product or perform a service. A cart containing items that must be competitively priced cannot be checked out until those items are priced.

Housing

Housing is used to initiate delivery orders with contracted housing suppliers. This application encompasses competitive pricing for housing requests, order management, and invoicing. Access to the Housing Module is by Special Permission only. Should you need access, proceed to the Special Permissions tab in My Account to apply.

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Version 6.1.2

`DEFENSE SUPPLY CENTER, COLUMBUS
POST OFFICE BOX 3990
COLUMBUS, OH 43216-5000

IN REPLY
REFER TO DSCC-DOM

November 15, 2007

We invite you to submit a proposal to join the Department of Defense Internet shopping service called DOD EMALL, the Department of Defense Electronic Mall. The DOD EMALL is an Internet based Electronic Mall, which allows our Military customers and other authorized worldwide customers to 'shop' via a web page for the commercial products they need. Our military and federal customers may choose to order by Government MILSTRIP requisition or by using the Government purchase credit card.

Participation on the DOD EMALL is free of charge to all vendors. All that is required is a DOD EMALL contract and the ability to participate in the DOD EMALL e-commerce architecture. The DOD EMALL offers you the potential to increase your sales while reducing your administrative costs. Your participation in the DOD EMALL allows you to update prices, display parts availability or delivery, show technical specifications, pictures of your merchandise, and choose how you want to receive your orders (EDI delivery orders or electronic mail). You will enjoy worldwide exposure for your products targeted directly to Military and Federal end-use customers, 24 hours a day, and 7 days a week. DLA adds a 7.2% surcharge to prices, paid by customers, to cover EMALL administrative costs. DOD EMALL is at http://www.emall.dla.mil

Joining the DOD EMALL team is easy. A copy of the DOD EMALL solicitation is available at http://www.dscc.dla.mil/programs/Emall/ or by contacting Jacqueline Washington, Jacqueline.washington@dla.mil , (614)-692-5372 or Jim Secrist, james.secrist@dla.mil , (614) 692-7346



How To Become A DOD EMALL Supplier

- Review/Download Online Solicitation
- Contact the Contracting Officer for Details
- Complete the Solicitation
- Consider Posting an Open Market Catalog

(Supplier's catalog can be put on DOD EMALL as an Open Market Catalog before contract is written, if requested by customer)

- Complete the solicitation and provide your discounted price list on a spreadsheet. (template online)



Becoming An EMALL Supplier *(Continued)*

- Review the cover letter for Fill-ins
- Other details that are provided by the Supply Account Manager (SAM), such as catalog hosting, software encryption (PGP) information, supplier welcome page, other cataloging format issues are available on the DOD EMALL website.
- The DOD EMALL Business Rules are also available on our website. These Rules must be reviewed and signed by suppliers who do not have a current government contract.



DOD EMALL

Point, Click, Ship

QUESTIONS/COMMEN

Land and Maritime Supply Chain Kitting Program



Mrs. Laura Barraza
Mr. Derek Hurst
DSCC

August 28, 2007

Agenda

- What is Kitting – Program Background
- Kitting and the Military Customer
- Kit Acquisition / Build
- Kitting and Commercial Vendors
- Kits Managed at DSCC
- Points of Contact
- Conclusion
- Questions



DLA Kitting

Performance Transformation Culture

A Universal Program Through All Seven Supply Chains

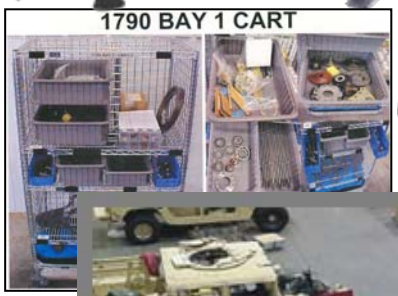


- Land
- Maritime
- Aviation
- Construction
- Clothing and Textiles (C&T)
- Medical
- Subsistence

An Enterprise Approach To Best Support The Warfighter

Kitting – DSCC-Land









New Programs

Tailored

New Concepts

- Program/Team established June 04
- The team consists of members with Supply, Technical and Quality Assurance skills.
- Team works closely with Acquisition personnel





Kitting Benefits



- **Saves Time…**
  - **All Parts Are Available When Needed**
  - **It's Easier To Forecast And Track One NSN Rather Than Many**
- **Saves Money...**
  - **It Costs Money To Research, Order And Store Material Until All Parts Are Available To Complete A Job**



Who Requests Kits

- **Customers Can Order Established Kits Or Can Request New Kits Be Developed.**
- **The Request For Kit Development Can Come From The Field, A Maintenance Depot, CSR, WSSM, PM Or ESA**
- **Who Can Not Request a Kit**
  - **DLA**
  - **A Vendor**



Kit Development



- **Some Of The Aspects We Consider:**
  - **Is There Sufficient Demand?**
  - **Is There An Existing Kit That Is Very Similar?**
  - **Affordability?**
  - **Will The PM/ESA Approve This Kit?**
- **All Kits Require ESA Approval**
- **DLIS Assigns An NSN**
- **Acquisition Initiated Thru DDC Or Commercially**

Kit Assemblers

Organic:	Commercial:
Defense Distribution Center (26 Depots)	**Numerous Large and Small Contractors**
•Can Assemble Quickly If All Components Are Available •FAT Completed On DLA Owned Material •Assembly Can Be Accomplished At Multiple Depots •Depot Assembly Can Save Transportation Costs -- Storing Assembled Kits On Site •Flexibility Of Performance	•Cost Is Sometimes Less Expensive • Includes Special Services • Utilize Government & Commercial Supply Chains • Tailored Packaging, Sub-kits, & Serialization • Strict Compliance To Engineering Requirements Such As CSI, FSCAP, Shelf Life, Etc • Commercial Contractors Monitor Configuration Changes

Commercial Acquisition

- **Work with Buyer on the Solicitation**
- **Work with Administrator on the award**
- **Small Business Office will help with Acquisition Questions.**
- **Bailment Program**



Commercially Acquired Kits

- All Government Furnished Material (GFM)
- Partial GFM
  - Bearings
  - First Article Test Components (FAT)
  - Over-stocked Material
  - Service Managed Material
- No GFM



Problems with GFM

- DLA Cannot Guarantee to have on Time
- Vendor Must Secure Material
- Vendor Must Provide Traceability
- Vendor Cannot Return Partial Packages
  - Problem for DLA
    - Tracking Material Vendor has
  - Problem for Vendor
    - Tracking Material Owned by DLA

Land Kits

- Tier I and II Generator Kits.
- FMTV Operational Kits
- EMI Communication Kit for the Marine Corp
- 6.5 Diesel Engine Gasket Kit for the HMMWV
- 5 Ton Truck Maintenance Kits
- FMTV Kits
- Forklift Kit
- M88 Engine Repair Kits
- HMMWV Reset Kits
- AAV Kits for the Marine Corp



Maritime Kits

- Paxman Engine Kit
- Seawolf Class SSN Ball Valve Parts Kit
- CG 110 Island Class Cutter Overhaul Kit
- York Compressor Repair Kits
- IMO Pump Major and Minor Kits
- VACCO Valve Repair Kits
- JP5 Valve and Compressor Maintenance Kits
- MK 7/8 Life Raft Maintenance Kit
- LCAC Deep Skirt Kits

Points of Contact

- **Small Business Office**
  - 1 800 262-3272
- **Land Kitting Team**
  - Land.Kitting.Team@dla.mil
  - 614 692-2710
  - 614 692-1759
- **Maritime**
  - 614 692-4244
- **Web Site-**
  - In process of development

Conclusion

- **Kits – By and For the Military Customer**
- **Kits – The Many Ways to Build and Supply**
- **Kitting- A Tidal Wave in the 21st Century**



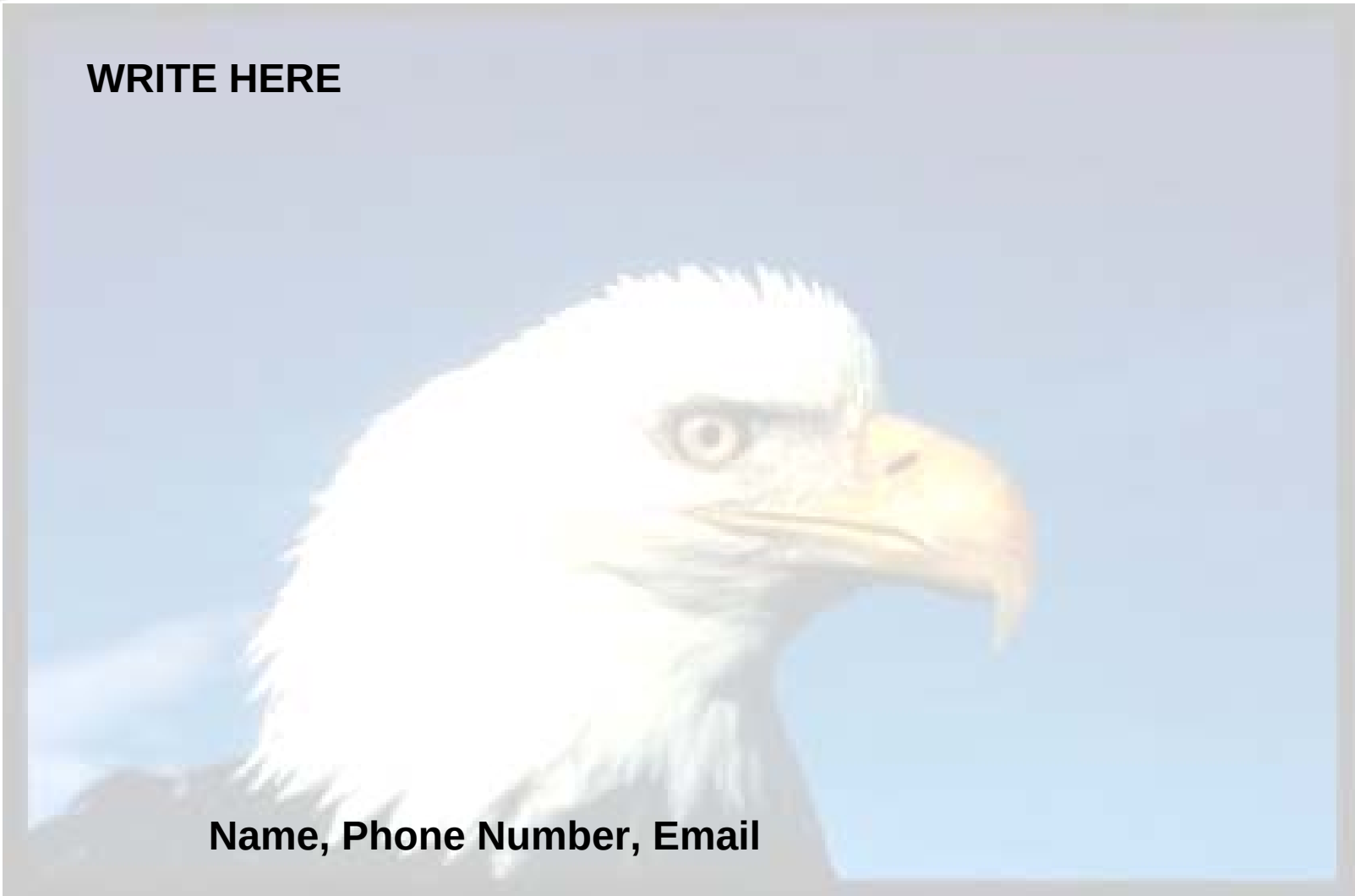




QUESTIONS

Performance
Transformation
Culture

WRITE HERE



Name, Phone Number, Email

Maritime Supplier Operations Break-Out Session





August 27-29, 2007

Agenda

- Maritime Supply Chain Overview
- Post Award Overview
- Request for Information (RFI) Overview
- Supplier Relationship Management
- Open Dialogue

Maritime Supplier Ops At a Glance

What

1.7M Items

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

From

5100 Suppliers

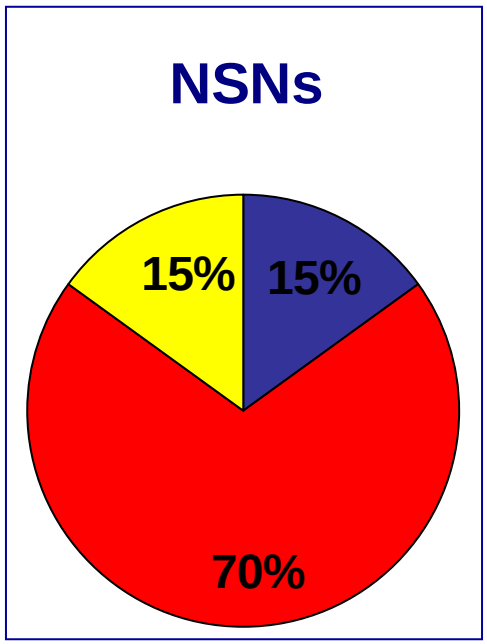
- Manufacturers
  - Marotta (Valves)
  - York (Compressors)
  - Timken (Bearings)
  - Raytheon (Electronics)
  - Amphenol (Connectors)
- Dealers
  - Large Dealer Network

By

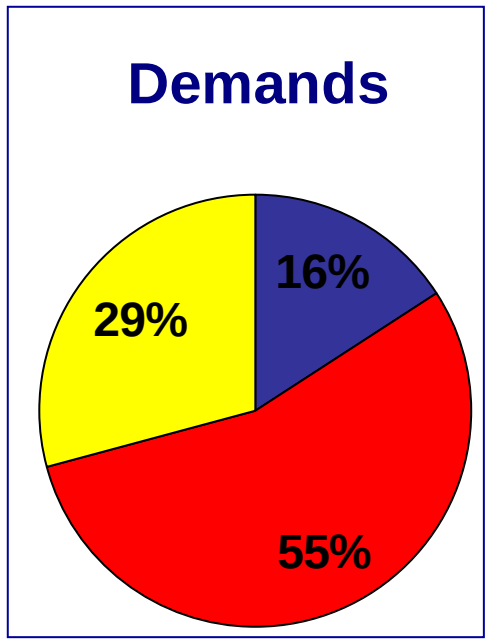
331K Contract Actions Worth $1.2B

• ~900 Employees • 28 Integrated Supplier Teams • 3 Sites

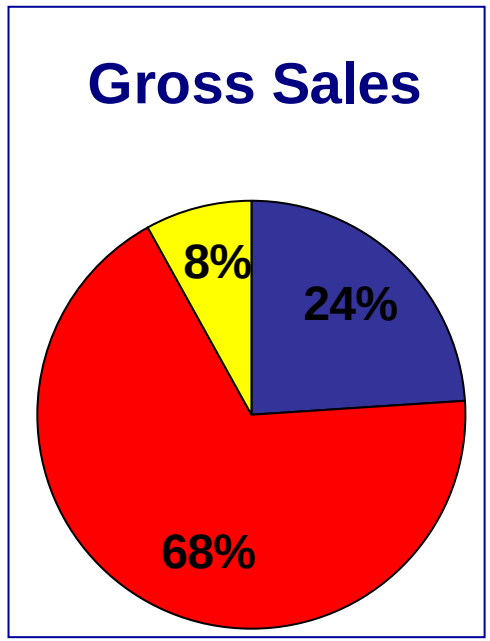
Site Comparisons
Maritime Supplier Ops



1 June 2007
(Snapshot)



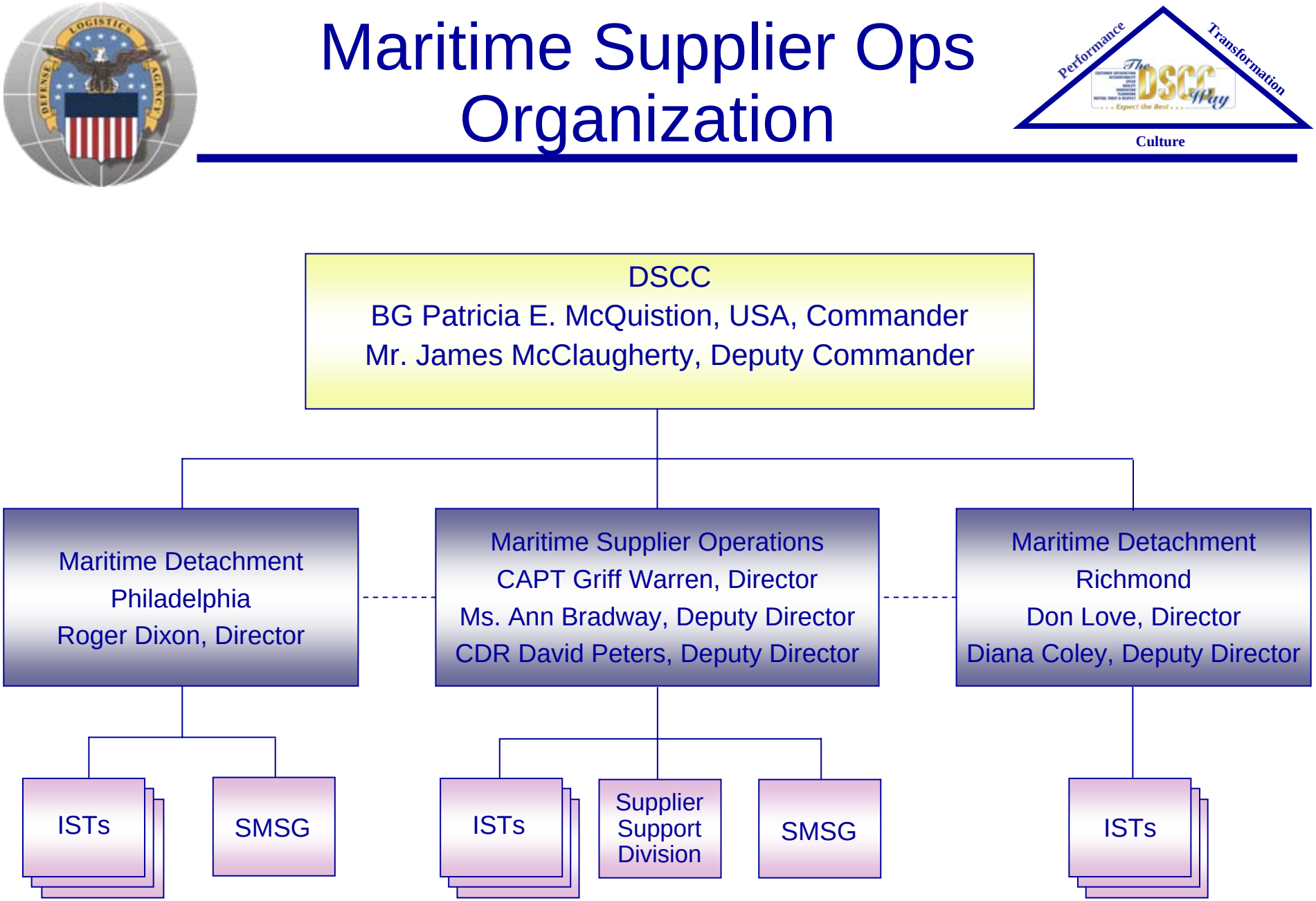
FY07 to Date
(Cumulative)



FY07 to Date
(Cumulative)

Columbus Richmond Philadelphia

Maritime Supplier Ops Organization



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

Post-Award

- Supplier Support Division Chief – David Glasscoe
- Maritime Contract Administration Chief – Stephanie McCormick
- Supervisor – Joanne Bogner
- Supervisor – Susan Coyer
- Supervisor – Myrtice Gray
- Supervisor –Jeff West
- Analyst – Chris Watson
- Each supervisor has a team consisting of approximately 15 contract administrators and acquisition support technicians.

Post-Award

- Centralized Post-Award Team 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.
- Our Goal: Be reasonable but demanding customers on behalf of the American tax payers.

REQUEST FOR INFORMATION (RFI)

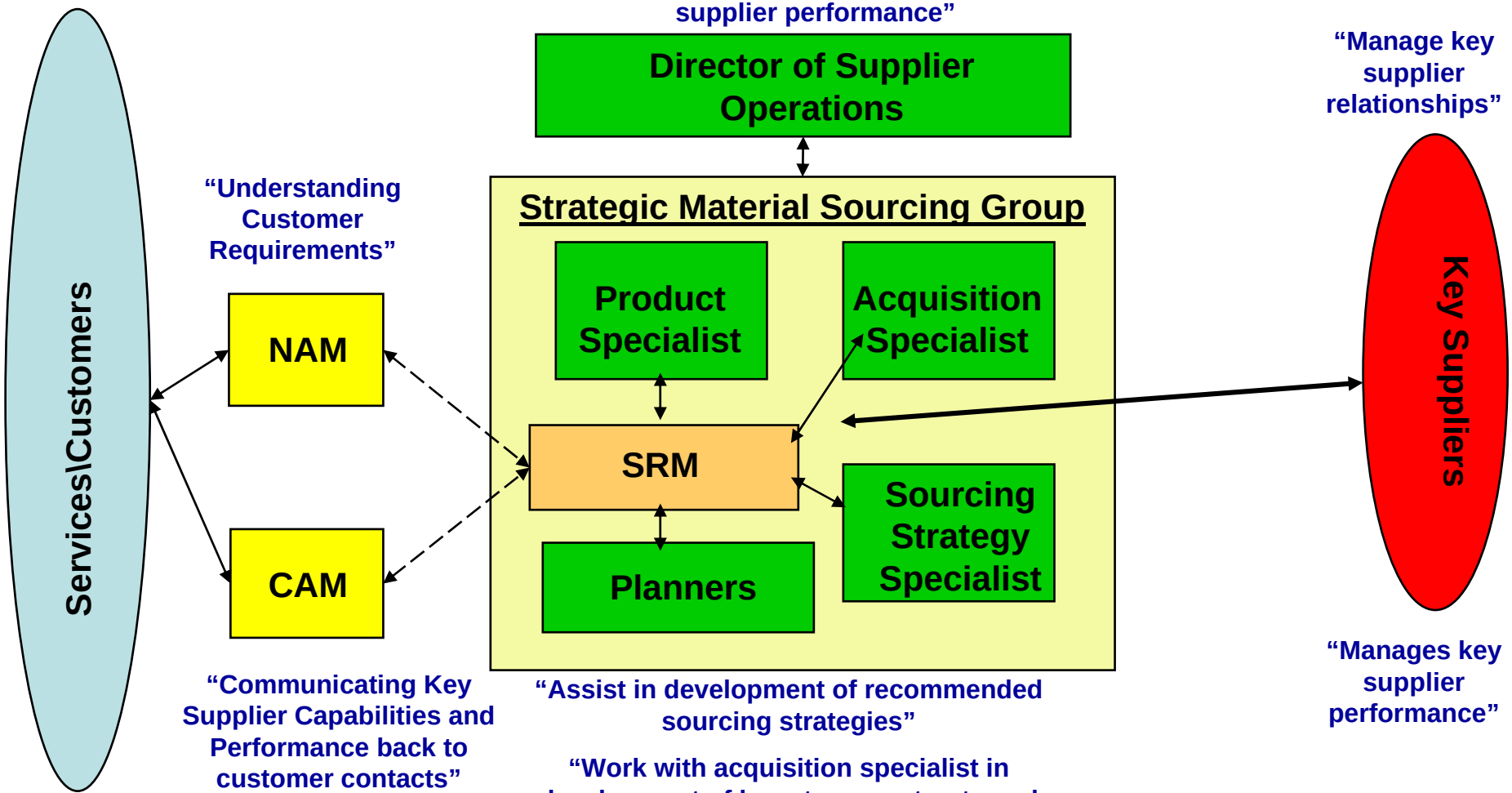
- RFIs are used to gather information from suppliers for future requirements
- RFIs seek price, delivery, and market research, for planning purposes
- Responses by suppliers are not offers and do not form a binding contract
- Federal Business Opportunities (FedBizOps) website is utilized for widespread publication http://www.fbo.gov/
- Information obtained enables presolicitation planning
- Currently used in Maritime Supplier Operations to assess supplier stock availability for urgently needed items with intent to “sweep up” small or partial quantities available “off the shelf”

Supplier Relationship Management

What is it?

SRM is a strategy for building relationships with key suppliers across the DLA Enterprise. It is a way of evaluating and leveraging supplier capability and using the knowledge gained to improve business processes.

SRM Organizational Position



Supply Chain Alliances

Objectives –

Allow both parties to work jointly to leverage capabilities to reduce inefficiencies in the Supply Chain.

Suppliers –

Raytheon, York, Warren Pump, Dresser-Rand, Timken, Crane, Clarcor, Kampi Components, Jamaica Bearing, SKF, JGB.

Goals –

- **ALT & PLT reduction**
- **Enhanced forecast**
- **Economic purchases**
- **Contract consolidation**

Successes –

- **Price reductions**
- **Enhanced communication**
- **Greater LTC coverage**
- **ALT/PLT savings**

How/Why Would SRM Engage My Company?



- Key suppliers identified by spend
  - Charters with 11 Suppliers
- Commodity driven issues
- Process solutions
- Complex issues that require coordination between customer and supplier

Long-Term Contract Initiatives

Navy Nuclear Reactor Program (21N):

Objective: Meet and maintain very high level of logistics support and material availability (>95%) for Navy Nuclear Reactor Program customers

Strategy: Develop Long-Term Contract to provide Customer Direct support on high demand items to all Navy Nuclear Reactor Program unique customers

Status: Data analysis to identify target population

Scope/estimated dollar value: TBD

Long-Term Contract Initiatives

363 Ton Shipboard Air Conditioning Plant:

Objective: Develop full Integrated Logistics Support (ILS) Performance Based Logistics (PBL) contract for A/C plant.

Strategy: PBL to provide supply support, maintenance, and training.

Status: Navy developing requirements for Statement of Work.

Scope: 400+ NSNs supporting approximately 100 Shipboard A/C plants

Estimated dollar value: TBD

Open Dialogue

Booth # 707 and 708

Excellence in Warfighting / Operational Relevance



Major General Willie J. Williams, USMC

Commanding General

Marine Corps Logistics Command

29 August 2007

The Marine Corps is first and foremost a <u>combat force</u> . . .







Warfighting Excellence

. . . *What is it?*

- Engage globally and respond immediately
- Handle non-traditional and traditional threats
- Technological superiority
- Flexibility in organization and employment of force
- Agility and speed in execution
- Economy of Force

'The business of the Marine Corps is warfighting.'

-- Gen Michael W. Hagee (Ret)
33rd Commandant, USMC



Warfighting Excellence

. . . Issues facing the Marine Corps

- Marine Corps growth
- Reset the Force for today
- Modernization efforts for tomorrow
- Adopt a Business Enterprise view



Operational Relevance

. . . Logistics Command's driving force



Warfighter



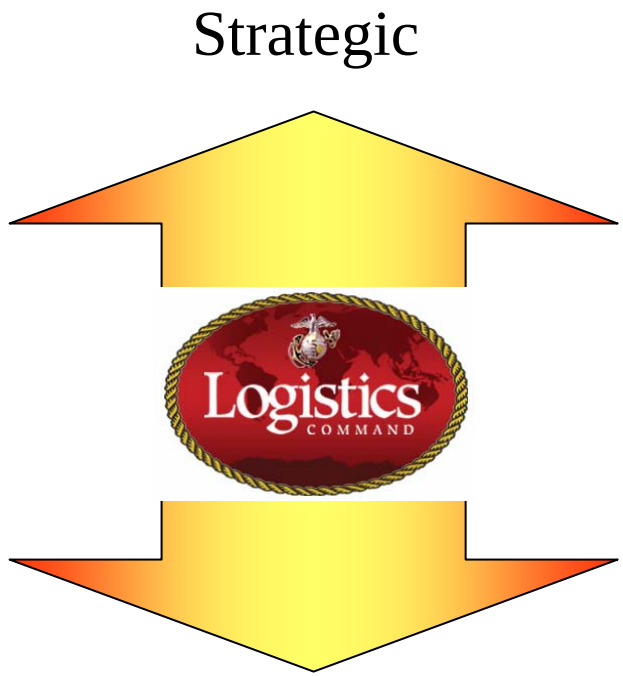
Logistics Command Core Competencies

- **Supply Management**
  - Supply Chain
  - Distribution
- **Strategic Prepositioning**
- **Contracting (Logistics Solutions)**
- **Depot Level Maintenance**
  - Rapid Response Team
  - Forward Positioned

Alignment Efforts

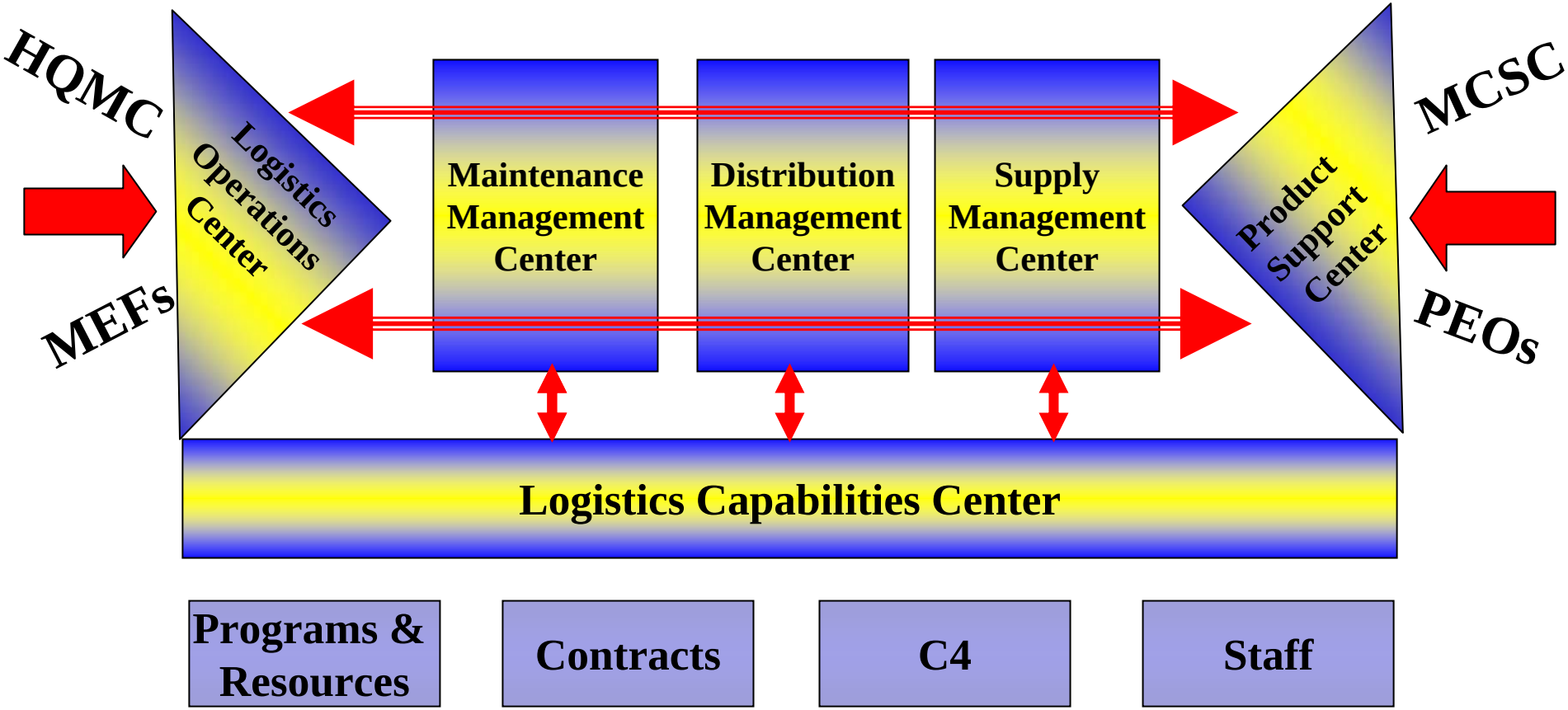
. . . Increasing our relevance

- E2E Log Chain Manager
- E2E Distribution Mgmt
- Maintenance Mgmt – all levels
- Operational Logistics Provider
- Broker for Logistics Services
- Voice of customer
- Logistics Chain Integrator
- Solutions Integrator
- Program Support Managers
- Product Support Integrator



Integrating the processes

…an organizational view



LOGCOM Leaning Forward

. . . *Relieving the burden*

- Operational Logistics
  - MCLC Forward
  - Consolidated Issue Facilities
  - Vehicle Hardening
  - Contact Teams
  - Mojave Viper
- Enterprise Readiness Analysis
- Acquisition Sustainment
  - Mine Resistant Ambush Protection Vehicle





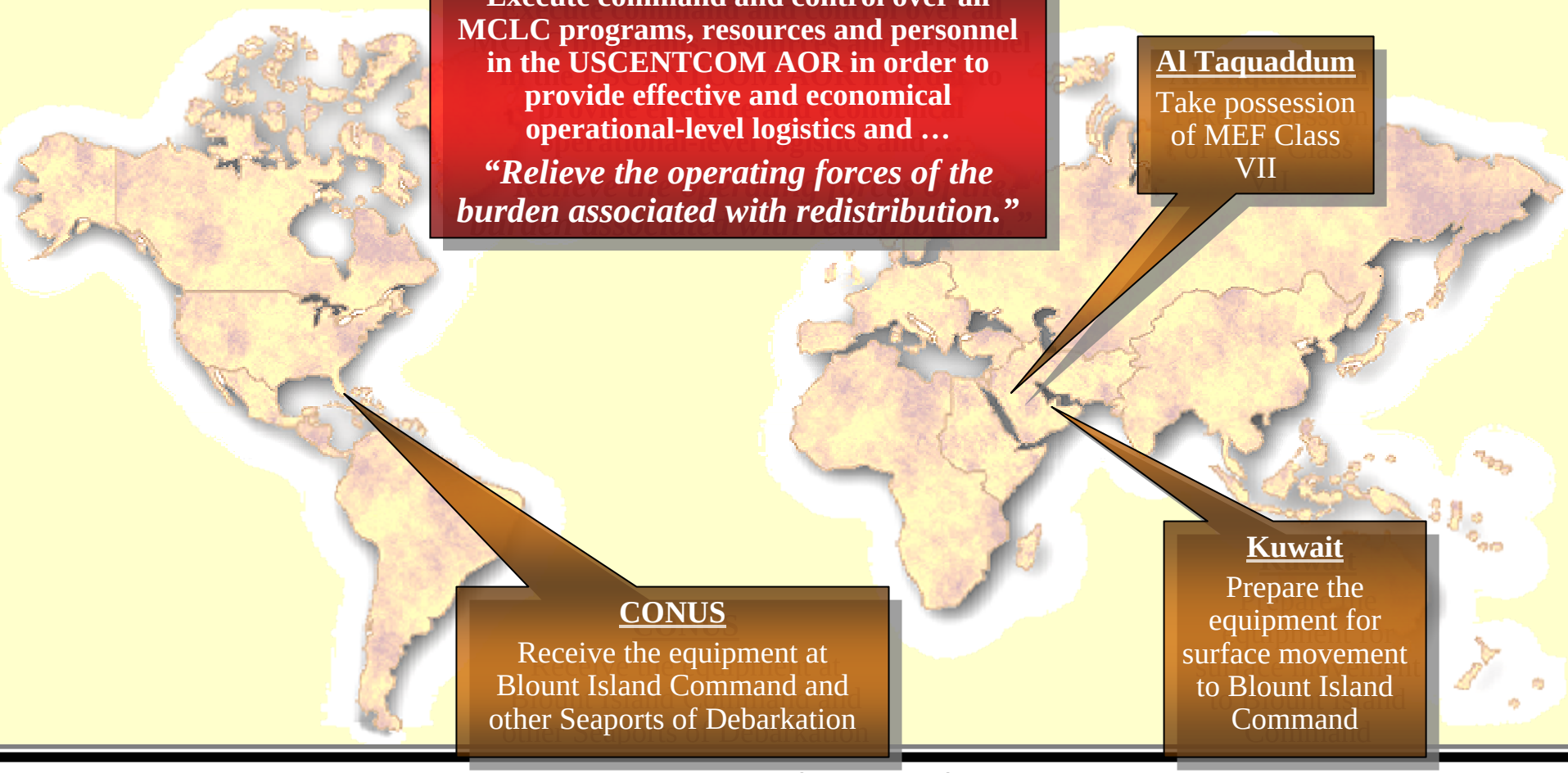


LOGCOM (FWD)

. . . Teaming with the Warfighter

Execute command and control over all MCLC programs, resources and personnel in the USCENTCOM AOR in order to provide effective and economical operational-level logistics and …

"Relieve the operating forces of the burden associated with redistribution."



Al Taquaddum

Take possession of MEF Class VII

CONUS

Receive the equipment at Blount Island Command and other Seaports of Debarkation

Kuwait

Prepare the equipment for surface movement to Blount Island Command

LOGCOM (FWD)

. . . Teaming with the Warfighter



Collaboration with Army Materiel Command

Iraq

(FWD)



Forward In-Stores



Principal End Items Rotation

Kuwait



Marine Expeditionary Unit Augmentation Program

Logistics Solutions for the Warfighter

LOGCOM Back Home

. . . *Equipment Hardening*

- **Rapid prototyping and proofing**
  - **LAV-A2 Upgrade**
  - **M1114 Frag-5 Kits**
  - **Mine Roller**
  - **HEAT**









LOGCOM Back Home
. . . Vehicle Hardening

- **Logistics Command Marines and Civilian Marines provide:**
  - **Marine Armor Kit**
  - **Deployment of Armor Installation Teams to support forward units**
  - **Explosive Resistant Coating**







Innovative and effective solutions that SAVE LIVES

Commandant's Priorities

. . . Focused on results



The nation's "shock troops", always ready – and always capable of forcible entry.



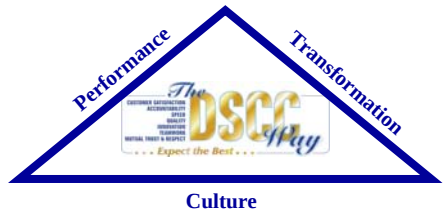
“Welcome Suppliers”
Land & Maritime Supply Chains

Performance
Transformation
The DSCC Way
Expect the Best
Culture









Managing Land & Maritime Supply Chains Within DLA

James McClaugherty, SES

Deputy Commander, DSCC

BG Patricia McQuistion

New DSCC Commander



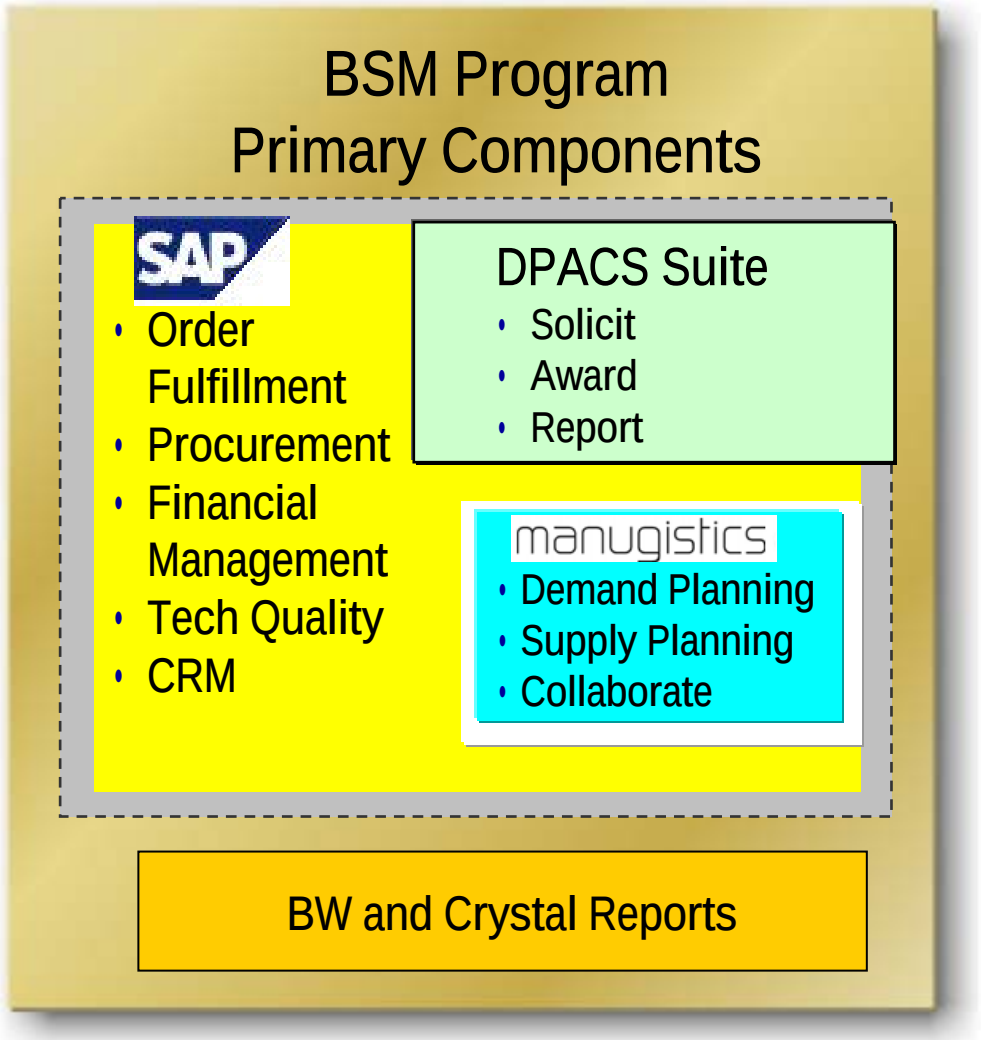
12 Sep 07
Assumption of Command

What Has Changed Within The DLA Enterprise



- Re-engineered Processes
- New Organization Structure
- New Touch points:
  - Crossing The DLA Sites/Supply Chains
- New IT Tools
- New Mission (BRAC)

BSM Components



DSCC ICP… Organization

Performance
Transformation
The DSCC Way
Culture



ICP Commander

Deputy Commander

Chief-of-Staff
Deputy Chief of Staff

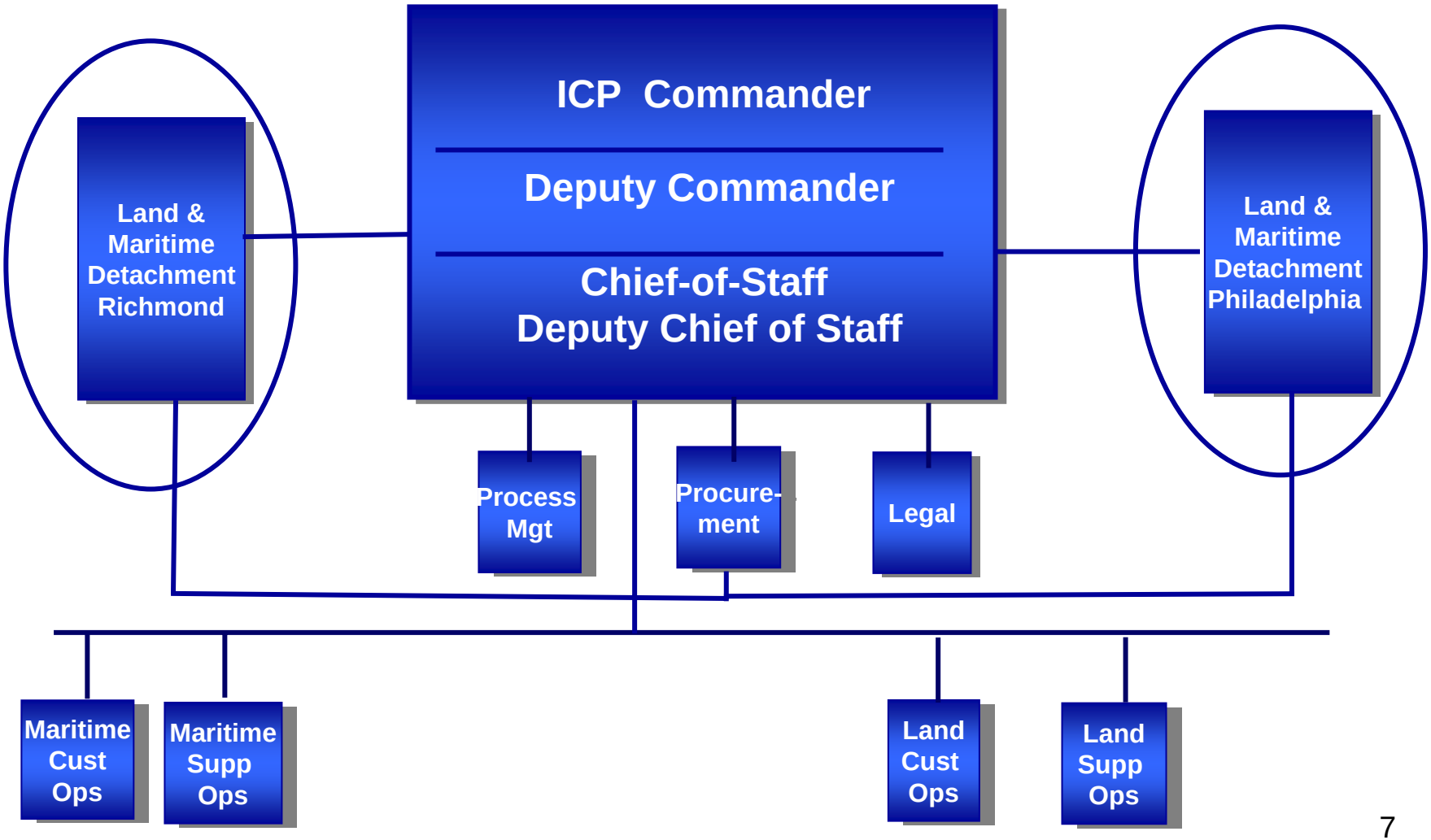


Maritime Cust Ops | Maritime Supp Ops | Land Cust Ops | Land Supp Ops | Aviation Det | Process Mgt | Procure-ment | Ops Support | Legal | Product Test Labs

Human Resources CSO-C | IT J6C | Financial J8C | Base Support DES-C

Aligned to BSM Business Model

Land & Maritime Supply Chains



Organizing by Demand and Supply Chains

Demand Chains - grouping of customers that are managed by Customer Operations

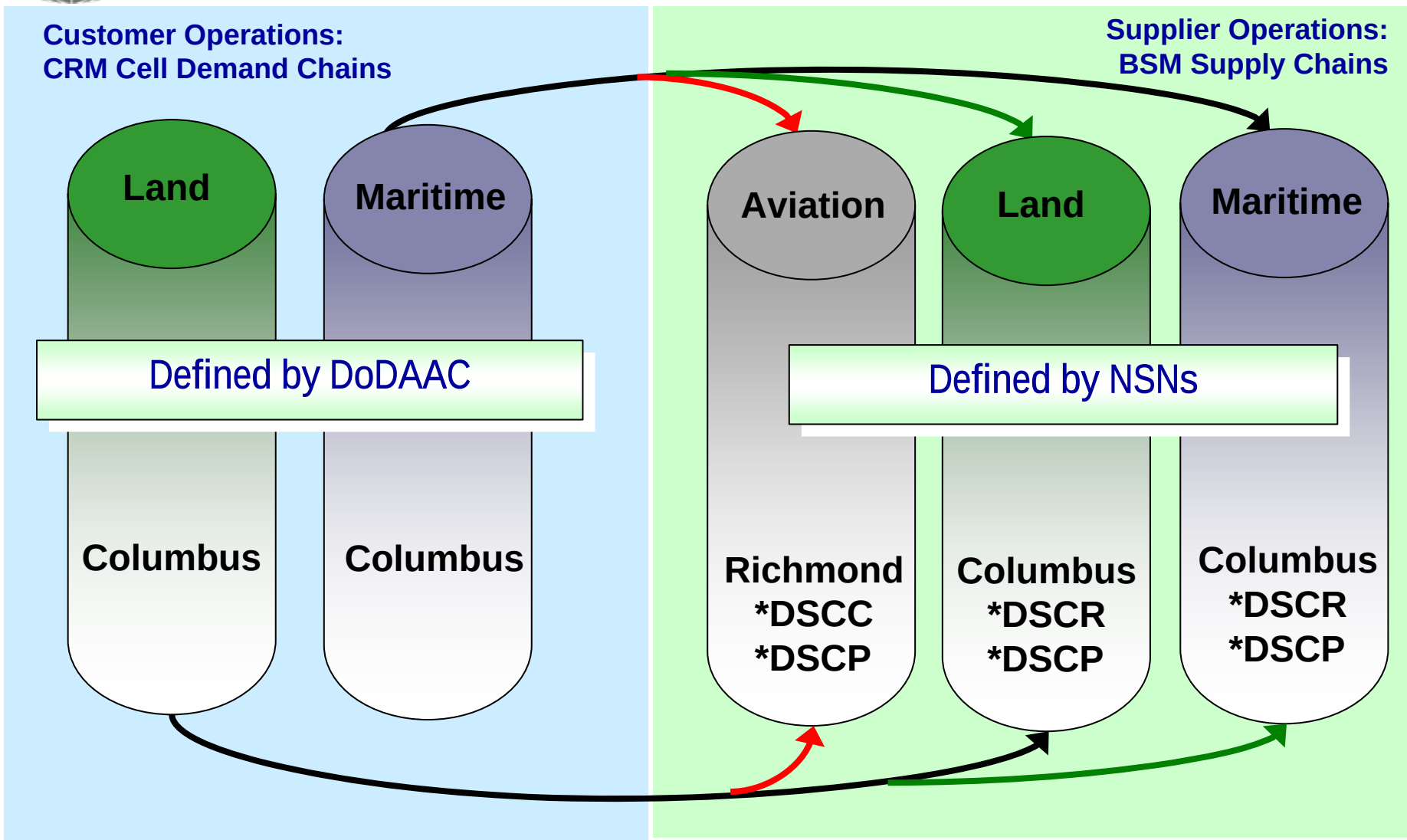
"Each Customer is aligned to one and only one demand chain"

- **Aviation**
- **Land**
- **Maritime**
- **Construction and Equipment (C&E)**
- **Clothing and Textiles (C&T)**
- **Medical**
- **Subsistence**

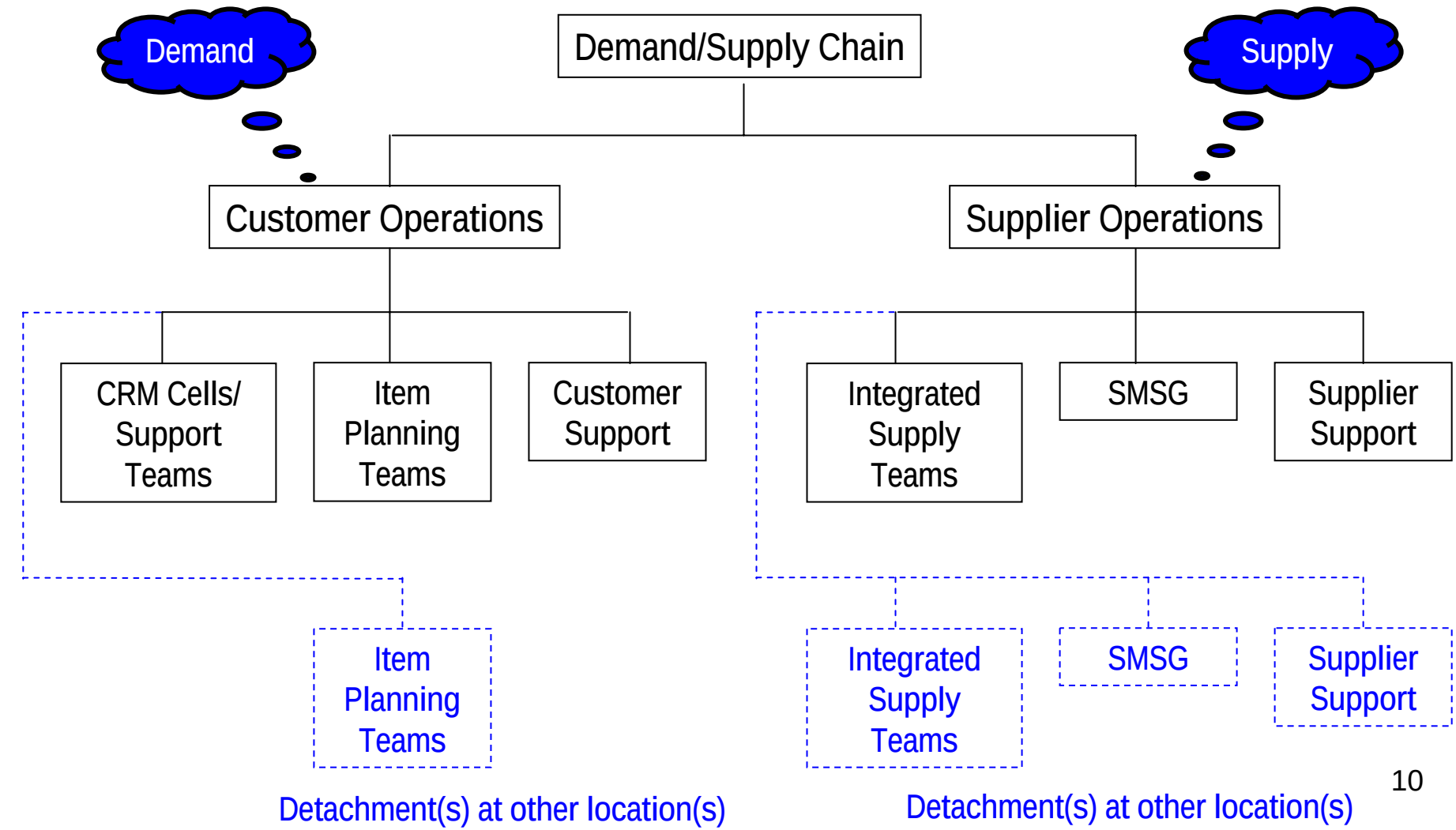
Supply Chains – grouping of items/suppliers that are managed by Supplier Operations

"Each item is aligned with one and only one supply chain"

Demand/Supply Chains



Demand/Supply Chain Organization Units



The Mission…
Supply/Demand Chains







Land

- 360K NSNs, 3 sites, $1.4B in sales
- Army/Marines…85% of demand

Maritime

- 1.6M NSNs, 3 sites, $1.7B in sales
- Army/Marines…51% of demand

Aviation Detachment

- 330K NSNs, $.6B in sales
- Army/Marines…53% of demand

The Mission…Land Demand/Supply Chain

Industrial and Operating Forces Support…



MCLB Albany

Industrial Support Efforts

- **IFSGs**
- **Collaboration**
- **Customer Pay**
- **Tailored Production Kitting**







MCLB Barstow

A call from the operating forces is not a disruption of our daily routine.

…and a Weapons Systems Focus…

Operational Support Efforts

- **Air Cond. Parts Support**
- **Land Readiness Room**
- **Armor/Suspension Kits**
- **Reset/Reconstitution**
- **Forward Deployed CAS's**

The Mission…Maritime Demand/Supply Chain

Performance Transformation Culture

Industrial and Operating Forces Support…

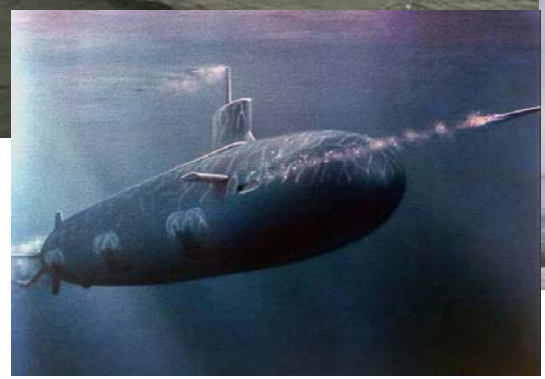


Norfolk Naval Shipyard



"…without a Respectable Navy, Alas America!"

John Paul Jones





Industrial Support Efforts

- **NAVSEA Shipyard CMP**
- **Shipyard Value Stream Analysis**
- **Collaboration**
- **EMALL**
- **Account Management**



TRF Kings Bay

Operational Support Efforts

- **Nuclear Reactors Program**
- **LCAC Parts Support**
- **Fleet CASREP Support**
- **ALRE**

…and a Weapons Systems Focus…

The ICP… Business Profile

Performance · Transformation · Culture

Sales Trend

- FY02 $2.3B
- FY05 $3.1B
- FY06 $3.1B
- FY07(Proj) $3.2B

Sales by Supply Chain

- Land $1.4B
- Maritime $1.7B
- Aviation $0.5B*

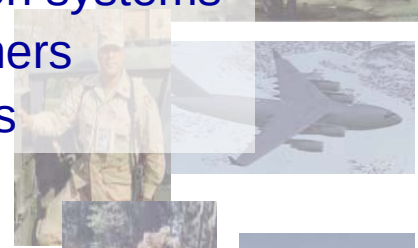
Foreign Military Sales

- Sales: $240M
- Supporting 90 nations

Scope of Business

- 8.2M requisitions/yr
- 525K contracts/yr
- 2M NSNs
- 1.3K+ weapon systems
- 25K+ customers
- 6K+ suppliers



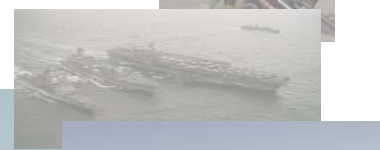






Our People

- 2500+ civilians
- 43 active duty
- 32 reserve





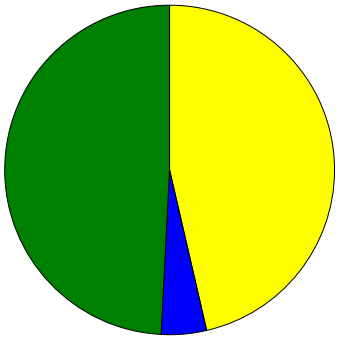




MAROTTA · Warren · OSHKOSH · YORK (Leading the World in Heating) · DRESSER-RAND · AM General · GENERAL DYNAMICS (Strength On Your Side)

Supply Chain NSN Distribution

Land Supply Chain (NSNs)

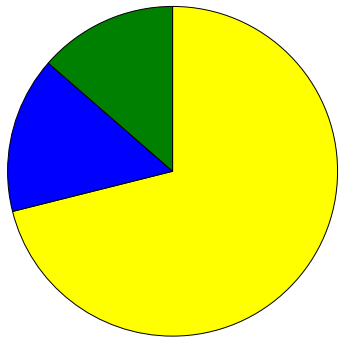


Total = 361,325

Columbus = 168,108
Richmond = 15,113
Philadelphia = 178,104

Note: Land Items Dominated by Col and Philly

Maritime Supply Chain (NSNs)

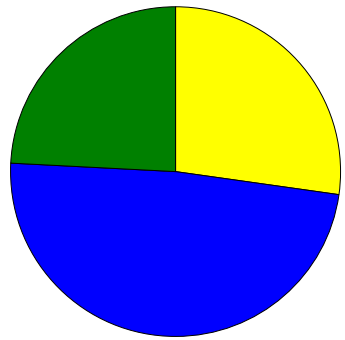


Total = 1,652,751

Columbus = 1,177,151
Richmond = 252,136
Philadelphia = 223,464

Note: Columbus Items Heavily Influenced by Electronics

Aviation Supply Chain (NSNs)



Total = 1,220,458

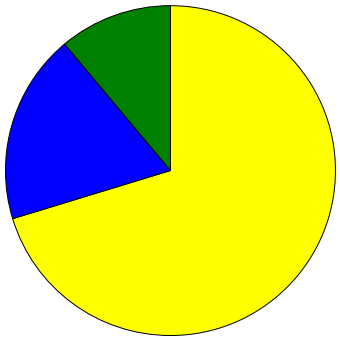
Columbus = 331,072
Richmond = 594,116
Philadelphia = 295,270

Note: Heavy Aviation Presence at All Three Locations

Columbus Richmond Philadelphia

Supply Chain Annual Demand Value Distribution

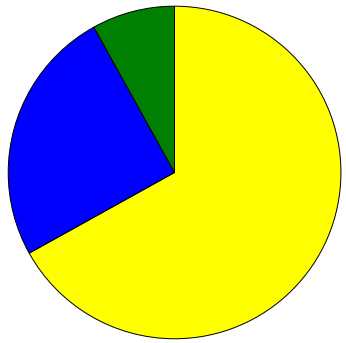
Land Supply Chain (ADV)



Total = $1,017M

Columbus = $715M
Richmond = $188M
Philadelphia = $114M

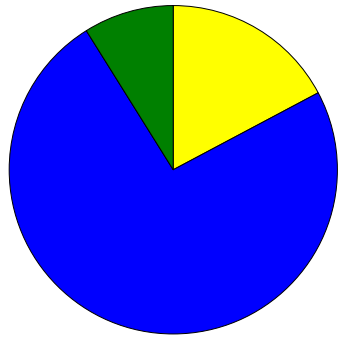
Maritime Supply Chain (ADV)



Total = $1,323M

Columbus = $883M
Richmond = $331M
Philadelphia = $107M

Aviation Supply Chain (ADV)

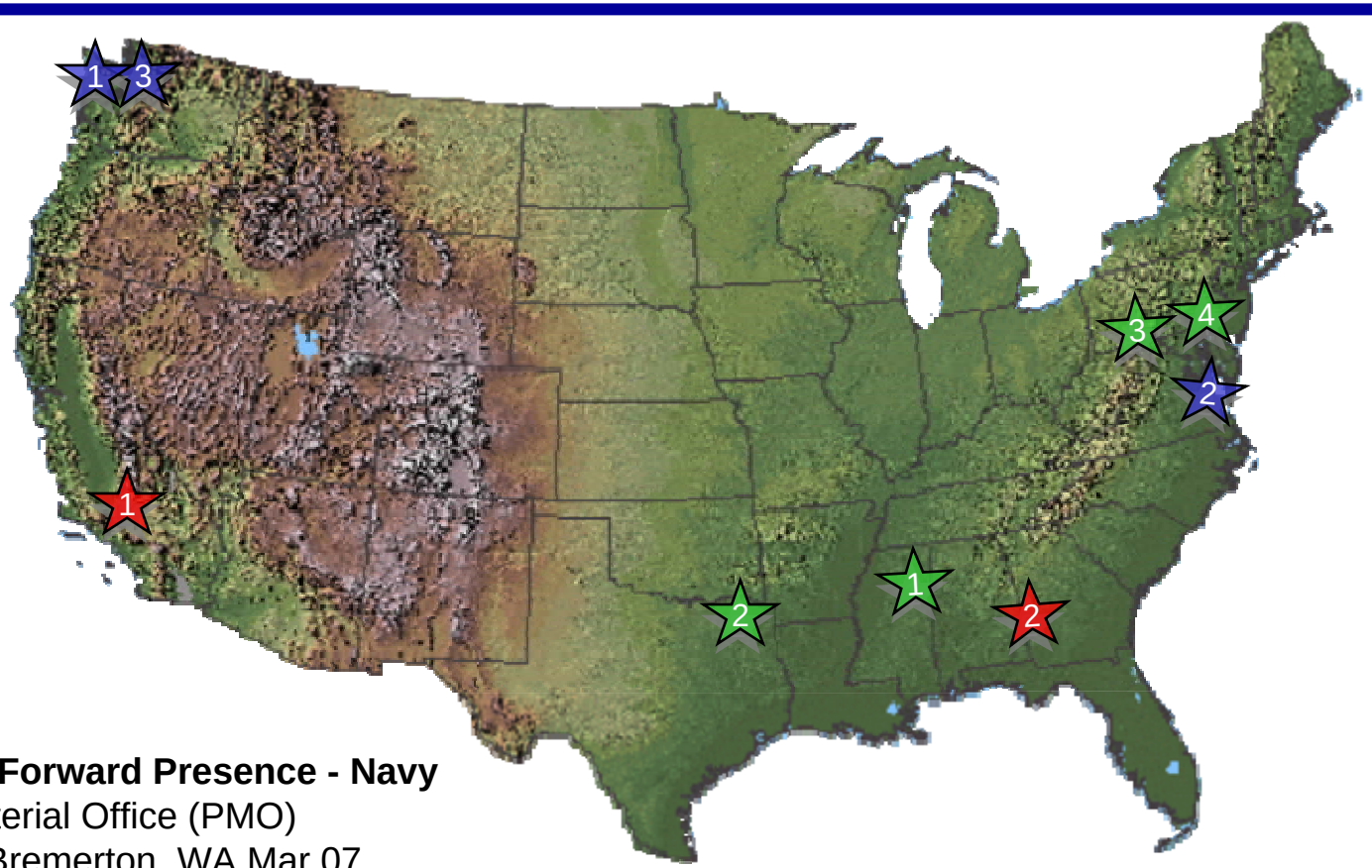


Total = $2,648M

Columbus = $453M
Richmond = $1,957M
Philadelphia = $239M

Columbus Richmond Philadelphia

Forward Presence Locations



Maritime Forward Presence - Navy

1. Priority Material Office (PMO) – Bremerton, WA Mar 07
2. Norfolk NSY – Norfolk, VA Mar 07
3. Puget Sound NSY – Seattle, WA Sep 07

Land Forward Presence - Marine

1. MCLB Barstow, Barstow, CA May 07
2. MCLB Albany, Albany, GA May 07

Land Forward Presence - Army

1. Anniston Army Depot – Anniston, AL May 07
2. Red River Army Depot – Texarkana, TX May07
3. Letterkenny Army, Depot – Chambersburg, PA May 07
4. Tobyhanna Army Depot, Tobyhanna, PA May 07

New Mission

4 Major BRAC Initiatives Affecting DSCC and our Partners

Performance Transformation Culture

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: **FY20**
- Prime Vendor arrangements for supply, storage, distribution and disposal requirements.

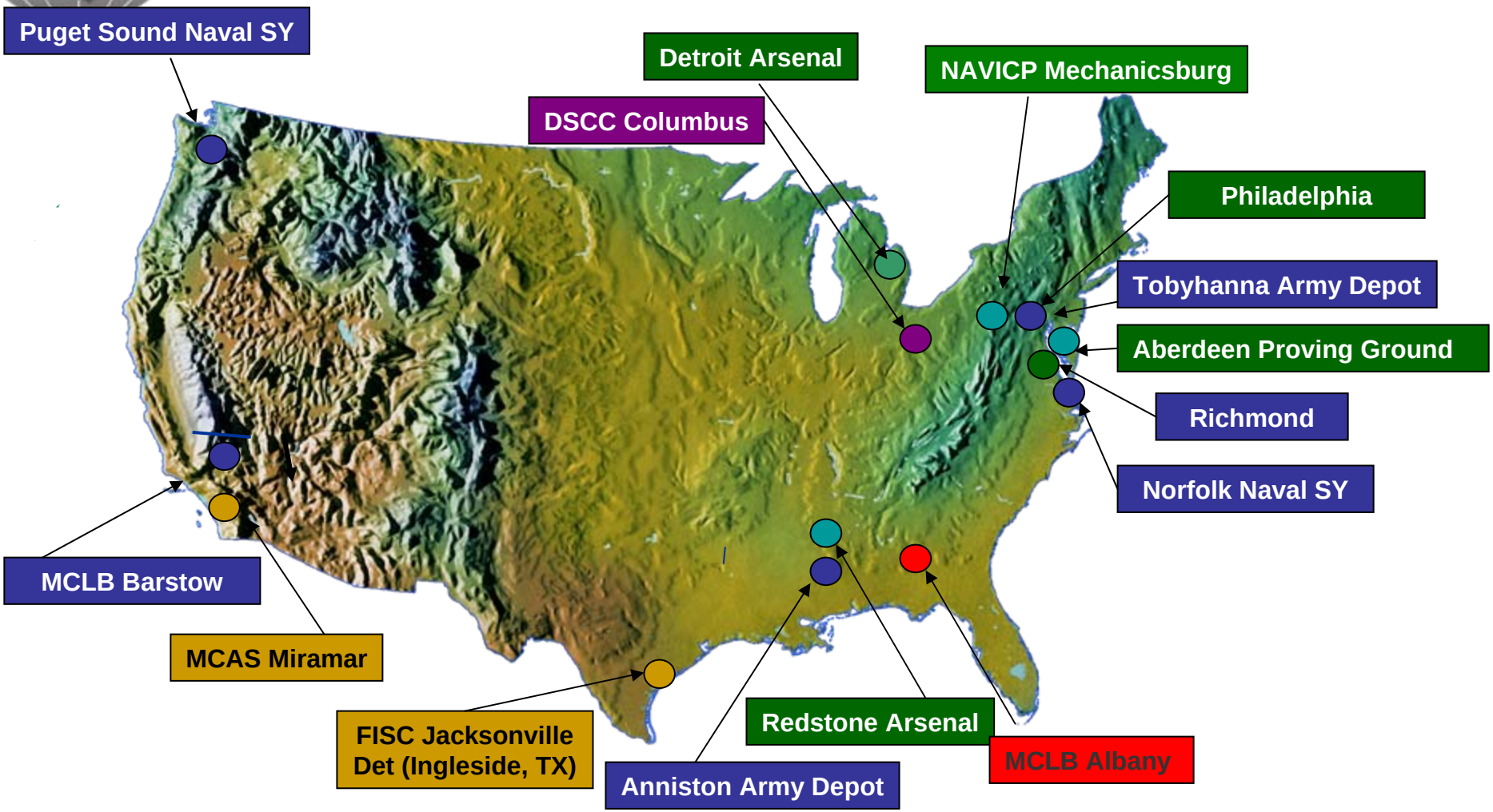
Execution
- Contracts by ’07
- Storage by ’08

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

Future DoD Enterprise Responsibilities
(DLRs/NIMS/Supply, Storage, Distribution)



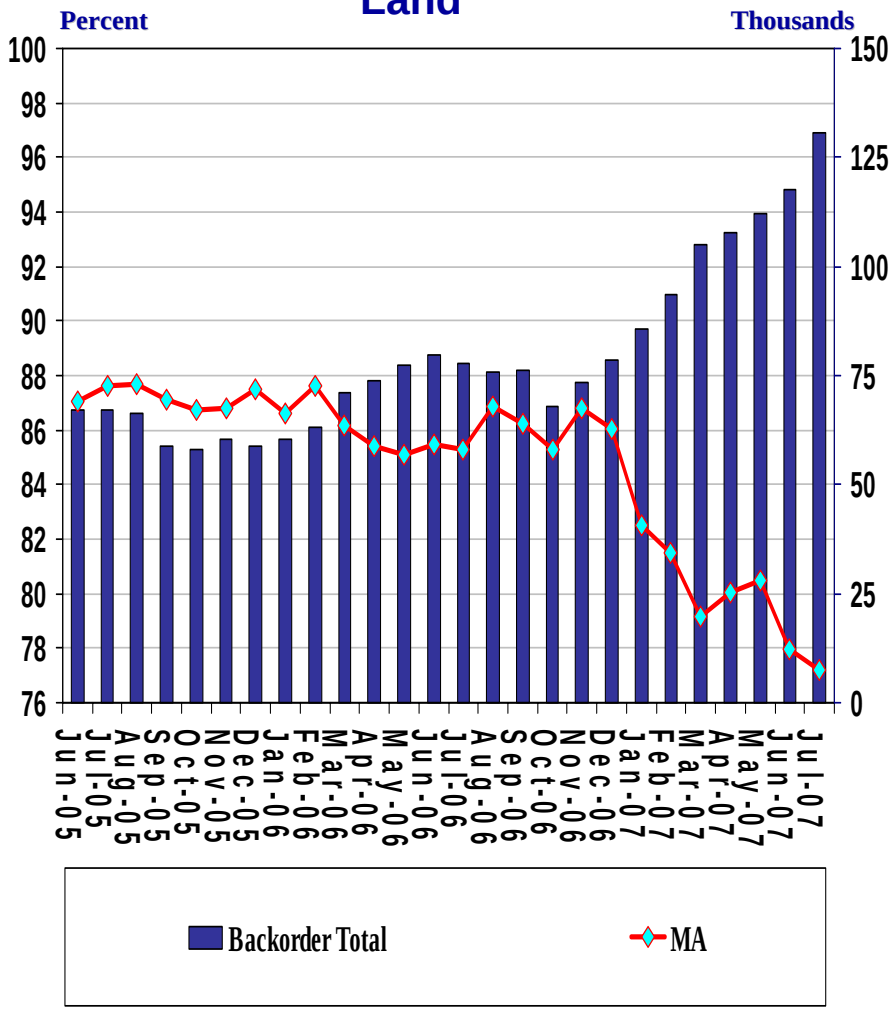
DLR Sites SS&D Sites DLR & SS&D Site NIMS Lead Sites

Challenges

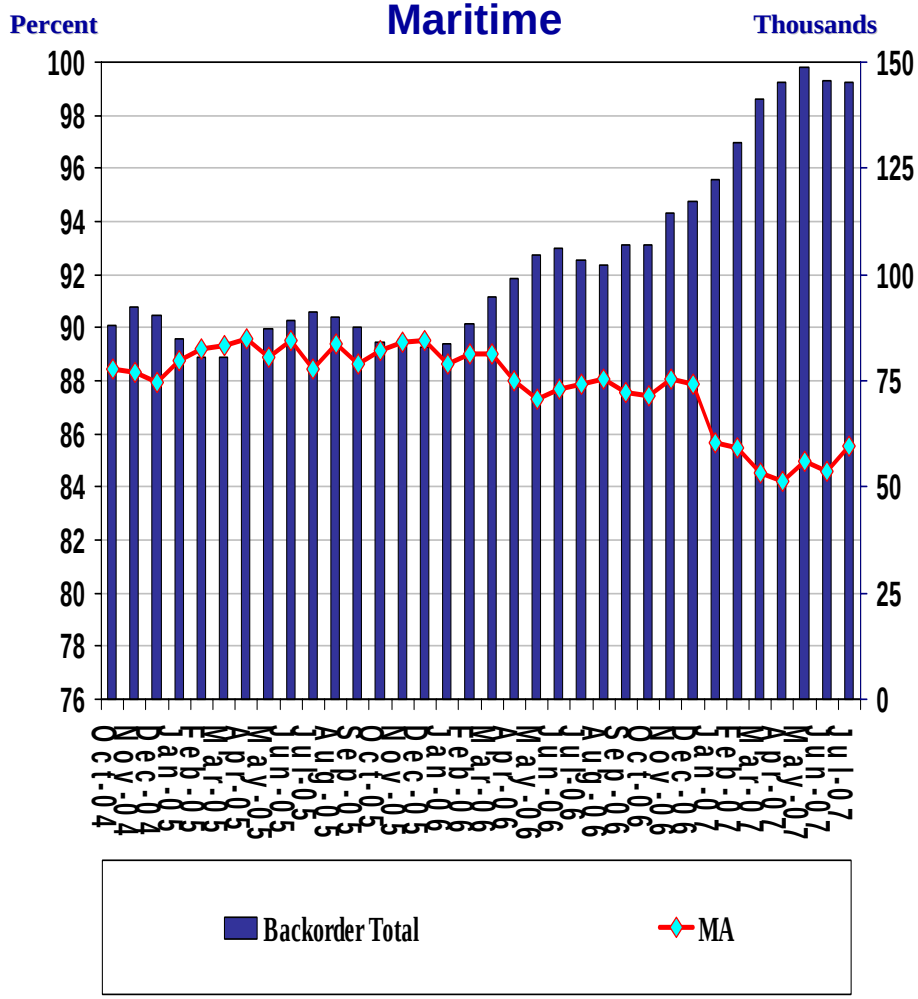
Maritime & Land Performance
Backorders & Materiel Availability

Performance
Transformation
The DSCC Way
Expect the Best
Culture

Land



Maritime



MRAP Vehicle Categories

Performance · Transformation · Culture

Category I (6 PAX):

Small unit combat operations in urban or confined areas.



Category II (10 PAX):

Ground logistics support operations/Multi-Mission.



Category III (12 PAX):

Explosive Ordnance Disposal & Route Clearance.



CAT 1 – Competing Vendors:

- Armor Holdings - Variant of the LMTV
- BAE - Model [RG 33]
- Force Protection Ind [Cougar 4 X 4]
- GDLS Canada [RG 31]
- International Truck Co [Model ?]
- Oshkosk Truck Co [Alpha Veh + kit]
- Protected Veh Inc [GOLAN + ERA]

CAT 2 – Competing Vendors:

- Armor Holdings - Variant of the LMTV
- BAE - Model [RG 33L]
- Force Protection Ind [Cougar 6 X 6]
- Force Protection Ind [JERRV 6 X 6 EOD]
- GDLS Canada [RG 31 Extended]
- International Truck Co [Model ?]
- Oshkosk Truck Co [Bushmaster + kit]
- Protected Veh Inc [GOLAN + ERA]

CAT 3 – Vendor:

- Force Protection Ind [Buffalo (MPCV)]

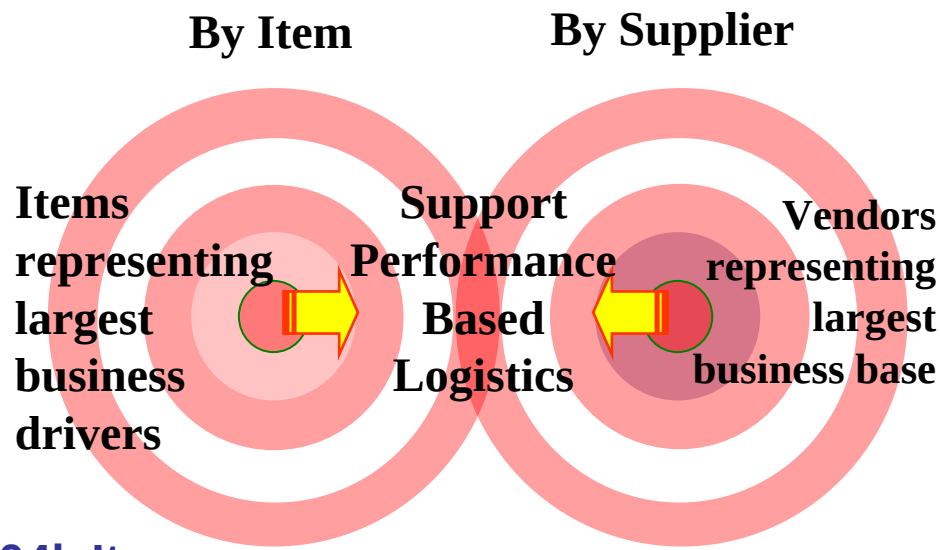
Potential DoD Procurement as High as ~22K Vehicles & ~$25B

- Ref: Inside Pentagon, 17 May 2007

Strategic Material Sourcing

- Establish Long-term Corporate Contracts
- Buy capability vice inventory
- Minimize procurement cost drivers
- Minimize logistics costs
- Ensure Surge & Sustainment
- Establish strategic alliances with sole source vendors of significance
- Establish supply chain alliances with competitive or other sole source vendors

SPEND ANALYSIS



304k Items:

–8% of Hardware Items

–88% of All Procurement Actions

–87% of Hardware Sales

–28 Strategic Supplier Alliances

–21 Supply Chain Alliances

Assured Availability at Reduced Costs

Strategic Material Sourcing

Performance
Transformation
The DSCC Way
Expect the Best
Culture

Commodity Improvements:

- Strategic support plan for high demand/low dollar items (15K items)
- Strategic support plan for Joint Regional Material Management items (JRIMM) (8,648 items)
- Strategic support plan for fasteners (415K items of which 68K are SMS)

Process Improvements:

- Monthly review of NSNs on expiring LTCs
- Quarterly review of NSNs on LTCs in process with closed solicitations

Land % of Obs on LTC: 61.9%
Maritime % of Obs on LTC: 36.9%

FY07 Goals:
Aviation: 58% C&E: 65%
Land: 61% Maritime: 41.5%

SMALL BUSINESS GOALS

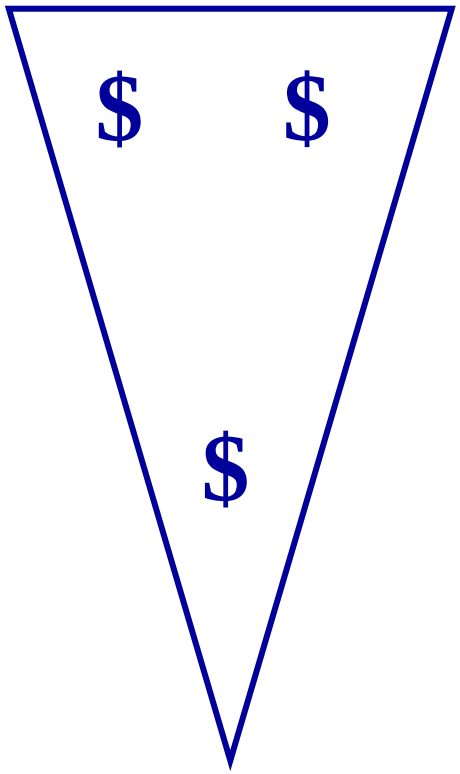
	FY06 GOALS	FY06 ACTUALS	FY07 GOALS
SMALL BUSINESS	60.0%	64.9%	60.2%
HUBZone	2.5%	3.4%	2.2%
SDB	4.1%	5.2%	3.3%
WOMAN OWNED	6.9%	9.3%	7.0%
SERVICE DISABLED	.80%	.80%	.80%
8(a) (SDB Subset)	.72%	1.7%	.30%

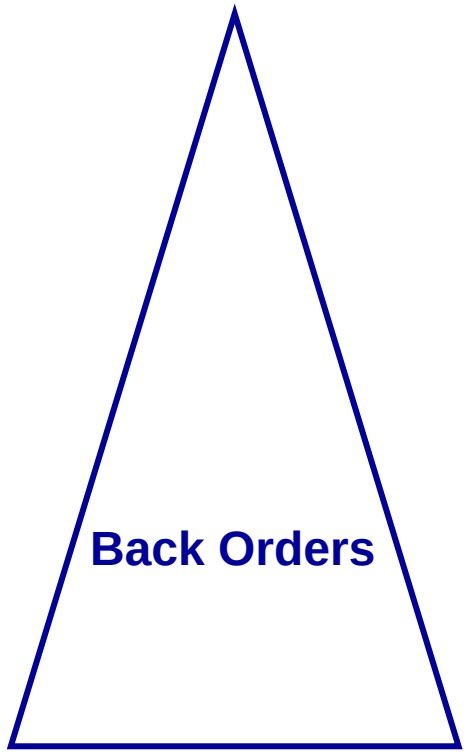
FY 07
Cash Flow vs Customer Backorders

Performance
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Months

Oct 06
Nov
Dec
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep 07









Plan of Action
Next 120 Days

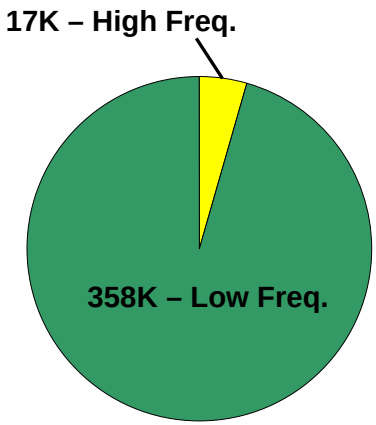
Land &Maritime
Target Our Business Drivers

- Ensure Parts are Shipped in most timely manner
  - Aggressively Work Delinquent Contracts
  - Expedite Shipments Whenever Possible
- Give Top Priority to Awarding Contracts in Support of these items
- Develop Long Term Contracts In Support of these Items

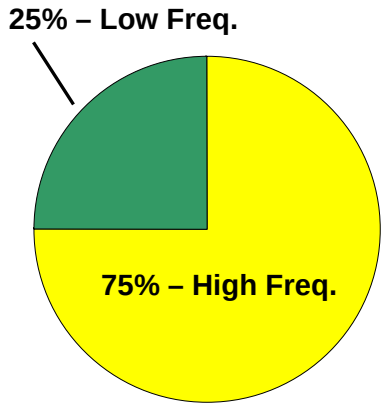


Execution
Key Item Driver (KID 1-4)

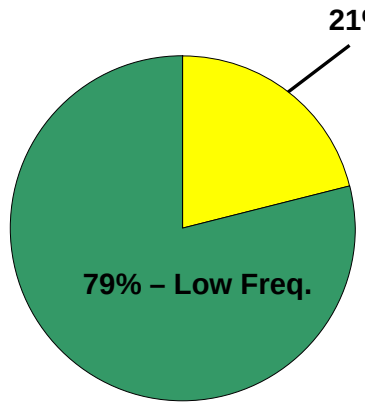
Land NSNs



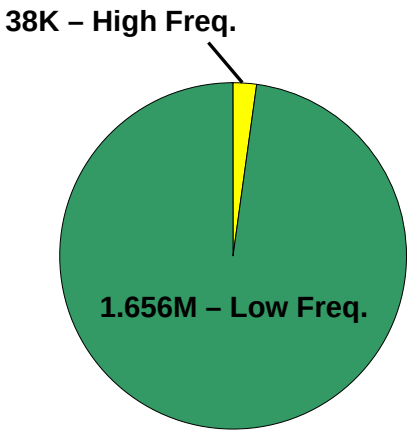
Land B/Os



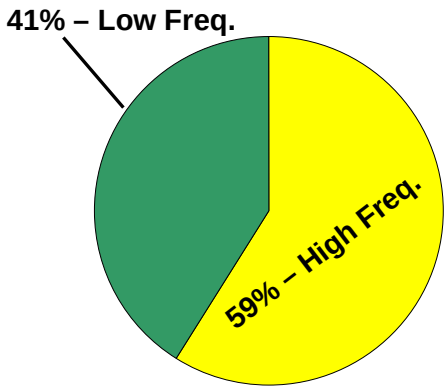
Land PRs



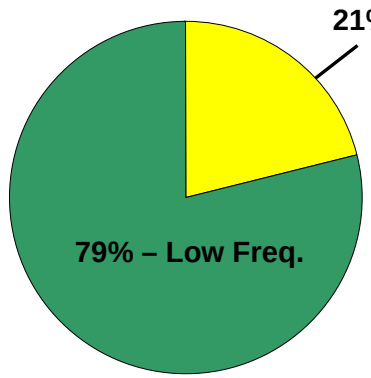
Maritime NSNs



Maritime B/Os

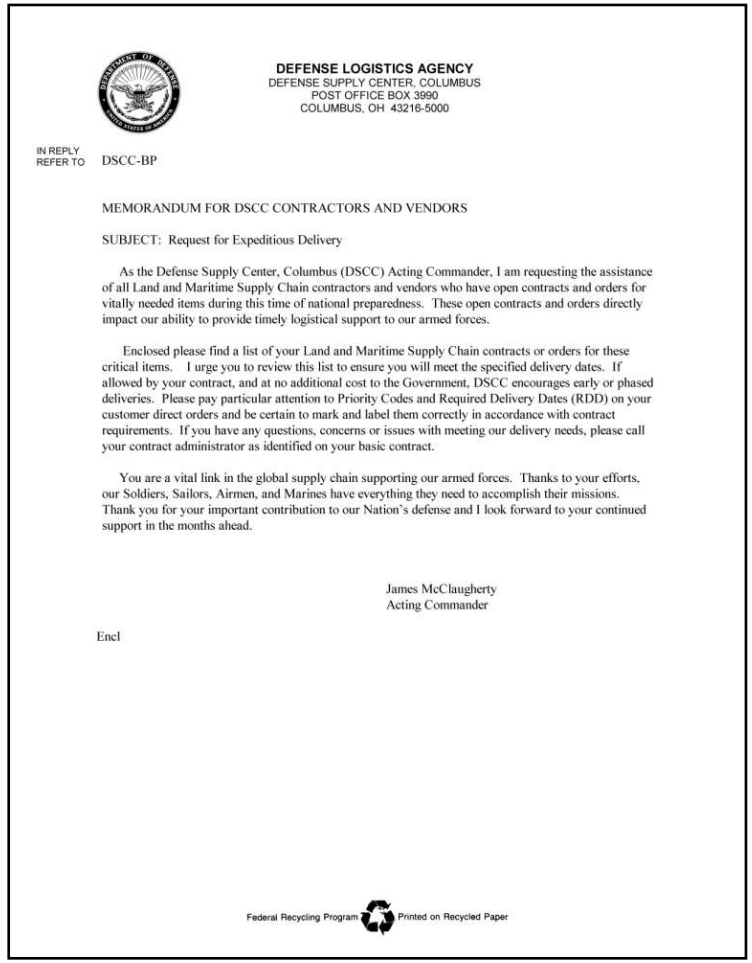


Maritime PRs



Targeted Mass Fax

- One Time
- KID 1-4 Open Contracts/POs
- Request for Expedited Delivery
- Command Signature
- Announcement & Launch – DSCC Vendor Conference



DEFENSE LOGISTICS AGENCY
DEFENSE SUPPLY CENTER, COLUMBUS
POST OFFICE BOX 3990
COLUMBUS, OH 43216-5000

IN REPLY REFER TO DSCC-BP

MEMORANDUM FOR DSCC CONTRACTORS AND VENDORS

SUBJECT: Request for Expeditious Delivery

As the Defense Supply Center, Columbus (DSCC) Acting Commander, I am requesting the assistance of all Land and Maritime Supply Chain contractors and vendors who have open contracts and orders for vitally needed items during this time of national preparedness. These open contracts and orders directly impact our ability to provide timely logistical support to our armed forces.

Enclosed please find a list of your Land and Maritime Supply Chain contracts or orders for these critical items. I urge you to review this list to ensure you will meet the specified delivery dates. If allowed by your contract, and at no additional cost to the Government, DSCC encourages early or phased deliveries. Please pay particular attention to Priority Codes and Required Delivery Dates (RDD) on your customer direct orders and be certain to mark and label them correctly in accordance with contract requirements. If you have any questions, concerns or issues with meeting our delivery needs, please call your contract administrator as identified on your basic contract.

You are a vital link in the global supply chain supporting our armed forces. Thanks to your efforts, our Soldiers, Sailors, Airmen, and Marines have everything they need to accomplish their missions. Thank you for your important contribution to our Nation's defense and I look forward to your continued support in the months ahead.

James McClaugherty
Acting Commander

Encl

Federal Recycling Program Printed on Recycled Paper

Scope of Mass Fax
(KID 1-4)

- Vendors Affected

  2,702 out of 6,512
- Contracts Affected

  44,989
- NSNs Affected

  20,791 Out of 54,199
- CLINS Expedited / CLINS Delinquent

  60,200 / 16,490

VendorLink Email

- Monthly to Suppliers
- Includes:
  - **Awards for Previous Month**
  - **CLINS Due in Next 90 Days**
  - **KID Indicator**
  - **Request to Expedite High Priority CLINS at No Cost to Government**

Closing Comments

Supplier Engagement
"Critical to Our Success"



Defense Supply Center Columbus
Land & Maritime Supply Chains
Business Conference and Exhibition
"The SOURCE Behind the FORCE
Extending the Enterprise"

Guest Speakers

- Navy Rear Admiral Henry B. “Hank” Tomlin, III, USN, Commander, DSCP
- Major General James. H. Pillsbury, USA, Deputy Chief of Staff for Logistics and Operations, US Army Materiel Command
- Major General Willie J. Williams, USMC, Commander, LOGCOM
- Mr. John D. Harris, II, VP Raytheon Company

Breakout Sessions

1. Land Supply Chain
2. Maritime Supply Chain
3. Procurement Systems & Supplier Interfaces
4. DLR - Depot Level Reparables (BRAC)
5. DSCC Small Business Program/Sourcing Initiatives
6. DFAS Your Financial Partner @ Work
7. Electronic Capability Assessment Plan (eCAP)
8. Kitting
9. Value Management
10. Distribution Planning & Management System (DPMS)
11. DoDEMALL Demonstration/Overview

Thank You

Performance
Transformation
The DSCC Way
Expect the Best
Culture



HYATT

Hyatt Regency Columbus

AM General
MOBILITY SOLUTIONS FOR THE 21ST CENTURY

GREATER COLUMBUS CONVENTION CENTER

Agility

LOCKHEED MARTIN



Procurement Opportunities For Small Businesses

Agenda



- DLA Background
- DSCC Small Business Program Performance
- Set-aside Programs
- Socio-Economic Program Requirements and Rules
- Protests and Appeals of Small Business Representations
- Help is Available
- Conclusion

DEFENSE LOGISTICS AGENCY MISSION

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

Provide Products and Logistics Services Worldwide to America's Armed Forces…



DLA's Business



PRODUCTS:

- ✓ Consumable Spare Parts
- ✓ Fuel
- ✓ Energy
- ✓ Food
- ✓ Medical
- ✓ Apparel
- ✓ Construction

5.2M Items
$30+B in Sales

- 95% of Services' Repair Parts
- 100% of Military Needs for Fuels, Medical & Clothing & Textiles, Construction & Barrier Materiel Met by DLA

SERVICES:

- ✓ Acquisition
- ✓ E-Business
- ✓ Log Info & Document Automation
- ✓ Warehousing & Distribution
- ✓ Reutilization & Disposal
- ✓ National Stockpile

Customers:

- Deployable Units
- Fixed Bases
- Ships at sea
- Allies
- Other Federal Agencies
  - FAA
  - NASA
  - Coast Guard
  - TSA

DLA Supply Centers



DSCC - COLUMBUS
3990 EAST BROAD STREET
COLUMBUS, OH 43213-1152
TEL: (614) 692-3541 or
1-800-262-3272
Web Site: www.dscc.dla.mil

DSCP - PHILADELPHIA
700 ROBBINS AVENUE
PHILADELPHIA, PA 19111-5092
TEL: (215) 737-2321 or
1-800-831-1110
Web Site: www.dscp.dla.mil

DSCR - RICHMOND
8000 JEFFERSON DAVIS HWY
RICHMOND, VA 23297-5124
TEL: (804) 279-3287 or
1-800-227-3603
Web Site: www.dscr.dla.mil

DESC - DEFENSE ENERGY SUPPORT CENTER
8725 JOHN KINGMAN DRIVE
FT. BELVOIR, VA 22060-6222
TEL: (703) 767-9400 or
(800) 523-2601
Web Site: www.desc.dla.mil

Defense Supply Center Richmond



Aviation Supply Chain

AVIATION
- Engine Components
- Air Frames
- Landing Gear
- Flight Safety Equip
- Propeller Systems

Other Supply Chains

ENVIRONMENTAL
- Re-refined Oil
- Ozone Depleting Substances
- Hazardous Min Program

MAPS
- Maps
- Charts
- Graphs

For all DoD Activities

INDUSTRIAL
- Lathes
- Milling Machines
- Heavy Industrial Machinery

LAND DETACHMENT

MARITIME DETACHMENT

Defense Supply Center Philadelphia



Troop Support Lead Center

CLOTHING / TEXTILES
- Combat uniforms/tents
- Body armor/field equip
- Individual chem/bio protective suit
- All Service uniforms

SUBSISTENCE
- Operational Rations (Meals Ready-to-Eat & Group Rations)
- Food Service & Field Feeding Equip
- Dining Facility Support
- Fresh Fruits & Vegetables

MEDICAL
- Diagnostic Imaging Equip
- MRI Equipment
- Surgical & Dental Supplies
- Pharmaceuticals
- Optical Products
- Laboratory Items

CONSTRUCTION & EQUIP
- Facilities Maintenance
- Diving, Safety & Rescue Equip
- Fire & Emergency Services
- Wood Products
- Metals
- Barrier Material

LAND DETACHMENT

MARITIME DETACHMENT

AVIATION DETACHMENT

Defense Supply Center Columbus



Land

- Vehicles Components
- Gun Parts
- Tires
- Transmission Equip
- Water Purification Equip
- Batteries
- Bearings



Maritime

- Valves
- Fluid Handling
- Pipes, Hoses & Fittings
- Pumps
- Motors
- Electronics
- Fiber Optics

AVIATION DETACHMENT

Defense Supply Center Columbus



- Over 2 million items managed
- Nearly $3 billion in annual awards
- One of the largest suppliers of weapons system spare parts in the world
- 24,000 Military and Civilian Customers
- 10,000 Suppliers
- Approximately 2,300 Employees
- 6.5M Orders Annually
- Installation opened in 1918

DSCC SMALL BUSINESS GOALS

	FY06 Actuals	FY07 Goals
SMALL BUSINESS	64.9%	62.0%
HUBZone	3.4%	3.0%
SMALL DISADVANTAGED	5.2%	3.9%
WOMAN OWNED	9.3%	8.0%
SERVICE DISABLED	.80%	.50%
8(a) (SDB Subset)	1.7%	.60%

NOTE: Lower Goals reflect loss of Base Contracting dollars

Role of Small Businesses

What Small Businesses bring to the table:

- More flexible, more innovative and often more competitive than large businesses
  - 2/3 of the new jobs in the U.S.
  - 50% non-farm GDP
  - 14 times more patents per employee than large
- Congress recognized the importance of supporting small businesses with the passage of the Small Business Act (15 U.S.C. 631, *et seq.*)

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 and Socio-economic Programs

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

Small Business Set-Asides Dollar Thresholds

- $3,000 or less - May NOT be set-asides
- < $3,000 to $25,000
  - Automatic reservation
  - Apply “Rule of Two”
  - *Exception* to non-manufacturer rule applies
- > $25,000 to $100,000
  - Automatic Reservation
  - Apply “Rule of Two”
  - If non-manufacturer rule is *waived*, two small businesses must offer the product of different large, small or foreign manufacturers

Small Business Set-Asides Dollar Thresholds cont'd

- > $100,000
  - Apply "rule of two"
  - If non-manufacturer rule **is not** waived, two SBs must offer product from two different SB manufacturers/producers
  - If non-manufacturer rule **is** waived, two SBs can offer product from two different large, small, or foreign manufacturers/producers
  - Waiver of non-manufacturer rule may apply

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

Partial Set-Asides

FAR 19.502-3

The contracting officer shall set-aside a portion of an acquisition when:

- A Total Set-Aside is not appropriate (19.502-2)
- The requirement is severable in economic lots
- One or more small business concerns are expected to have the technical and productive competency to satisfy the set-aside portion at a fair market price
- The acquisition is not subject SAP

Current SBA Programs with Set-Aside Provisions

- Small Business Set-aside
- Section 8(a) Business Development Set-aside
- HUBZone Set-aside
- Service Disabled Veteran Owned Set-aside (effective May 5, 2004)

SBA Programs Without Set-aside Authorization

- NO Small Disadvantaged Business Set-aside
- NO Veteran Owned Business Set-aside
- NO Women Owned Business Set-aside*

Woman Owned Implementation Coming?

- Small Business Reauthorization Act of 2000
  - (signed 12/21/2000, as part of Public Law 106-554)
  - Section 811(m) Provides for “Restricted Competition” for Woman Owned Small Businesses
  - Regulations implementing the provision have not been written
  - May be a set-aside or a preference

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





Protests & Appeals of Small Business Representations

Protest and Appeals

- Protesting a Small Business Representation
  - May be filed by an offeror, the SBA, or another interested party to the contracting officer
  - Must relate to a specific procurement
  - Must include specific grounds and facts
  - Must be timely to effect the specific procurement
    - Received in writing within 5 business days of bid opening or notice of apparent successful offeror
  - Formal determination will be made by SBA GC Area Director

Protest and Appeals

- Protesting HUBZone small business status
  - May be filed by an offeror, the SBA, or the contracting officer
  - Must relate to a specific procurement
  - Must include specific grounds and facts
  - Must be timely to effect the specific procurement
    - Received in writing within 5 business days of bid opening or notice of apparent successful offeror
  - Formal determination will be made by SBA AA for the HUBZone Program

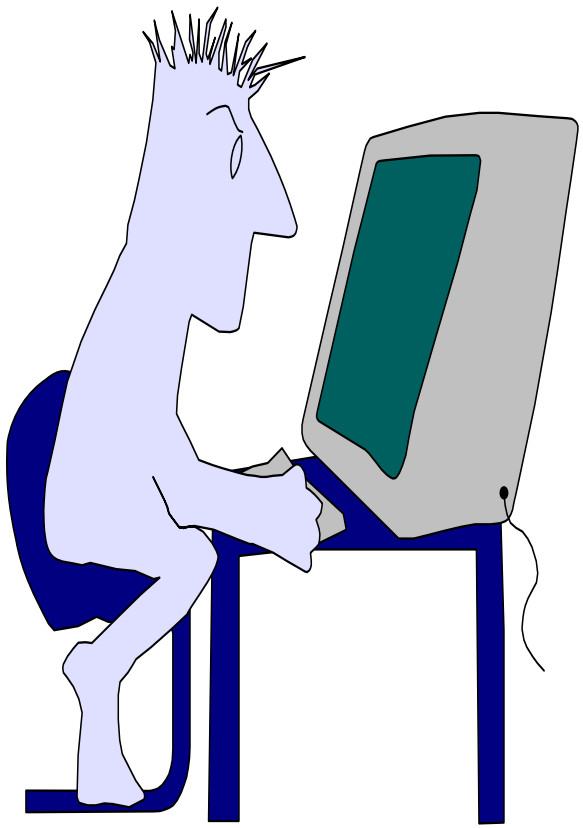
Protest and Appeals

- Protesting SDVOSB status
  - May be filed by an offeror, the SBA, or the contracting officer
  - Must relate to a specific procurement
  - Must include specific grounds and facts
  - Must be timely to effect the specific procurement
    - Received in writing within 5 business days of bid opening or notice of apparent successful offeror
  - Formal determination will be made by SBA AA for Government Contracting

Protest and Appeals

- Appeals may be made by
  - The party whose protest has been denied
  - The concern adversely affected by the protest
  - The contracting officer
- SB Size and SDVO status appeals are made to SBA's Office of Hearings & Appeals
- HUBZone status appeals are made to the SBA's ADA of GC & 8(a) BD

SBA's Key Internet Addresses



- SBA's Home Page: www.sba.gov
- Government Contracting: www.sba.gov/GC
- 8(a) Business Development www.sba.gov/8abd
- HUBZone: www.sba.gov/hubzone





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

Procurement Technical Assistance Centers (PTACs)

What are PTACs???

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

PTAC Goals:

- Help small businesses be competitive
- Explain 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

DSCC Office of Small Business Programs

NAME	PROGRAM	PHONE 800-262-3272
Eleanor Holland eleanor.holland@dla.mil	Director	614-692-3541
Will Chavez william.chavez@dla.mil	Small Disadvantaged Business and SBA 8(a)	614-692-1288
Vikki Hawthorne vikki.hawthorne@dla.mil	Supplier Outreach and Woman Owned	614-692-4864
Rebecca Parks rebecca.parks@dla.mil	HUBZone	614-692-3510
Tom Pfenning thomas.pfenning@dla.mil	JWOD Workshops (Blind & Severely Handicapped)	614-692-1494
Dwight deWeaver dwight.deweaver@dla.mil	Service Disabled Veteran Owned	614-692-7935
Charles Miller charles.miller@dla.mil	Supplier Capability Briefings	614-692-7624

Conclusion

Performance
Transformation
Culture

PLEASE VISIT THE

SMALL BUSINESS BOOTH

ALONG THE DSCC CORRIDOR

Procurement Systems and Supplier Interfaces

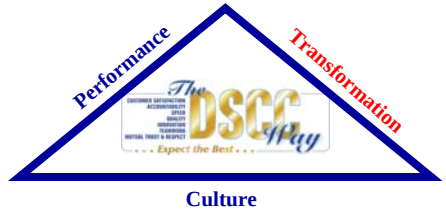
Julie Van Schaik / Mike Corelis

DSCC Systems and Procedures Division

Agenda

- Enterprise Business Systems (EBS) Overview: Julie Van Schaik
- DLA Internet Bid Board System (DIBBS): Alan Searfoss & Patrice Francis
- Project Data Management Initiative (PDMI): Todd Lewis / Jim Jobe (booth 714)
- Automated Best Value System (ABVS): Pat McCreay (booth 711)



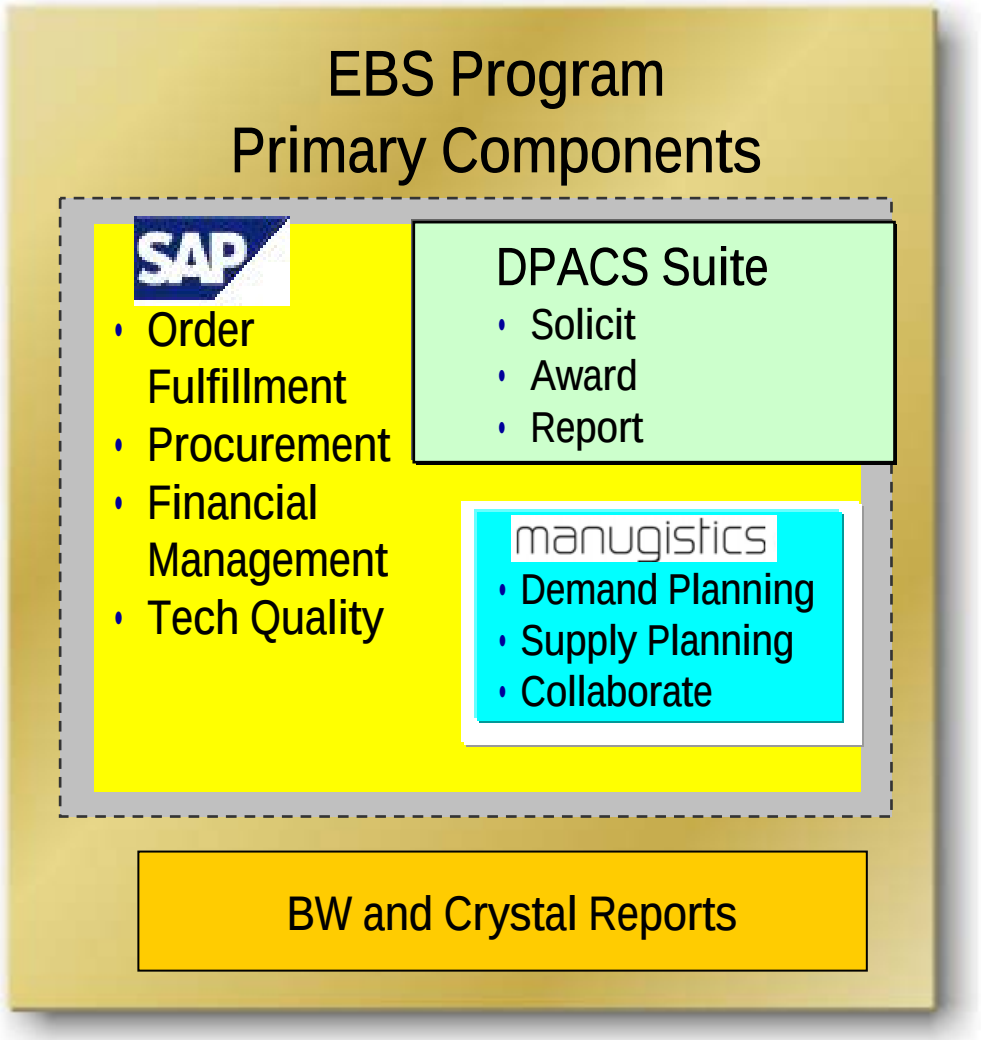


Enterprise Business Systems

Julie Van Schaik

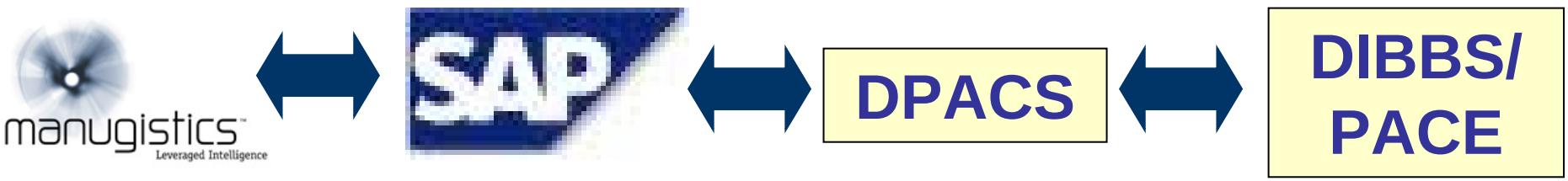
DSCC Systems and Procedures Division

EBS IT Components



EBS IT Components

- **Manugistics**
- **SAP**
- **DPACS**
  - Contract writing tool
- **DIBBS/PACE**
  - Solicitation/award posting
  - Automated award processing



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

Alan Searfoss / Patrice Francis

DSCC Systems and Procedures Division

Selling to DLA under EBS

- All DLA Solicitations and Awards are available on one web site :

DLA EBS DIBBS

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

DLA EBS DIBBS

- View and submit quotes
- View RFPs – Includes Long Term Contracts & EMall Opportunities
- Access award information
- View provisions, clauses & packaging specs
- Link to Technical Data (cFolders)
- Access the Automated Best Value System (ABVS) (Performance Scores used in award decisions)

Note: Acquisition Forecasts are not available in BSM DIBBS

DLA EBS DIBBS

- Recent Changes
  - ORCA (Online Representations and Certifications Application)
  - Surplus Certifications
- Future Changes
  - Global Search – Oct 07
  - RFP/IFBs: View all NSNs and PID Data – Oct 07
  - Password Changes – Oct 07
  - DSCC DIBBS and DBi Websites Shutdown

DLA EBS DIBBS

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

DEMO

DIBBS Resources

- For questions regarding the DLA-BSM Internet Bid Board System use the Feedback form on DIBBS, or send email to: _DibbsBSM@dla.mil
- For all other questions (solicitation requirements, item description, award choice, etc.), please contact the buyer
- Websites:
  - DLA EBS DIBBS: https://www.dibbs.bsm.dla.mil/
  - Master Solicitation: http://www.dla.mil/j-3/j-336/DLA/

PDMI Information for Suppliers

Todd Lewis, Chief
DSCC Tech/Quality Division

How is PDMI Impacting Suppliers?

- In October 2006, DLA implemented SAP's Collaboration Folders (cFolders) to replace existing bidset applications: Automated Bidset Interface (ABI), Contractors Automated Package Request System (CAPRS), and DSCC Bidset Interface (DBI)
- Bidset preparation and distribution now occurs within SAP, as cFolders will be created for each solicitation that requires a tech data package

Supplier Access – Account Establishment

- **cFolders accounts are established based on BSM DIBBS Supplier accounts**
  - All cFolders users must have a DIBBS account
  - BSM DIBBS – cFolders interface creates cFolders accounts upon creation in BSM DIBBS (at least 10 minute processing time)

Supplier Access to SAP

- Upon account creation, Suppliers will only have access to Distribution Statement A
- Suppliers with US/Canada Joint Certification Program (JCP) certification will be granted appropriate access automatically. The JCP information will be refreshed nightly
- Suppliers can request access to restricted data by downloading the appropriate form from cFolders and faxing to a DLA Point of Contact (POC)
- A DLA POC will manually track and approve additional access using the as-is paper based process for granting and removing access to product data covered by license agreements

Document Distribution

- PDMI provides the capability to allow Suppliers to access appropriate item defining documentation

- A collaboration Folder (cFolder) will be created for each solicitation that requires a tech data package. The folder will include details about the data and provide users with the ability to download the documentation (if user has appropriate security access)

System Requirements

- **In order to download documents from cFolders, the following system requirements are necessary:**
  - Microsoft Internet Explorer, version 6.0 or later
  - Windows 2000 or later
  - Java Applet. This can be downloaded from the following website: http://www.java.com/en/download/windows_xpi.jsp

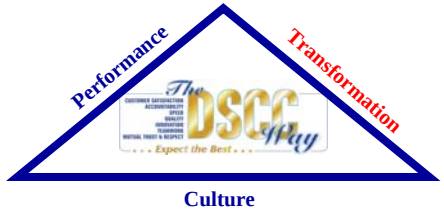
Viewing and downloading data from cFolders

- **Suppliers will access cFolders via a link from BSM DIBBS or directly from following link:**
  - https://pcf1.bsm.dla.mil/cfolders/default.htm
- **Suppliers can view and download files and related information for solicitations**
- **Access to viewing and downloading files will be restricted based on the users authorization**
- **Suppliers will have the ability to download license agreement application forms via a link on the cFolders Homepage**

Updates to cFolders

- **Materials on a solicitation will not be added or removed**
- **Documents will not be added or removed**
- **The following fields will be updated during the course of the solicitation:**
  - Contract Awardee
  - Close date adjustments
  - Status: Cancelled, Awarded
    - Cancelled
    - Awarded - at time of award only awardee able to view at that time
- **Information will be available for 60 days after the contract award date**
- **Data will only be available to the contract awardee after award, other users will not be able to download the files after this point**





Automated Best Value System

Pat McCreay

DSCC Systems and Procedures Division

Agenda

- History and explanation of ABVS
- Current status of ABVS/EBS

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 ABVS Info

- Updates occur around the 10th of the month
- 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

- Past performance data flows into ABVS on EBS orders issued 1January 2006 forward
- As daily shipping and/or receipt transactions post EBS performance data is refreshed and flows into ABVS and ABVS data is refreshed
- Negative performance data is on ABVS website in a preview window for contractor review and challenge opportunity prior to calculation in score
- Data can still be challenged even if data has moved out of the preview and into the rating

Contractor Participation

- Vendors are strongly urged to review their performance data often and coordinate with the appropriate ABVS Administrator to resolve any concerns
- Through the challenge process, we saw the ship date on EBS orders was not always being populated in the ship date field
- Systems change requests have been initiated and when completed the data flow will improve

Contractor Participation

- We have other change requests in process to improve the data flow
- We are asking that contractors be our partners in managing the data and identify any data element that is invalid

ABVS Team

Administrators	Telephone #

- Patricia McCreay 614-692-3383
  patricia.mccreay@dla.mil
  Team Leader

- Debra Brown 614-692-1381
  debra.j.brown@dla.mil
  FAX 614-692- 4170

- Address: Defense Supply Center, Columbus
  Attn: DSCC-BPSF (ABVS)
  P.O. Box 3990
  Columbus, Ohio 43218-3990

Points of Contact at DSCR and DSCP

- DSCR
  Carolyn Harris (804) 279-6431 phone
  (804) 279-5042 fax
  email address: carolyn.harris@dla.mil

- DSCP
  Tim Atwell (215) 737-7844 phone
  (215) 737-7949 fax
  email address: timothy.atwell@dla.mil

Land Supply Chain Breakout Session

Linda Johnson
Tactical Vehicle Support
Division Chief

Denise Pennington
Supplier Support
Division Chief

August 27-29, 2007

Agenda



- Welcome
- Organizational Alignment
- One DLA/EBS
- Business Profiles
- SMSG
- Contract Administration
- Summary
- Open Dialogue



Focus On the Warfighter
Organizational Alignment

The ICP… Organization



ICP Commander

Deputy Commander

Chief-of-Staff
Deputy Chief of Staff



- Maritime Cust Ops
- Maritime Supp Ops
- Land Cust Ops
- Land Supp Ops
- Aviation Det
- Process Mgt
- Procure-ment
- Ops Support
- Legal
- Product Test Labs
- Human Resources CSO-C
- IT J6C
- Financial J8C
- Base Support DES-C

Aligned to EBS business model

Organizational Alignment



D/DD DSCC

DSCP/DSCR Detachments

Roger Dixon/Don Love

Land Supplier Operations Directorate
COL Stephen Bianco
Dr. Ivan Hall

Tactical Vehicle Support Division

Linda Johnson

Combat Vehicles Engineering Support Division

LTC Proctor

Strategic Material Sourcing Group (SMSG)

Tiffany Givens-Barnett

Supplier Support Division

Denise Pennington

SRM

Marty Sass



Focus On the Warfighter
One DLA/EBS

Transformation & Expansion
Enterprise Business Systems



The Vision

DSCC Land Supply Chain is fully integrated in EBS. We will strive to enhance functionality and leverage technology to efficiently and effectively meet our customer's needs.



Focus On the Warfighter
Business Profiles

The Nine Indicators Impacting Your Business

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

Order Fulfillment (Delivery)

- Stock availability
- Order quantity fill rate
- Logistic response time
- Time definite delivery

Planning

- Attainment to plan

Financial

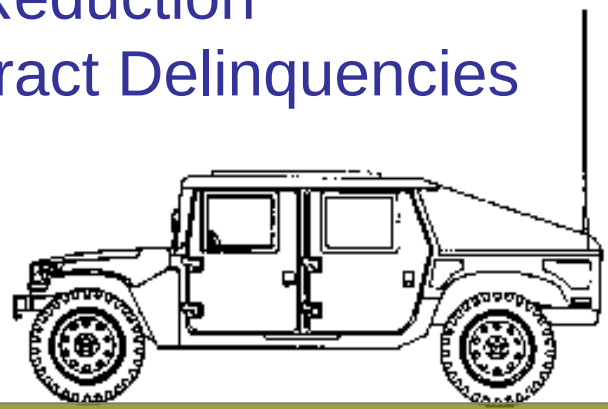
- Aged accounts payable

Tech Quality (PQDRs)

- Order quality

Procurement

- Administrative lead time
- Production lead time
- Key Item Drivers (KID)
- BO Reduction
- Contract Delinquencies



These KPIs measure how we do business with you

Land Supply Chain



Land
Wheeled Vehicles

- Tracked Vehicles



- Batteries



- Nuts & Washers



- Converters



- Tires

- Non-NSN ????

- 385K NSNs, 3 sites, $1.6B in sales
- Army/Marines …85% of demand
- 4,100 + suppliers
- 320K contract actions
- 468 employees
- 24 integrated supplier teams

Land Supply Chain FSCs

(Preponderance of FSCs assigned to Land SC)

COLS FSCs	
1005	2520
1010	2530
1015	2540
1020	2541
1025	2590
1030	2805
1035	2815
1040	2825
1045	2910
1055	2920
1075	2930
1080	2940
1090	2990
1095	4910
2510	*2530
*2610	*2630
*2640	3030

PHIL FSCs
5340
5341
5360

RICH FSCs
5110
5120
5180
6117
6135
6140

*Tires and tire-related support



Focus On the Warfighter Sourcing Challenges

Small Arms Challenges

- Diminishing manufacturing base
  - Develop priority list for sourcing efforts
- First article and production lot failures
  - Increased use of pre-award surveys
  - Qualified source list
  - Increased surveillance visits by DCMA

Additional Sourcing Challenges

1005-00-625-7592	Bar trigger
2590-01-212-1057	Parts kit door
1095-00-407-0674	Rack small arms
2510-01-061-8923	Screen ballistic, radiator
2540-01-199-6761	Bow, vehicular
2510-01-249-1586	Door, hatch
2510-01-374-3119	Side rack
2530-01-364-9825	Carrier sprocket
1005-00-992-7287	Ring bolt
1095-00-151-4385	Lanyard, firing
2530-00-274-4511	Wheel cylinder
2920-01-048-9790	Plate assembly
2540-01-185-4387	Top assembly, HMMWV
1005-01-033-4538	Extractor, cartridge
1005-00-556-4102	Rod cleaning
2590-01-265-3185	Control assembly, push/pull
2530-01-357-9776	Cylinder assembly brake
2590-01-328-2904	Brushguard
1005-01-032-8143	M240 machine gun
2590-00-752-9138	Strainer, element
2530-00-753-9267	Master cylinder

Solution:

Established website that provides a list of NSNs where DSCC would like to develop additional sources.



Focus On the Warfighter
Strategic Material Sourcing Group (SMSG)

FY08 SMSG Strategy

Objective:

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

Target population:

- FSC 5340 – hardware
- FSC 1005 – small arms
- FSC 3030 - belts
- Weapon systems
- Tires (ancillary support)



Building strategies that are directly linked to customer requirements

FY08 INITIATIVES



- FASI-G
- IPV
- Depot Level Repairables
- MRAP

Business Drivers on LTC

Coverage	FY04	FY05	FY06	FY07
NIINs	47%	57%	70%	75%
Annual Demand Value	67%	71%	76%	80%
Annual Demand Frequency	62%	69%	72%	75%

GOAL FOR FY07- 1,529

90% OF FY08 FOCUS WILL BE ON KID 1-4 NSNs
10% OF FY08 FOCUS WILL BE ON LOW DENSITY SYSTEMS



Focus On the Warfighter Supplier Relationship Management (SRM)

Strategic Supplier Alliances & Supply Chain Alliances

Objectives –

Identify and leverage opportunities for DLA and Services to implement and execute SSAs with key industry partners

Goals –

PLT reduction
ALT reduction
Demand planning – Forecast Collaboration
Technical support
Pricing and materiel price reduction
Future contract Incentives

Strategic Supplier Alliances & Supply Chain Alliances

Strategic Supplier Alliances

Buyer/seller agreements for sharing information and working together to leverage customer buying power and enhance the supplier's ability to deliver value. (Applies to sole-source OEMs.)

Supply Chain Alliances

Less formal relationships, with competitive suppliers, offering DLA the ability to collaborate (after contract award) and develop opportunities to improve business processes for both DLA and the suppliers.

Strategic Supplier Alliances & Supply Chain Alliances

Successes

- Tremendous surges in demand and support
- Continued dialogue to facilitate customer support
- Significant improvement of on-time delivery
- Significant support of key NSNs

SRM Vendors

- AM General, LLC
- BTMC Corp.
- Badger Truck Center
- Caterpillar, Inc.
- Cummins Engine Company Aftermarket
- General Dynamics Land Systems (GDLS)
- General Dynamics Land Systems-Canada
- Canadian Commercial Corp.
- Grove U.S., LLC
- Kalmar RT Center, LLC
- Komatsu America International
- Armor Holdings/Ogara-Hess & Eisenhardt
- Oshkosh Truck Corp.
- Penn Detroit Diesel Allison
- SAIC
- Armor Holdings TVLS (Stewart & Stevenson)
- BAE Systems Land and Armament
- Watec, Inc.
- West Side Tractor
- Wheeler Bros., Inc.
- FN Manufacturing

SRM Strategy/Actions

- Ongoing Line of Balance with SRM vendors via monthly open order report, regular communication with SRM personnel
- Priority identification for high priority requirements, highest backordered items (Top 200 BOs)
- Issued to vendor beginning of each month, status requested by mid-month
- Report posted for easy access to status by WSSMS, CAS, SP, Buyers
- Routine sharing of 8 qtr demand history to aid in forecasting and backorder prevention; Additional weapon system data shared as available
- Monthly Performance Metrics
- Routine Improvement Teams/Problem-Solving

SRM Successes

- Evolution of partnership to HMMWV industrial support contract
- Collaboration to Support Theatre Provided Equipment Refurbishment (TPER)
- Improved Air Conditioning Support to SWA – AC Summit
- Weapon System Backorder Support
- Collaboration with Vendors and Lower-Tier Suppliers As Needed
- Improved EDI/EBS Processes
- Payment Facilitation
- Increased Long-Term Contract NSN Coverage



Focus On the Warfighter
Contract Administration

Land Backorder Reduction Post Award Plan

Objective:

- Reduce and prevent backorders
- Assure contractor focus aligned with customer needs
- Streamline contractor and government communication
- Impact as many BO items in each age category as possible with given resource constraints

Land BO Post Award Reduction Plan



Multi-pronged approach

- Highest backorder NSN focus
  - MRAP
  - JRIMM
  - 21N
  - KID 1-4
  - Top 200 BO
- SRM backorder strategy
  - Line of balance
- Vendor fact Sheets
- Termination Team



Focus On the Warfighter
FASI Global

FASI-G Vendor Responsibilities

1. Forecasting
2. Parts Acquisition
3. Item Management
4. Storage/Warehouse Operations
5. Worldwide Distribution/Transportation
6. Supplier Management – maintaining sources of supply with an emphasis on expanding small business participation
7. Obsolescence Management
8. Dedicated Program Customer Service

FASI-G Goals

1. Vendor management of supplies
2. Reduced Government costs
3. Improved supply chain performance
4. Improved end-to-end supply chain visibility
5. Increased small business participation in supply of contracted items
6. Government & Industry partnering

http://www.dscc.dla.mil/Offices/Land/FASIGlobal.html

FASI-G "Top 5" Demand Breakout

Customer	Number of REQNs	Number of NSNs	Average Unit Price	Average REQN Value	Value of REQNs ($M)
RR DEPOT, TEXARKANA, TX	5,092	650	$81	$4,491	$22.9
% of Column	0.23%	32.9%			4.3%
RR DEPOT, TEXARKANA, TX	3,347	586	$82	$6,649	$22.3
% of Column	0.2%	29.7%			4.2%
ANNISTON ARMY DEPOT, AL	3,173	429	$170	$5,740	$18.2
% of Column	0.1%	21.7%			3.4%
LETTERKENNY ARMY DEPOT, PA	6,621	470	$46	$2,127	$14.1
% of Column	0.3%	23.8%			2.6%
THTR DIST CTR, APO AE 09889	14,043	812	$58	$897	$12.6
% of Column	0.6%	41.1%			2.4%
Top 5 Totals	32,276	1,434	$73	$2,789	$90.0
% of Column	1.5%	72.6%			16.8%
ALL OTHER Customers	2,145,320	1,976	$67	$207	$444.8
% of Column	98.5%	100.0%			83.2%
OVERALL	**2,177,596**	**1,976**	**$67**	**$246**	**$534.83**

FASI-G
Acquisition Particulars

- 10-Year Contract Term: 4-yr base period, three, 2-yr option periods
- $1.72B estimated 10-yr value: $172M annually ($95M unrestricted, $76M set-aside)
- Partial Small Business Set-Aside
  - 1,976 total NSNs: 1,246 unrestricted, 730 set-aside
- Offerors proposing on both portions MUST be submitted SEPERATELY and clearly identified on the outside of the package

FASI-G
Performance Metrics

1. Backorder/On-Time Delivery
2. Requisition Fill-Rate (incentive/disincentive)
3. Small Business Report
4. Material Acceptance Rate
5. Stock-out and Potential Stock-out

Metrics 1-5 above measured monthly

Additional reporting/reviews:

1. Transition Plan Progress Reports – submitted monthly during transition period
2. Program Management Reviews (PMRs) – occurs at least quarterly during base period and at least annually during option periods

FASI-G
Performance Metrics cont'd

- Awardee(s) will sign a Supply Chain Alliance (SCA) with DSCC
- As an SCA vendor, performance is monitored IAW Vendor Scorecard Metrics outlined and defined on page 10 of RFP
  - Some VSM consistent with existing metrics
    - Quality Score
    - Fill Rate
    - Socioeconomic reporting

FASI-G Unrestricted Small Business Targets

- **50%** total subcontracting dollars to be subcontracted to small business concerns;
- **8%** total subcontracting dollars to be subcontracted to veteran owned small business concerns;
- **1%** total subcontracting dollars to be subcontracted to service-disabled veteran-owned small business concerns with a 25% escalation each year, NTE 3% during the life of the contract;
- **9%** total subcontracting dollars to be subcontracted to HUBZone small business concerns;
- **6.5%** total subcontracting dollars to be subcontracted to 8(a) small business concerns;
- **6%** total subcontracting dollars to be subcontracted to small disadvantaged business concerns; and
- **2%** total subcontracting dollars to be subcontracted to women-owned small business concerns

FASI-G Set-Aside Small Business Targets

- **80%** total subcontracting dollars to be subcontracted to small business concerns;
- **3%** total subcontracting dollars to be subcontracted to veteran owned small business concerns;
- **1%** total subcontracting dollars to be subcontracted to service-disabled veteran-owned small business concerns with a 25% escalation each year, NTE 3% during the life of the contract;
- **3%** total subcontracting dollars to be subcontracted to HUBZone small business concerns;
- **.75%** total subcontracting dollars to be subcontracted to 8(a) small business concerns;
- **3%** total subcontracting dollars to be subcontracted to small disadvantaged business concerns; and
- **5%** total subcontracting dollars to be subcontracted to women-owned small business concerns

FASI-G
Evaluation Factors

Other than price factors, ranked in descending order of importance:

1. Technical
   a. Delivery
   b. Business Management
      i. Implementation
      ii. Process
      iii. Information Technology
      iv. Quality Assurance
      v. Financial
2. Past Performance
3. Surge & Sustainment
4. Socioeconomic Support
5. DLA Mentoring Business Agreement (MBA) Program
6. Javits-Wagner-O'Day (JWOD) Program Support

The last (3) factors, when combined, are significantly less important than the first three factors, when combined

FASI-G Milestones

Task Name	Target Completion
Pre-Solicitation Conference	23-Feb-07 ✓
Documents to HQ DLA	17-May-07 ✓
DLA / OSD reviews and approvals (IARB)	06-Jun-07 ✓
Synopsis period	06-Jun-07–08-Jul-07 ✓
Solicitation closing (SPM7LX-06-R-0157)	09-Jul-07–20-Aug-07 ★
Evaluation / negotiation / reviews / site visits/ # offerors /protests /congressionals	07-Sep-07
Award preparation and review	12-Oct-07
Congressional notification	02-Nov-07
Award date	31-Dec-07

Current/Future Initiatives

- HMMWV Recap
- Tire-related support
- Small arms support
- IPV
- MRAP
- 3030 FSC

Booth #704 and 705

Focus On The Warfighter
SMSG FY '07 Focus Areas



- BSM Execution
- HMMWV Recap
- SRM Relationships
- Tire Support
- SMS LTC Goals
- SSA Action Plans
- FASI Global
- New SCAs
- Kitting



Open Dialogue

Defense Logistics Agency



Extending the Enterprise…

RADM Henry B. Tomlin, III, SC, USN
Commander
Defense Supply Center Philadelphia

America's Logistics Combat Support Agency

Combatant Commanders



Industrial Commands

Operating Forces

Services



Government Partners

Industry Partners

Global Mission
- 8 DOD Supply Chains
- 21,000 People

Historic Levels of Execution
- $35B Goods & Services
- OEF/OIF
- Disaster Relief Support

Flexible World Wide Presence
- Deployable Distribution
- Contingency Support Teams

A GLOBAL MISSION

Stockpile
- Defense National Stockpile Center (DNSC)

Theater Support
- DLA Europe
- DLA Pacific
- DLA Central

USEUCOM

USNORTHCOM

USCENTCOM

Connected with our Customers

Reutilization & Disposal
- Defense Reutilization & Marketing Service (DRMS)

- 48 States
- 28 Countries

Unique Capabilities

USSOUTHCOM

Distribution
- Defense Distribution Center (DDC)
  - 26 Distribution Depots

DLA Services
- Document Automation & Production Services (DAPS)
- Defense Logistics Information Service (DLIS)
- Defense Automatic Addressing System Center (DAASC)

USPACOM

Demand & Supply Chains
- Subsistence
- Fuel/Energy
- Land Systems
- Maritime Systems
- Aviation Systems
- Medical
- Clothing & Textile
- Construction & Equip

DLA…Full Spectrum Supply Chain Support!

Transformation & Growth…

Linking Supply & Demand

Changing Warfighting & Strategic Environment

ADAPTABLE & AGILE

2007 – National Inventory Management Strategy (NIMS)

2007 – Post BRAC & Beyond

TODAY

2005 – Base Realignment & Closure

2003 – Distribution Process Owner Created

2002 – Business Systems Modernization Deployed

1997 – Prime Vendor Implemented

1992 – Distribution Command Consolidation Completed

1990 – Supply Chain Consolidation

1988 – GSA Transfers Strategic Stockpile

1977 – DSA renamed Defense Logistics Agency

1962 – Defense Supply Agency Begins Operations

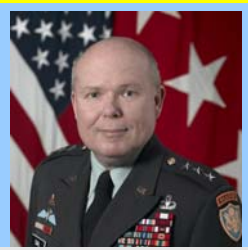
1961 – LTG McNamara Appointed Head of New Common Supply Agency

Managing Suppliers

Managing Supplies

Strengthening Supply Chain Excellence

Defense Logistics Agency ~ August 2006



Director
Lieutenant General
Robert T. Dail
United States Army



Vice Director
Major General
Arthur B. Morrill III
United States Air Force



Senior Enlisted Advisor
CSM David Roman
United States Army

Deputy J-3
& CAE

CORPORATE STAFF

- DES Enterprise Support
- J-1 Human Resources
- J-3 Logistics Ops
- J-4 Customer Ops
- J-5 Enterprise Transformation
- J-6 Information Ops
- J-8 Financial Ops
- J-9 Reserve Forces
- Special Staff

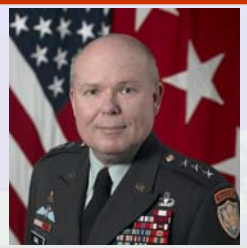
BUSINESS UNITS

- Defense Supply Center Columbus
- Defense Supply Center Richmond
- Defense Supply Center Philadelphia
- Defense Energy Support Center
- Defense Distribution Center
- Defense Reutilization & Marketing Service

SERVICE ACTIVITIES

- Defense National Stockpile
- DLA Pacific
- DLA Europe
- DLA Central
- Def Logistics Info Service
- Document Automation & Production Service

Defense Logistics Agency



Director
Lieutenant General
Robert T. Dail
United States Army



Vice Director
Major General
Arthur B. Morrill III
United States Air Force



Senior Enlisted Advisor
CSM David Roman
United States Army

- Defense Supply Center Columbus
- Defense Supply Center Richmond
- Defense Supply Center Philadelphia
- Defense Energy Support Center
- Defense Reutilization & Marketing Service
- Defense Distribution Center

COMMANDERS & DIRECTORS

CORPORATE STAFF

- DES Enterprise Support
- J-1 Human Resources
- J-3/4 Logistics Ops & Readiness
- J-5 Enterprise Transformation
- J-6 Information Ops
- J-7 Acquisition Management
- J-8 Financial Ops
- J-9 Reserve Forces
- Special Staff

SERVICE ACTIVITIES

- Defense National Stockpile
- DLA Pacific
- DLA Europe
- DLA Central
- Def Logistics Info Service
- Document Automation & Production Service

This is Where We're Focused Today



Director
Lieutenant General
Robert T. Dail
United States Army



Vice Director
Major General
Arthur B. Morrill III
United States Air Force



Senior Enlisted Advisor
CSM David Roman
United States Army

COMMANDERS & DIRECTORS

Defense Supply Center Columbus

Defense Supply Center Richmond

Defense Supply Center Philadelphia

Defense Energy Support Center

Defense Reutilization & Marketing Service

Defense Distribution Center

CORPORATE STAFF

DES Enterprise Support

J-1 Human Resources

J-3/4 Logistics Ops & Readiness

J-5 Enterprise Transformation

J-6 Information Ops

J-7 Acquisition Management

Two organizational changes…
…to highlight DLA's core competencies

Organized for Supply Chain & Acquisition Excellence

Managing Suppliers

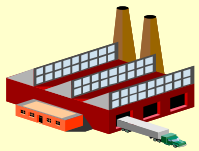
New Cumberland | Richmond | Columbus | Philadelphia | Battle Creek | Energy HQ: Alexandria

DLA Business Units

Agency Focus & Optimization Here

S u p p l i e r s

Industrial Operations





Operational Forces

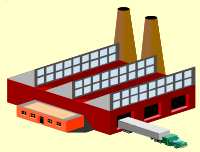
NAVSEA | AFMC | AMC | MARCORLOGCOM | FORSCOM | CFFC | ACC | MARFORCOM

COCOM SERVICE COMPONENTS

Linking Supply & Demand

BRAC

Industrial Operations



National Inventory Mgt



Operational Forces

PEO's Suppliers

Moving capability to point of use

NAVSEA NAVAL SEA SYSTEMS COMMAND

Logistics

Shipyard

Depot

Depot

Air Log Center

Naval Depot

Supply, Storage, Distribution
DLR Procurement

INSTALLATIONS

EXPEDITIONARY

Service Materiel Commands

USTRANSCOM

MAINTENANCE

- Production Management
- Maintenance Operations
- Readiness

People Systems Processes

DLA

TRANSPORTATION

- Passengers
- Deployments
- Freight

SUPPLY, STORAGE & DISTRIBUTION

- Prime Vendor(s)
- Fuel
- DRMS
- Central Issue
- Distribution Points

- COCOM Support Teams
- Deployable Distr. Center
- Forward Distribution Points
- Central Issue
- Strategic Contracting & Sourcing

Weapon Systems Focus!

Organized Around the Warfighters

DLA Business Model

COCOM'S

Connected To Warfighter Demand
- BRAC
- DLA Forward

Single Point of Accountability
- DLA Commands

Standard Processes & Systems
- DLIS
- DAASC
- IGC

EBS

Customized Solution
- PBL
- Delivery
- JRIMM
- Stock
- Prime Vendor

Low Cost - Value
- Cost Reductions
- Rates

DLA
Service Enterprise Partners

USTC

VENDORS



Doing Business with DLA

Biggest contracting opportunity presented by DLA: Consumable Supplies

SMALL BUSINESS RESOURCES

- **DLA website: http://www.dla.mil/db/**
  - ❑ List of buying activities, commodities, SADBUs
  - ❑ "How to Do Business with DLA"
  - ❑ Links to other websites
- **DLA Associate Directors of Small Business**
- **Procurement Technical Assistance Centers (PTAC)**

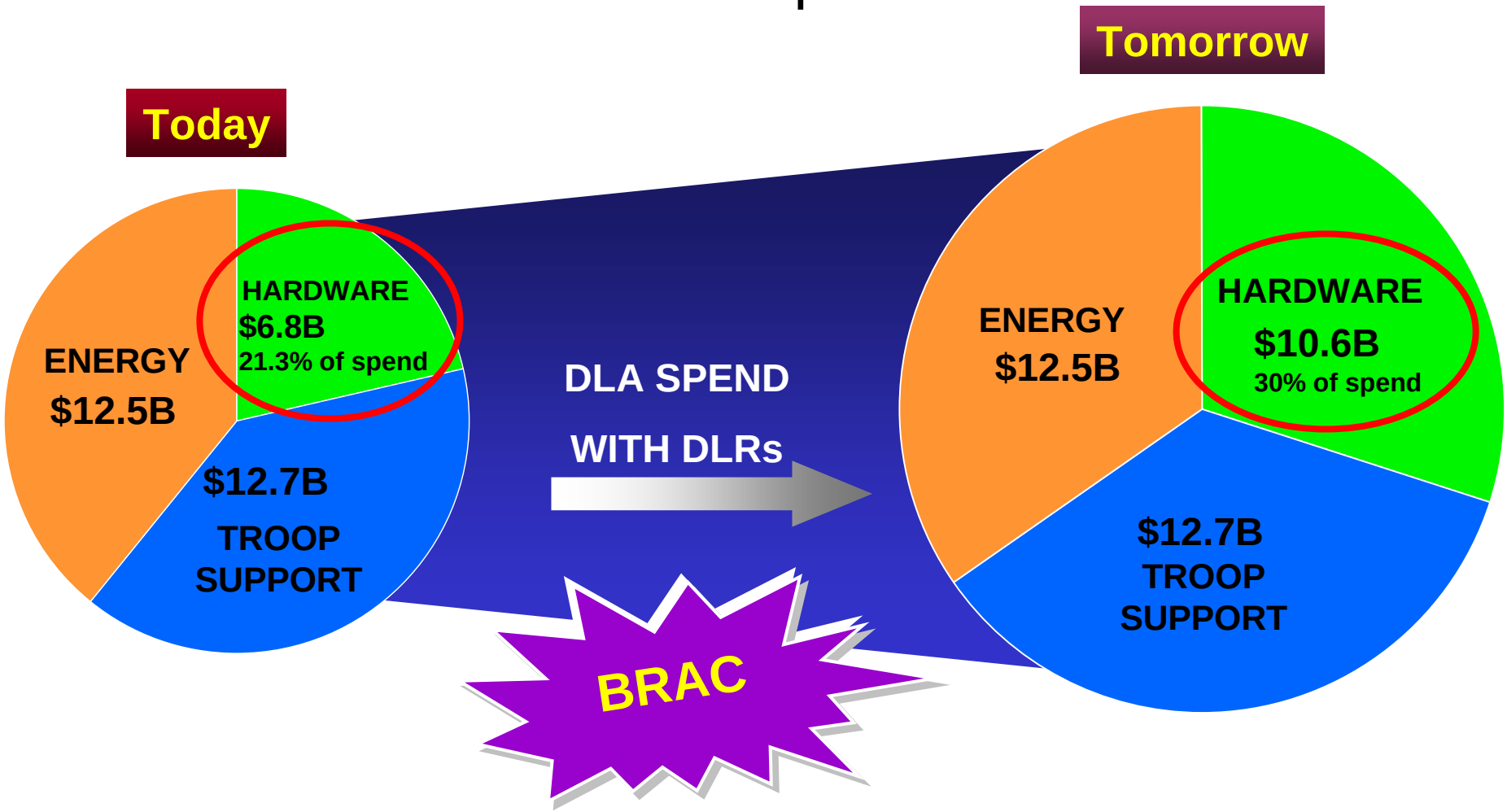
GETTING STARTED

- From websites, identify who buys the products or services you sell
- Contact local PTAC for help on researching & approaching potential buyers
- If you offer a DLA product or service, contact the Associate Director of Small Business at the buying activity
- Ask about opportunities for: 8(a) contracts (IF you're an 8(a) business)
  - ✓ Set-asides: Veteran-Owned, HUBZone, Small Business
  - ✓ Full and open competition

Future of Supplier Relationships: Linking Supply & Warfighter Demand

DLA Today & Tomorrow

Annual Spend



DLA Today & Tomorrow

Streamlined Acquisition

TODAY

- Air Force
- Army
- DLA
- Marine Corps
- Navy

- Multiple Clauses
- Multiple Policies
- Fragmented Collaboration
- Multiple Processes
- Multiple Systems

TOMORROW

- ✓***Single*** Policy
- ✓***Single*** Process
- ✓***Single*** Automated System
- ✓***Single*** Supplier Collaboration Model

DLA Strategic Partners & Top MILSVC Suppliers

❖ **Synergy Across Department – 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

Integrated Support Partnerships

Maintenance Depots

Complete Sustainment Support for Multiple Weapon Systems

OEMs / 3PLs





Integration of Customer Pay, IPV, Kitting

Integrator

DLA

Services

- Performance
- Both Consumable & Reparable

Customer Pay Example

- ✓ 8M parts
- ✓ 50+ suppliers
- ✓ 3 production sites

Contract

PBA

Military Services











Provide Tech Quality and Requirements Generation

Privatization

POL

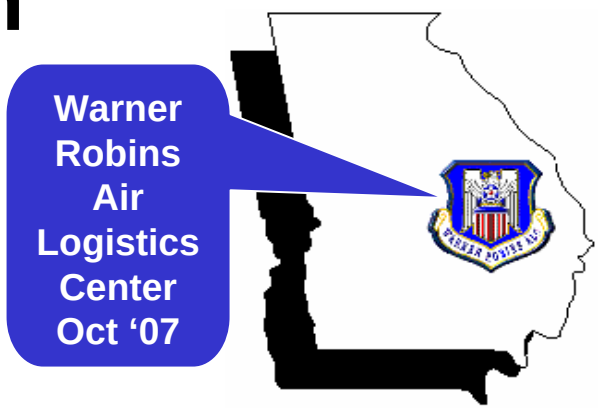
Gases

Privatization

Strengthening Supply Chain Excellence

BRAC 2005 Decisions…
…Enablers for Extending DLA

- **Depot Level Reparables**
- **Consumable Item Transfer**
- **Privatization**
- **Supply Storage & Distribution**



DEFENSE LOGISTICS AGENCY



Extending the Enterprise Around the Globe…

…Linking Supply & Demand



Value Engineering Tools for Contractor Support

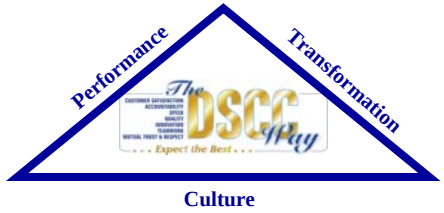
Dwayne Porter
Castings and Forgings
614-692-8857/DSN 850-8857

Mark Cutler
Sustaining Engineering
614-692-4939/DSN 850-4939

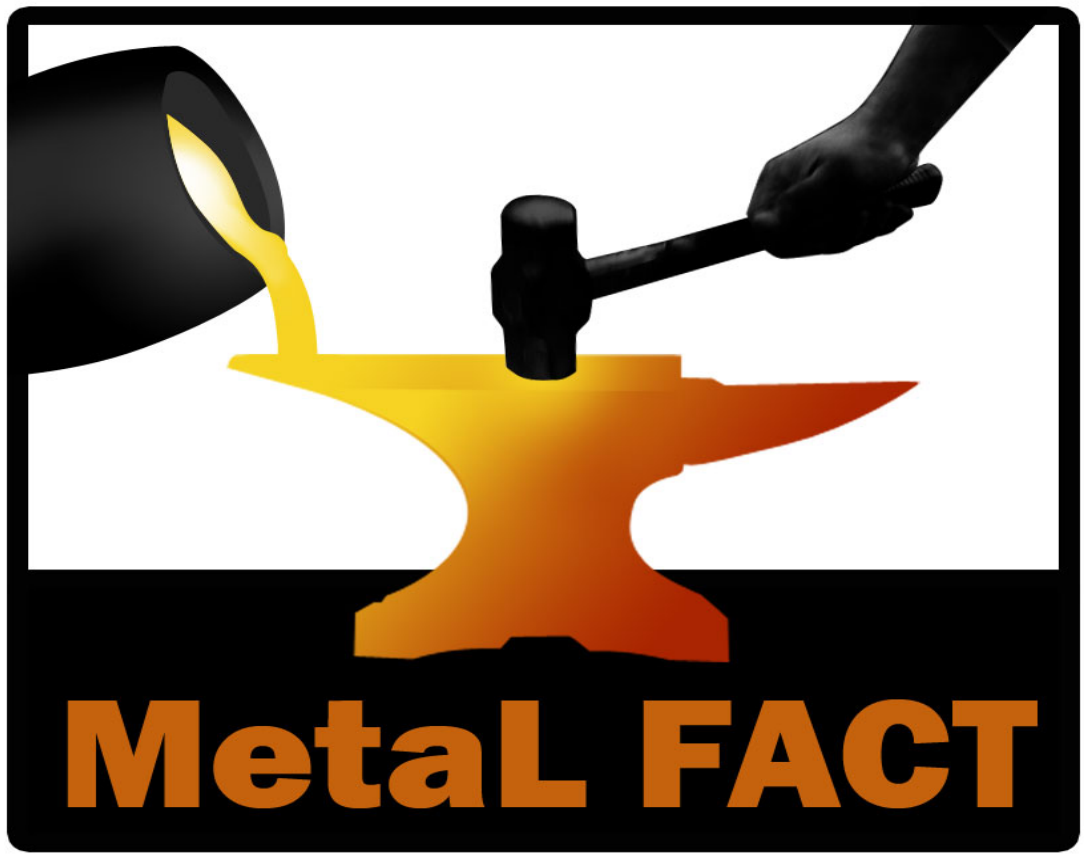
Agenda

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





Castings and Forgings



Maritime & Land Forging And Casting Team

Castings & Forgings

- Castings are complex metal shapes
  - Structural, mechanical, engineered applications
  - Formed from liquid metal, produced in a mold
  - Often are “hidden” components of an assembly
- Forgings can be complex or simple shapes
  - Forging is heated metal, but not molten
  - Formed by pounding or pressing it into the desired shape
  - Sometimes tooling is required,
  - Sometimes are “hidden” components of an assembly



DLA’s Goal

Procure high-quality, cost-effective cast or forged parts for weapon systems to meet readiness requirements

Procurement Issues

- Long lead times
- Defaulted contracts
- Identifying cast or forged parts/components at the assembly level
- Tooling availability
- Diminishing manufacturing sources
- Low quantity procurements
- Contracting to correct sources



A Common Plan

- HQ DLA has implemented two programs
  - Shared cost between Government and Industry
  - Address key technical needs
- Castings for Improved Readiness (CIR)
  - Supported by American Metalcasting Consortium (AMC)
  - Managed by Advanced Technology Institute (ATI)
- PRO-FAST
  - Supported by Forging Defense Manufacturing Consortium (FDMC)
  - Managed by ATI
- Programs focus on three areas
  - Resolve casting/forging part problems
  - Training for Government personnel
  - Research & Development

Strategic Direction

- Ensure a viable casting or forging supply chain future
- Apply new technologies
- Reduce administrative and production lead times
- Utilize extensive casting and forging experience and knowledge to solve supply chain backorders
- Incorporate AMC/FDMC information into DLA's procurement processes to improve readiness

Remember, When Using AMC or FDMC they…

- Do not change your contractual responsibility
- Are not part of your contract
- Won't charge you, or won't pay you
- Are available to consult and assist
- Are an industrial organization, not government
- Cannot approve any tech data changes
- Cannot change anything in the terms and conditions of the contract

DSCC's MetaLFACT Team

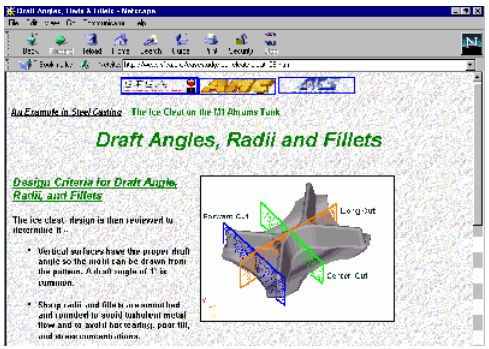
- Provides casting & forging assistance
- MetaLFACT is comprised of Government and Industry representation
- MetaLFACT is a resource available to the following:
  - DSCC Personnel: Product Specialists, Buyers, Planners
  - Engineering Support Activities (ESAs)
  - Contractors/Suppliers
    - With active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

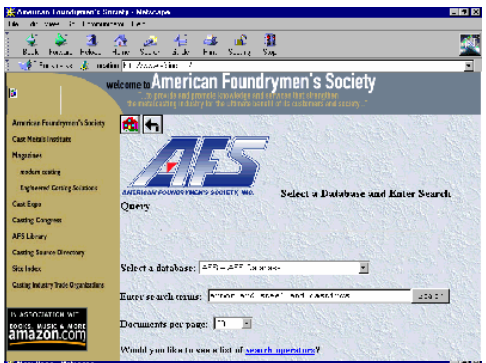


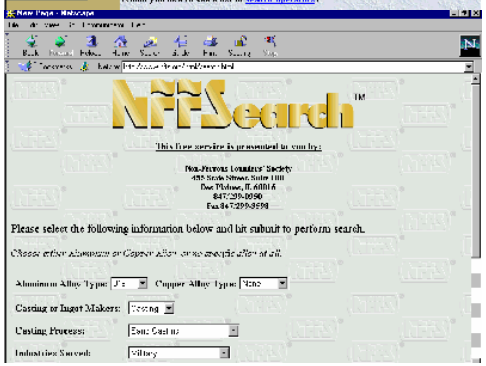
How MetaLFACT Provides Assistance

- **Process and Material -** Understand the required casting or forging process and material (may be buried in a OEM specification and not be apparent)
  - **As-cast or forged tolerances**
  - **Surface finish requirements**
- **Sourcing** – Identify capable sources when unable to manufacture due to unresponsive supply chain
- **Tooling** – Find source for tooling when unable to manufacture due to unavailable tooling
- **Technical Field Support** to foundry/forge, process, design, manufacture, or other problems
- **Update TDP** with current specifications, processes, etc and their interpretation
- **Assist Engineering Support Activity** in expediting required engineering analysis/response

Additional Casting Resources

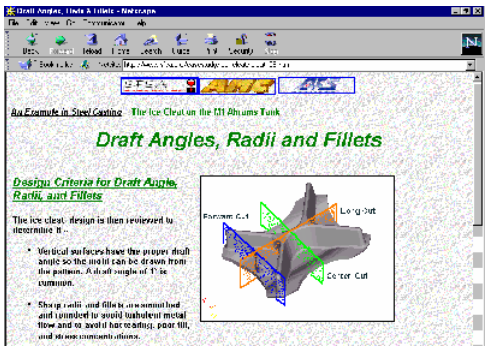






- **Defense Tooling Locator**
  - http://www.defensetooling.net
- **Steel Founders Society of America**
  - http://www.sfsa.org
- **America Founders Society Inc.**
  - http://www.afsinc.org
- **North American Die Casting Association**
  - http://www.diecasting.org
- **Non-Ferrous Founders Society**
  - http://www.nffs.org
- **American Metalcasting Consortium**
  - http://www.amc.aticorp.org

Additional Casting Resources







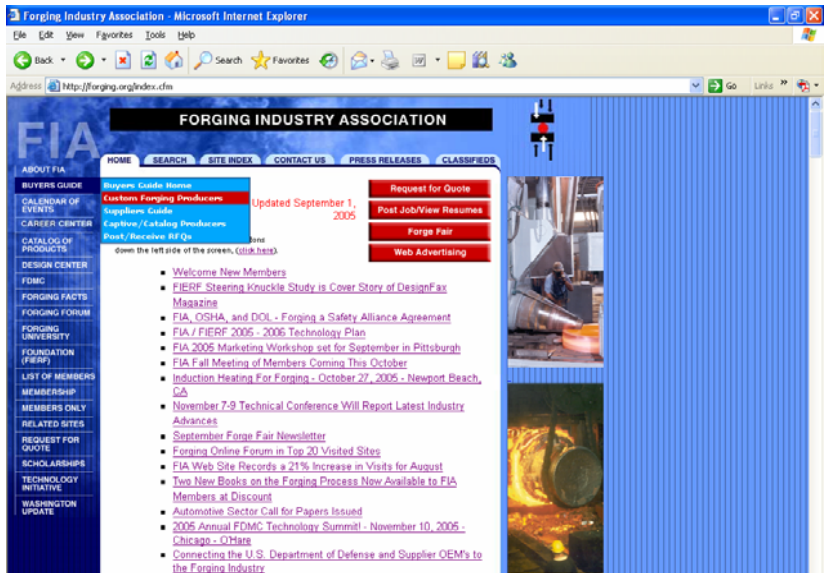
- **American Metalcasting Consortium**
  - http://www.amc.aticorp.org
- **Defense Casting Suppliers**
  - http://www.defensecastingsuppliers.com
- **Defense Tooling Locator**
  - http://www.defensetooling.net
- **Steel Founders' Society of America**
  - http://www.sfsa.org
- **American Foundry Society**
  - http://www.afsinc.org
- **North American Die Casting Association**
  - http://www.diecasting.org
- **Non-Ferrous Founders' Society**
  - http://www.nffs.org

AMC

Additional Forging Resources

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

- **The Forging Industry Association (FIA) website:**
  - http://www.forging.org
- **FIA website for Custom Forging Producers:**
  - http://forging.org/bguide/index.cfm
- **Forging Defense Manufacturing Consortium**
  - http://www.fdmc.aticorp.org



FDMC

Yoke: Universal Joint

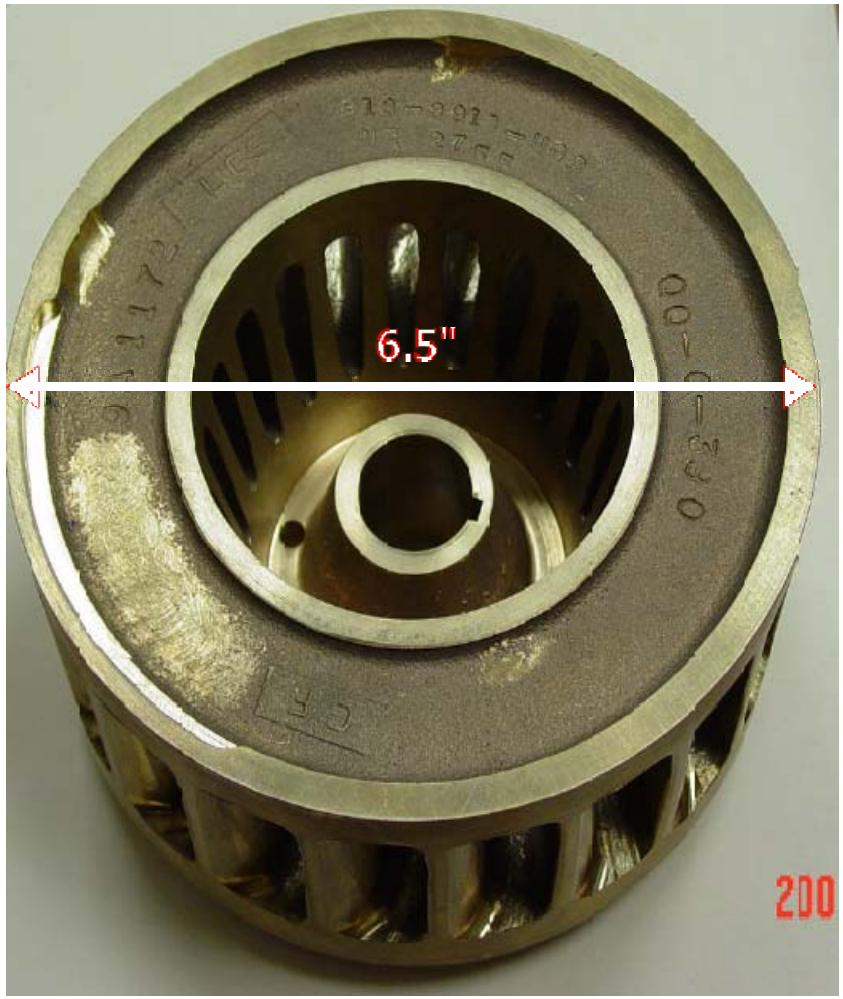
NSN 2520-00-679-9246

- Used on M113 Armored Personnel Carrier
- Supplier had no forging source
- FORGE-IT Team
  - Located forging source
  - Located tooling
- Enabled on-time delivery
- Lead time savings over 100 days
- Tooling cost avoidance of $25,000

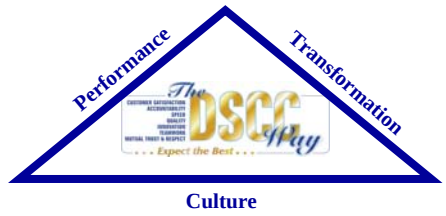


Compressor Rotor

- Used on LA Class Subs
- Sole source item sold through various levels of distributors
  - Price escalated
- DLA funded Navy Keyport to reverse engineer and develop a technical data package
  - AMC assisted with review
- New source awarded contract
  - Items passed First Article Testing
  - DSCC saved over $250K







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

Desiccant Canister

NSN 4440-01-004-8602

- VECP submitted by Drytech Inc. resulted in significant lifecycle savings and increased lifespan for the wavequides on F-15 Aircraft radar
- After a strenuous approval process, Drytech Inc. received $55,036 for the approved VECP





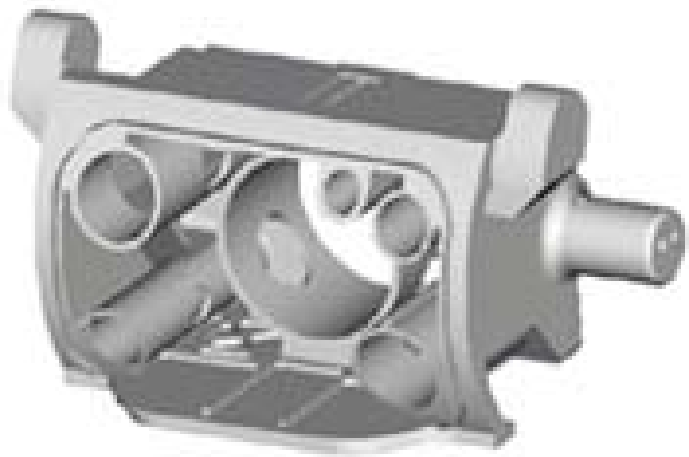


Replenishment Parts Purchase or Borrow Program

RPPOB

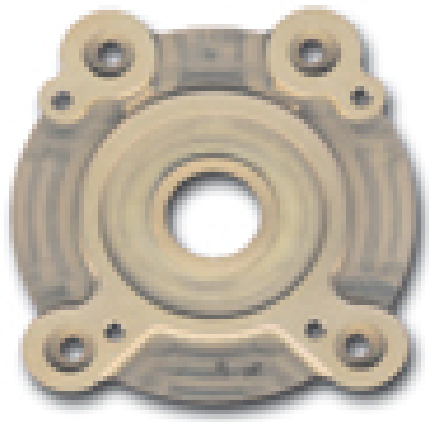
Why RPPOB

- 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 purchases 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 drawing
  - In accordance with a specification
- 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

- Break Sole Source
- Provide additional sources on limited source items
- Provide source for obsolete items
- Reduce cost through enhanced competition
- Potential for Unlimited Rights 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!!
- DLA initiates SE Program
  - Aviation items
    - DSCR: Jan 03
  - Land and Maritime items
    - DSCC: Jan 04



DSCC 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 FY07: $5M



Project Selection Criteria

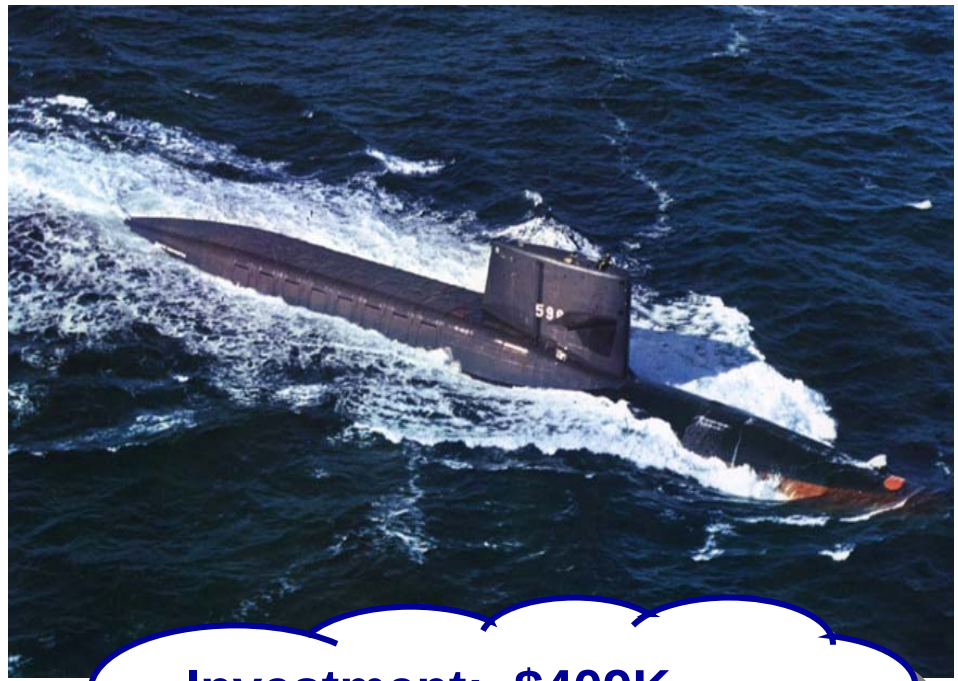
- DLA/DSCC managed item
- Minimum ROI of 10:1
  - Lifecycle savings
- Make positive impact
  - Operational readiness
  - ALT/PLT
  - Item demand
  - Unit price
- Reduce field maintenance actions
- Improve competitive position
  - Availability of tech data
  - Increase sources of supply



Naval Transmitter Buoy

NSN 5820-01-500-7012

- Upgrade Transmitter Buoy to a single buoy to replace the current four-buoy system used by all US Navy submarines
- Benefits include:
  - Four NSNs cancelled
  - Four Allowance Parts Lists (APL's) replaced with one
  - Shipboard storage space reduced
  - 50% reduction in acquisition cost
  - CONUS source

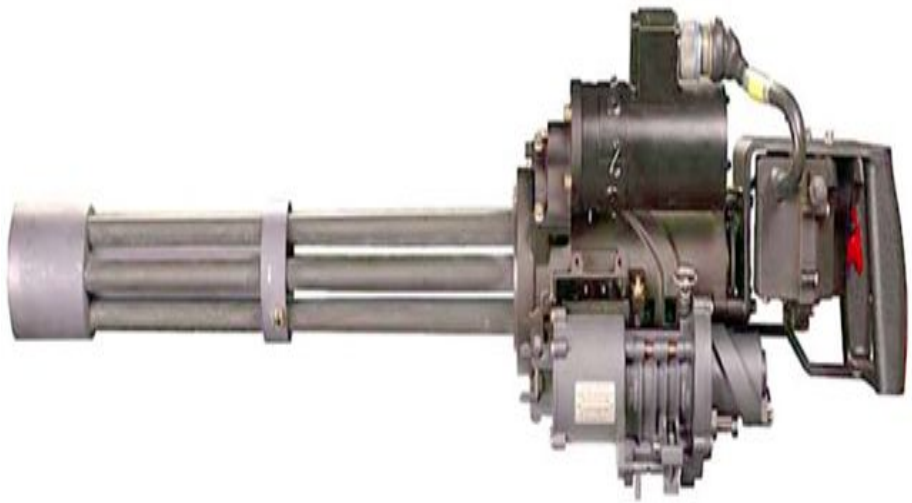


Investment: $409K
ROI: 24:1
Project Savings: $10M

M-134 Mini-Gun Wear Gage

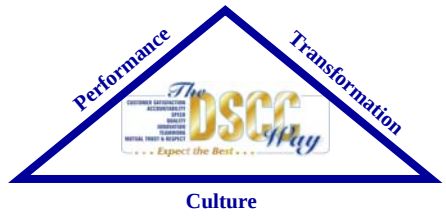
NSN 1005-00-903-0933

- Rock Island Arsenal (RIA) developing barrel wear gage for M-134 Mini-gun
- Barrels currently replaced every 100,000 rounds fired
- Barrel wear gage will assess remaining barrel life
- RIA estimates a lifespan of over 200,000 rounds a barrel
- Extending barrel life will reduce support and operating cost



Investment: $115K
ROI: 31:1
Project Savings: $4.5M





Additional Value Management Programs Managed at DSCC

Additional VM Programs

Price Challenge Program

- Responsive to customer suspicion of overpricing
- Determination of value using technical data, procurement 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
- Results assist Contracting Officers during procurement negotiations



Additional VM Programs

Reverse Engineering

- Performed using Government resources
- Items ordered from Government stock
- Engineer determines material, mechanical, electrical, physical and environmental properties
- Testing requirements are identified/determined
- Technical Data Package developed for use in full and open competitive acquisition



Organic Manufacturing

- Support hard-to-buy procurements by utilizing 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.

Future Vision of DSCC's VM

- Transition to Supply Chain Management
  - Focus on Land and Maritime managed NSNs
  - Includes Detachments at DSCR and DSCP
- Expand Sustaining Engineering
  - Develop relationships with ESA's/Program Offices
  - Collaborate on new projects for problem NSNs
- Increase Reverse Engineering Projects
  - Develop data packages on NSNs bought by code/part number
  - Increase capabilities with partnered labs
- Provide Added Support to L&M Contracting Functions
  - Increased capability for Price Challenge/Should Cost
  - Focus on problem NSNs by weapon system

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: #715 & #716 on DSCC row



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: Mitchell McElroy
614-692-8824 / DSN 850-8824 / mitchell.mcelroy@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