

TACOM LCMC Visibility and Communication (VisCom) Overview

Source: Tony Mitek IBET TL, TARDEC

As of: 26JUL12

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Purpose



- Provide an overview of the TACOM LCMC Visibility and Communication Tool





Industrial Base Visibility and Communication Tool



Objective:

- Create, update, and maintain Industrial Source access to support the Diminishing Manufacturing Sources and Material Shortages (DMSMS) effort.
- Identify current TACOM Industrial Base including *every vendor for every TACOM NSN and potential industrial supply base sources* to provide a maximum number of available options.
- Provide communication, analyze trends and risks associated with the U.S. commercial industrial base.

Linking TACOM LCMC requirements to Industrial Base Capabilities



Industrial Base Visibility and Communication Tool



salesforce.com - Enterprise Edition - Microsoft Internet Explorer provided by Automation Alley

https://na11.salesforce.com/home/home.jsp

‘cloud’ storage

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Search All... Search

Andrea Duncan Help

Home Files Companies Contacts Reports Dashboards 4-Digit FSC Codes 4-Digit NAICS Codes 6-Digit NAICS Codes Requirements D&B360 Build A List

Create New...

Recent Items

- BAE SYSTEMS GLOBAL COMBAT SYSTEMS MUNITIONS LTD
- Bae Systems Hägglunds AB
- BAE SYSTEMS LAND SYSTEMS (WEAPONS & VEHICLES) LTD
- Memco Inc
- American Apex Corp
- Apex Tool Group
- Apex Tool Group
- Global Ceramic Services Inc
- Andrea Duncan
- Herkules Equipment Corporation

Custom Links

Dashboard

Last refreshed at 1/23/2012 8:31 AM. Displaying data as DMSMS.

All Companies

Record Count

21,097

All Companies by Original Source

Record Count

Original Source	Record Count
Automation All..	822
Business Card/..	426
DC3	197
DLA	10,217
Hoovers	541
Metal Coating ..	2,893
NDIA	1,241
SAE	1,676
SBA	820
TACOM	2,089
Web Portal	174

21,000 + companies

All TACOM/DLA vendors

Partnered w/related orgs & companies

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Industrial Base Visibility and Communication Tool



4-Digit FSC Code: 4620 ~ salesforce.com - Enterprise...

Home Safety Tools Page

- [Koenier Instrument Company, Inc.](#)
- [BAE SYSTEMS GLOBAL COMBAT SYSTEMS MUNITIONS LTD](#)
- [Bae Systems Hägglunds AB](#)
- [BAE SYSTEMS LAND SYSTEMS \(WEAPONS & VEHICLES\) LTD](#)
- [Memco Inc](#)
- [American Apex Corp](#)
- [Apex Tool Group](#)
- [Apex Tool Group](#)
- [Global Ceramic Services Inc](#)

Custom Links

Messages and Alerts

Recycle Bin

4-Digit FSC Code Detail

Edit Delete Clone

4 Digit Federal Supply Class Number	4620
4-Digit FSC Code Name	Water Distillation Equipment, Marine & Industrial
Number of Small Business Companies	13

▼ FSC Code Associated Information

Number of Associated Companies	13
Number of Low D&B Prescreen Score	11
Number of Med D&B Prescreen Score	2
Number of High D&B Prescreen Score	0

13 total companies in this FSC

► System Information

Edit Delete Clone

★ Industry Classification Code

New Industry Classification Code

Action	Classification Link	Account	Last Modified By
Edit Del	IC-83521	Aqua-Chem Inc	DMSMS, 10/20/2010 5:05 AM
Edit Del	IC-233262	Compass Water Solutions Inc	Dan Raubinger, 9/30/2011 12:50 PM
Edit Del	IC-89977	Hach Co	DMSMS, 10/21/2010 5:23 AM
Edit Del	IC-96974	Hamilton Sundstrand Corp	DMSMS, 11/10/2010 10:56 AM
Edit Del	IC-107730	ITT Corp	DMSMS, 11/10/2010 12:11 PM
Edit Del	IC-79554	Koehler Instrument Company, Inc.	DMSMS, 10/18/2010 4:56 PM

Search by company "Koehler Inst"

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Industrial Base Visibility and Communication Tool



Company: Koehler Instrument Company, Inc. ~ salesforce.com - Enterprise Edition - Microsoft Internet Explorer provided by Autom

https://na11.salesforce.com/001A0000009kf1

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Company: Koehler Instrument Company, Inc. ~ sales...

Home Companies Contacts Reports Leads Dashboards VR Email VR Statistics VR Postcard 4-Digit FSC Codes Jigsaw Campaigns Questionnaires +

Create New...

Company
Koehler Instrument Company, Inc.

Customize Page | Edit Layout | Printable View | Help for this Page

Show Chatter + Follow

Contacts [1] | Open Activities [0] | Activity History [0] | Notes & Attachments [0] | Questionnaires [0] | Industry Classification Code [25+] | Work Directives [1]

Company Detail Edit Delete

Company Name	Koehler Instrument Company, Inc. [View Hierarchy]	Phone	(631) 589-3800
Parent Company		Fax	(631) 589-3815
Description		Website	http://www.koehlerinstrument.com
Contract Awarded?	☐	External ID Temp	
Amount of Contract Awarded		WD007	
Small Business	Yes		
# of NAICS Codes	1		
# FSC Codes	24		

Source(s)

SBA	☐	Automation Alley	☐
SXT	☐	Detroit Chamber	☐
TACOM	☒	SAE	☒
DC3	☐	Business Card/Trade Show	☐
Metal Coating Companies	☐	Web Portal	☐
Original Source	DLA	DLA	☒

Recycle Bin

Messages and Alerts

Start

12:26 11-Oct-11

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Company: Koehler Instrument Company, Inc. ~ salesforce.com - Enterprise Edition - Microsoft Internet Explorer provided by Autom

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Company: Koehler Instrument Company, Inc. ~ sales...

▼ Company Details

Annual Revenue	\$9,600,000	Year Established	1935
Employees	55	Risk Score DnB	Low Risk
Owns/Rents?	Owns	SIC Code	38230000
Plant/Facility Size	28,500	Minority Owned	☐
Location Type	Single Location	Women Owned	☐
Stock Ticker		Manufacturing	☒
Ownership	Private	Subsidiary	☐
Longitude	-73.1236	Accountant Name	
Latitude	40.7828	Bank Name	
MSA Value	New York-Northern New Jersey-Long Island	Company AKA	
Foreign Trade	Imports	Type	

▼ Address Information

Billing Address	1595 Sycamore Ave Bohemia, NY 11716-1732 USA	Shipping Address	1595 Sycamore Ave Bohemia, NY 11716-1732
County - Billing	Suffolk	County - Shipping	

▼ Classification Information

DUNS Number	001361773	Primary Product	Process control instruments
CAGE Code	23035	Small Business Designation	TRUE
Industry		OESA Member	☐
Industry Sub Type			

▼ System Information

Created By	Mike Cummins, 4/15/2010 12:40 PM	Last Modified By	DMSMS, 8/1/2011 10:50 AM
AA External ID		Company Owner	Mike Cummins [Change]

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★ Favorites Company: Koehler Instrument Company, Inc. ~ sales...

Contacts [New Contact](#) [Merge Contacts](#) [Contacts Help](#)

Action	Contact Name	Title	Email	Phone	Primary Contact
Edit Del	Warren Brev	Chairman of the Board	sales@koehlerinstrument.com	(631) 589-3800	☒

Open Activities [New Task](#) [New Event](#) [Open Activities Help](#)

No records to display

Activity History [Log A Call](#) [Mail Merge](#) [Send An Email](#) [Activity History Help](#)

No records to display

Notes & Attachments [New Note](#) [Attach File](#) [Notes & Attachments Help](#)

No records to display

Questionnaires [New Questionnaire](#) [Questionnaires Help](#)

No records to display

Industry Classification Code [New Industry Classification Code](#) [Industry Classification Code Help](#)

Action	Classification Link	NAICS Code	NAICS Desc	FSC Code	FSC Desc	SIC Code	SIC Desc	Record ID
Edit Del	IC-35060	334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables					a00A0000001BbSf
Edit Del	IC-79533			5945	Relays and Solenoids			a00A0000001ZJIP
Edit Del	IC-79534			4820	Valves, Nonpowered			a00A0000001ZJIQ
Edit Del	IC-79535			6685	Pressure, Temperature/Humidity Measuring/Controlling Instrmts			a00A0000001ZJIR

Start

12:29 11-Oct-11

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Geographical View of Suppliers



LunaTech Designs Google Earth plug-in

The screenshot displays the Tardec-DMSMS Menu interface, which is a Google Earth plug-in. The main window shows a satellite map of the United States with numerous yellow pins indicating supplier locations. The interface includes a search bar at the top left, a sidebar with search filters, and a list of search results on the right.

TARDEC-DMSMS Menu

- Search
 - Find Companies
 - Zoom-to
 - Lo
- Company description
- NAICS Code
- FSC Code
- High Risk
- Small Business Designation
- HUBZone
- Asian Pacific American, Other Minority
- Work Directive
- TACOM
- Annual Revenue Between
- Number of Employees Between
- Contract Awarded
- Search Clear

Search Results

- 3TEX Inc
- A-J Chemical, Lubricants
- AIW-Alton Inc
- ASAP Design Inc
- Aasa Inc
- Advance Mold Co
- Advanced Fabricating Machinery
- Advanced Finishing Inc
- Aerospace Manufacturing Svcs
- Air Craftors Engineering Inc
- Alkan Shelter LLC
- Allon Industries Inc
- Alpha Machining
- American NDT Inc
- Andesco Sales Inc
- Anham LLC
- Arlington Machine & Tool Co
- Ats Workholding Inc
- Aura Systems, Inc.
- Avs Inc
- B & L Metal Products Inc
- Best Foam Fabricators Inc
- Blue Chip Manufacturing & Sls

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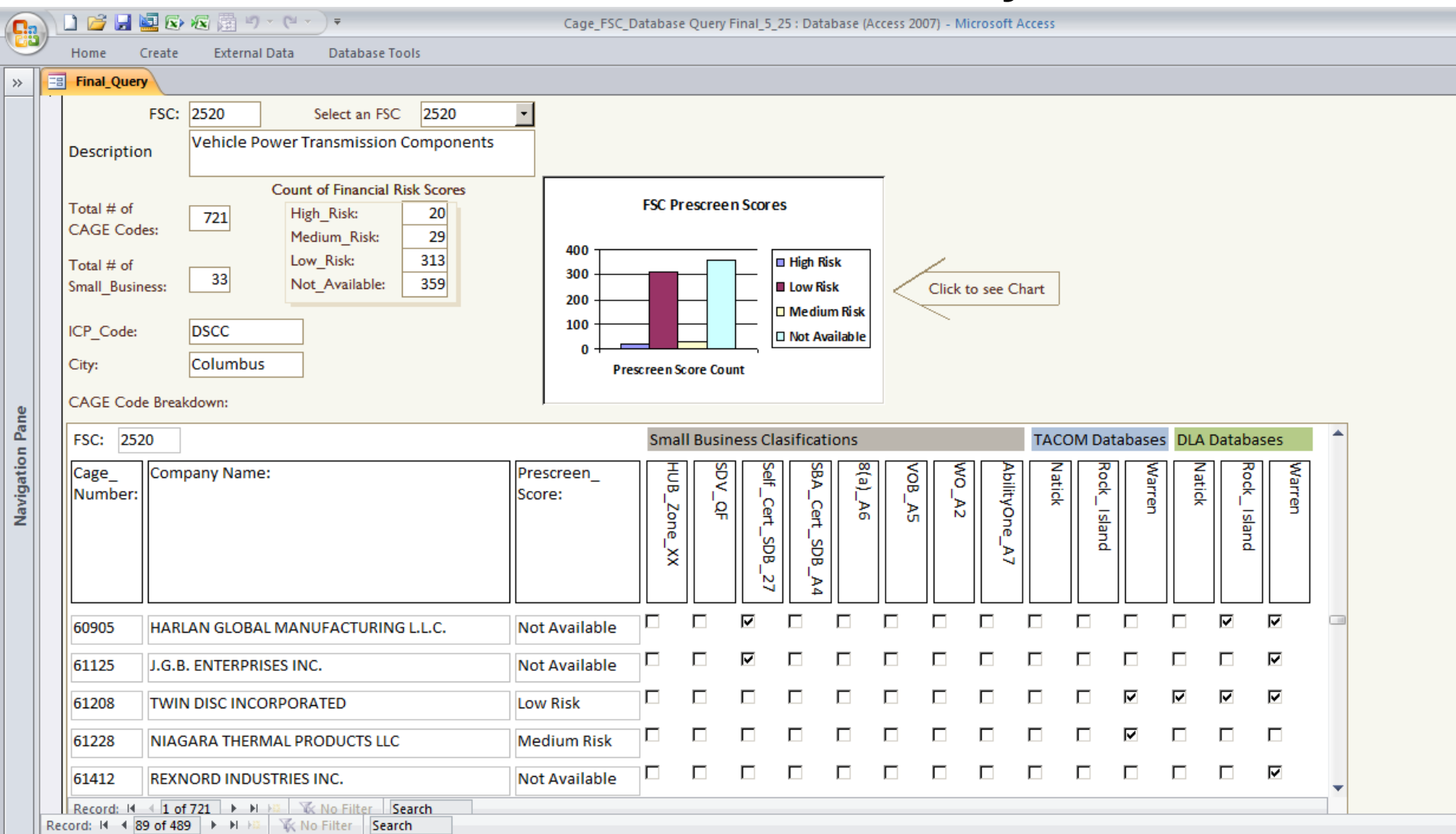
Industrial Base Trend/Risk Analysis



- Health and Risk Analysis of TACOM Industrial Base sorted by the 489 Federal Supply Classes.
- Evaluation Criteria used
 - Depth and strength by FSC
 - D&B Financial Health
 - Trends
 - Other (DCMC & DLA Info)
- Bi-Annual or focused assessments are possible



Industrial Base Trend/Risk Analysis



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11



Questions?